

# Kiwifruit News

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## A Taste Of What's To Come

**James Trevelyan** – Managing Director

I was sitting in a Zespri meeting last week and was pleased to hear the markets are enjoying the taste and quality of the fruit being delivered this year. The meeting then moved on to receive an update from the subcommittee that is reviewing taste for the 2021 season.

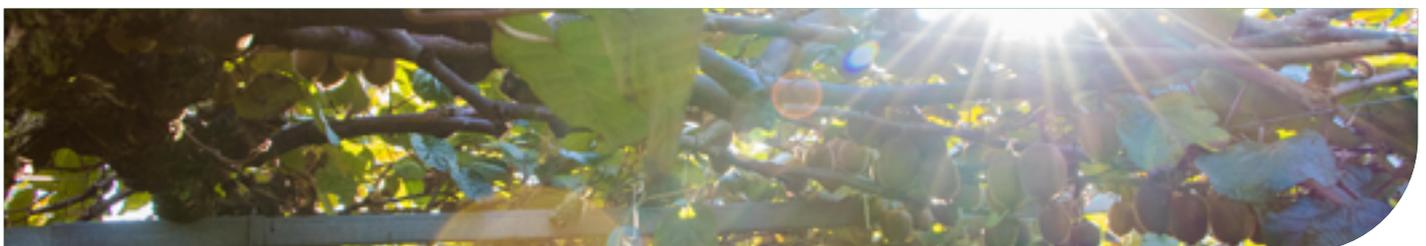
It appears the amount of work yet to do is vast. The technical team at Zespri must build a back-end data warehouse to receive, process and report samples from lab/s to the supply chain. The current Eurofins back-end was a result of 20 years of development, so to rebuild from scratch to a finished product for next season may be optimistic. Zespri has pulled together a group of technical people and their IT team in preparation to begin the process. However, the present

problem is the detail of what the taste programme will look like and that is yet to be signed off.

I'd like to take a minute to reflect on the last few harvests. The last two have been high dry matter years. However, in 2018 the dry matter was one of the lowest of the last five years. Under the current taste structure, in a low dry matter year it is not uncommon for a grower to do multiple TZG tests on the same day in search of a magical result before making the decision to harvest.

This can come at the cost of an over-loaded lab and the supply chain then having to deal with over-mature fruit. My experience is when the fruit is at the optimum maturity, the dry matter is at its maximum, but the multipliers in the TZG calculation cause the variation in TZG results.

Why do I mention the above? All successfully-run processes need flat line demand on their process. I understand why a grower chases a magical result – as a grower I am no different. The detail that needs to drop out of the taste review will hopefully help align the grower and the supply chain to achieve a good-quality, great-tasting piece of fruit.



# Operations Update

Phil Allison – Information Systems Manager



## Harvest Summary

The last Hayward conventional fruit was harvested on the 7th of June (five days earlier than in 2019) and packed on the 9th. For Hayward organics, the last harvest was on the 6th of June (three days earlier than in 2019) and the last pack on the 8th.

In total we packed 167,591 bins of fruit to get 15,137,810 class 1 trays.

Fruit Group	Bins Packed	Trays Packed	Average Size	Class 1 %	Trays/Bin
GACK	88,317	8,333,310	29.6	89.4%	94.4
GAOB	8,150	739,714	29.0	89.4%	92.8
HECK	408	29,075	38.7	69.4%	71.2
HWCK	67,090	5,730,686	33.0	85.8%	85.4
HWOB	3,626	305,031	35.5	84.8%	84.1
<b>Total</b>	<b>167,591</b>	<b>15,137,819</b>	-	-	-

The early harvest was a consequence of fruit maturing early this season. The volume of fruit that was picked into the long storing maturity bucket was higher than in 2019. This has set us up as well as possible for the storage season ahead.

Fruit Group	Required Long	Achieved Long	Extra achieved
GACK	2,689,984	3,014,798	12.1%
GAOB	164,043	374,794	128.5%
HWCK	1,969,789	2,747,139	39.5%
HWOB	118,089	168,559	42.7%

The volume of fruit required for long storage is that volume required for shipment after week 29 for Gold3 and after week 34 for Hayward. The volume achieved is the volume that was packed within the ideal brix range when fully ripe.

## Residue Finds

This season there have been more residue finds than in the past. This could be due to several factors including a very dry summer and orchards being tested earlier than in the past.

A summary of the finds :

Variety	Product	Number of Finds	Typical market restrictions*
Hayward	Movento	5	IN, US
Hayward	Luna Privilege	6	AR, BR, Z3, GC, IN, IL, JP, MY, MX, Z9, ZA, RE, TW, TH, US, Z1, Z7
Hayward	Pyrethrin	3	AR, BR, GC, IN, IL, MX, Z9, ZA, RE, TW, TH, Z1, Z7
Hayward	Prodigy	1	AR, BR, Z3, GC, IN, IL, JP, MY, MX, Z9, ZA, RE, TW, TH, US, Z1, Z7
Hayward	Cadmium	2	GC
Green14	Luna Privilege	1	AR, BR, Z3, GC, IN, IL, JP, MY, MX, Z9, ZA, RE, TW, TH, US, Z1, Z7
Gold3	Luna Privilege	1	AR, BR, Z3, GC, IN, IL, JP, MY, MX, Z9, ZA, RE, TW, TH, US, Z1, Z7
Gold3	Pyrethrin	3	AR, BR, GC, IN, IL, MX, Z9, ZA, RE, TW, TH, Z1, Z7
Gold3	Prodigy	1	AR, BR, Z3, GC, IN, IL, JP, MY, MX, Z9, ZA, RE, TW, TH, US, Z1, Z7

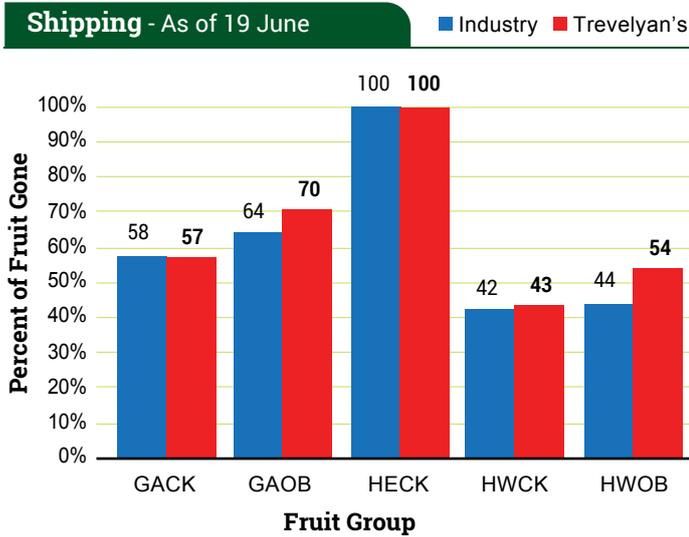
Z3 = Europe, GC = Gulf States, Z9 = Other special markets, Z1 = Central America, Z7 = South America other than Brazil. All other codes are the country code.

Most of these residue finds result in multiple market restrictions. Once pest finds are added to these, there are often very limited markets fruit can be sent to. This removes inventory flexibility with lines having to be shipped earlier than we would like to make sure we can ship it all.

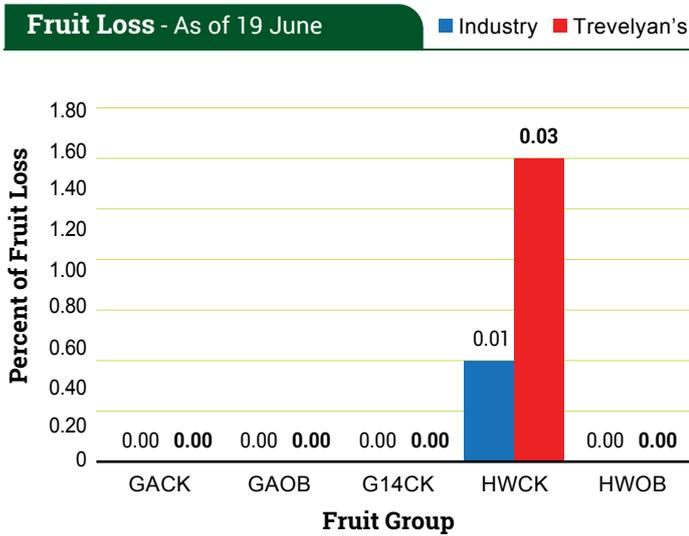
## Shipping and Fruit Loss

To date we have shipped a total of 7,612,062 trays this season (52.2% of the packed crop).

By fruit group this is:



The current departure plan, May release, has shipping finishing around week 43 (ends 25th October) for Gold3 conventional and week 47 (ends 22nd November) for Hayward conventional. For both varieties, organic fruit will finish shipping a few weeks earlier than that. Feedback from the markets is that fruit is selling to plan this season.



## Supplier Accountability

Supplier Accountability is where fruit is checked in market for storage defects. It is the final check before customers receive fruit. Suppliers 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 periods for the season. During period 1 only penalties occur, while during periods 2 and 3 suppliers can earn premiums as well as receiving penalties. During period 3 for the main markets of Europe, Japan, China, and Korea, 5% Supplier Accountability is replaced with 15% Supplier Accountability which sheets more of the costs of poor in market quality back to the supplier that supplied the fruit causing the costs.

Period 1 covers all shipments leaving New Zealand until the end of week 21. We currently have the results back from shipments until the end of week 20 (17th May).

To date Trevelyan's have received \$42,942 in penalties compared to the industry's \$716,460 penalties. Trevelyan's supplied around 9.3% of the industry's fruit and received 6.0% of the industry penalties.

The details of penalties by fruit group are:

TREVELYAN'S SUMMARY				
Market	Fruit Group	Trays shipped	Total Intercheck	Rate/Tray shipped
Europe	HWCK	895,258	-\$4,780	-\$0.005
	HWOB	15,961	\$0	\$0
	GACK	875,992	-\$14,543	-\$0.017
	GAOB	75,031	\$0	\$0
	Green14	6,264	-\$4,447	-\$0.710
ROW	HWCK	586,996	-\$4,447	-\$0.008
	HWOB	29,787	\$0	\$0
	GACK	2,402,399	-13,550	-\$0.006
	GAOB	247,691	\$0	\$0
	Green14	11,133	-\$957	-\$0.086

INDUSTRY SUMMARY				
Market	Fruit Group	Trays shipped	Total Intercheck	Rate/Tray shipped
Europe	HWCK	10,565,814	-\$115,948	-\$0.011
	HWOB	211,857	-\$19,058	-\$0.090
	GACK	10,408,117	-\$165,043	-\$0.016
	GAOB	208,372	\$0	\$0
	Green14	40,054	-\$7,931	-\$0.198
ROW	HWCK	6,990,008	-\$43,449	-\$0.006
	HWOB	283,499	\$0	\$0
	GACK	26,029,481	-\$353,743	-\$0.014
	GAOB	393,144	\$0	\$0
	Green14	199,103	-\$11,246	-\$0.056

## The S Word – Sustainability Reporting

**Sarah Lei** – Sustainability Manager

**I was intending to address the issue of water quality this month, but this has been overtaken by the imminent release of our 2019 Sustainability Report.**

At Trevelyan's we began our sustainability journey in 2011 and we released our first Sustainability Report in 2014. Each annual report has been prepared in accordance with the Global Reporting Initiative (GRI). GRI are the world's most widely-used sustainability reporting standards.

While every season is different, the 2020 season has turned out to be more challenging than we expected. I started in the role of Sustainability Manager at Trevelyan's in February this year and my first task was to start preparing the 2019 Sustainability Report.

Being new to the organisation, this was a significant learning curve. I would like to thank my predecessor, Rachel Brodie, who has been a guiding light in Trevelyan's sustainability journey and who pointed me in the right direction to make a start on the report.

When Covid-19 started to seriously impact our way of life in New Zealand and to affect operations in the kiwifruit industry, we paused to consider whether it was still appropriate to report on our sustainability performance for 2019. On reflection, we felt that our approach to sustainability, as defined by our three core pillars (work smart, tread lightly, respect our people), was even more critical in the midst of a global pandemic. Our efforts to report also help to keep us accountable.

As the information came together on our sustainability performance in 2019, it revealed that there was much to celebrate, even at this difficult time. Some of the key highlights are:

- In 2019, Trevelyan's delivered superior OGRs across all five kiwifruit varieties packed.
- The amount of waste sent to landfill in 2019 was 6.8% - the first time that it has been below 10% since we began our monitoring.
- Our greenhouse gas emissions in 2019 were 140g CO<sub>2</sub> per class 1 tray of fruit. This compares with 500g CO<sub>2</sub> per class 1 tray in 2010. We are pleased to be able to contribute to the national target of reducing emissions by 30% over 2005 levels by 2030.
- We invested more than \$60,000 in local community projects and initiatives.
- Our staff turnover was 1.3% (compared with 5.8% in 2018).

Our goal for the future is to continue to build on these successes. We anticipate things might not look so good

in 2020 with reduced levels of waste recycling during the Level 4 lockdown and changes to our processes to ensure appropriate social distancing. Despite these challenges, we remain committed to our sustainability journey as we strive to work smarter, tread lighter and respect our people.

**The 2019 Sustainability Report will be emailed out to you in the next couple of weeks. I encourage you to read it and if you have any comments or questions, please get in touch by emailing [sarah.lei@trevelyan.co.nz](mailto:sarah.lei@trevelyan.co.nz)**



## Upcoming Events

The industry AGMs will all be held on Tuesday 18th August at the Trustpower Arena, 81 Truman Lane, Mount Maunganui.

KVH will start at 9:00am

KGI will start at 11:00am

Zespri will start at 1:00pm

## Grower Portal Update

The grower portal no longer supports Internet Explorer as a browser. This is now an obsolete browser and no longer supported by the packages used to develop websites. If you are still using Internet Explorer, please update this. We recommend Google Chrome for PCs and Android phones and Safari for all Apple products.

**Please call Phil (0274 555 946) if you need help to upgrade your browser.**

# Industry Update

**Phil Allison** – Information Systems Manager



## China Market Access

**The Chinese Government has informed MPI they are going to change the requirements for kiwifruit exports to China.**

The focus of the change is that pests of concern to China must be monitored on-orchard before fruit can be supplied to the Chinese market. There will still be a 600 fruit phytosanitary inspection of every batch to prove fruit is free from pests of concern to China before export can happen. The current market access is through the 600 fruit check with no need for on-orchard practices.

This change will bring kiwifruit into line with how other fruit products are exported to China, including avocados packed at Trevelyan's.

**The proposed China access is the same process for kiwifruit going into Thailand now. As a supplier to Thailand, we already have the systems needed to comply with this change in place.**



## Taste and Maturity Review

**The IAC have set up a committee to look at industry samples for taste and maturity. This is in response to the issues with Eurofins during the last harvest.**

Members of the committee represent Zespri, suppliers and KGI. They are:

**Zespri:** Dave Courtney, Tony Hawken, Blair Hamill,

**KGI:** Doug Brown, Sally Gardner, Mark Mayston

**Suppliers:** Michael Franks, Hamish Simson, Ian Coventry  
Peter McBride is chairman of the committee.

The committee has agreed on the following principles:

- The Minimum Taste Standard should remain in place to ensure only good-tasting fruit gets to market, driving value and repeat purchase

- Beyond that, the committee will consider further options to incentivise taste to reflect consumer demand for higher-tasting fruit
- Given the value, maturity and taste-testing must also continue and the integrity of that testing is critical
- Dry matter will be the measure of taste for 2021
- Sampling will be on-orchard for 2021

Beyond these key principles are a series of critical questions relating to taste that will be considered. These include:

- The committee wants to understand in more detail the relationship between consumer liking and dry matter
- Whether we express taste results to growers as TZG or in dry matter percentages
- Whether taste payments should be capped and if so, at what point, beyond which the additional value to growers is not reflected in the additional price paid by consumers
- The graduation of taste payments and consideration of a concept of paying on taste 'buckets' that are aligned with the taste bands (Y, T & M)
- Whether fruit sizes can be grouped for Gold3 maturity clearance
- What are the detrimental outcomes driven by paying for taste and how can these be addressed to ensure optimal value of the crop e.g. impact of declining fruit pressures driven by growers holding off harvest to maximise taste payment
- How would these matters differ in high and low dry matter years
- How these payments help ensure post-harvest efficiency, and thus more money is returned to growers
- Whether dry matter is the correct method for measuring taste or whether there are better alternatives (noting that this will not be considered for the 2021 season)
- Whether sampling can be at a place other than the orchard (noting that this will also not be considered for the 2021 season)
- Whether the sampling and lab testing needs be independent, and if not, what oversight is put in place to ensure testing is accurate and robust

They have agreed that Zespri should start immediately to build a database to manage the maturity and taste sampling data for the 2021 harvest. It is necessary to start this now to ensure there is time to get the development done before data starts to be generated. In addition, anyone who is providing testing services will need time to develop a way to integrate with this industry database.

**There will be regular updates on the Zespri Canopy website so keep an eye out for them.**

## Early Season SunGold KiwiStart Rates

The IAC are currently considering what to do about Gold3 growers who had packed their fruit before dry matter payments had stopped for the season.

The removal of taste from the KiwiStart rates has impacted these growers differently to others (they were unable to pack sizes due to low taste that others were able to pack). They are looking at a number of options for how to redress this balance and will report on what decision is made.



## New Zealand Kiwifruit Innovation Award

Nominations for the New Zealand Kiwifruit Innovation Award are now open. The award was established in 2015 by former Chairman of Kiwifruit New Zealand, Sir Brian Elwood, to recognise people who have solved a problem or created value for the kiwifruit industry through great innovation.

The deadline for this year's nominations is Friday 31st July. Nominees must be individuals, not groups, with the criteria being an applied idea to solve problems and create improvements. Nomination forms can be found at <https://canopy.zespri.com/EN/industry/news/Documents/New-Zealand-Kiwifruit-Innovation-Award-Nomination-Form-2020.pdf>. You will need to sign into the Canopy website to access this form.



# Organic Greenfields

## June 2020

**Nicola Roderick** – Grower Liaison / Organic Manager

**With the results of the 2020 license bids out, I thought it was timely to write about greenfield developments under an organic regime.**

Three of the main concerns organic growers will typically have during this time are: "how do I control my weeds?", "how do I give my plants the nitrogen kickstart they need without using conventional products?" and "how do I shelter my vines from the elements?"

One key thing is to spend some time getting to know your site. It's almost like a house renovation, where you live there awhile and decide how the sun and wind elements work with the site and exactly how you want to live in it before renovating. On the orchard, find out where the predominant wind is coming from, what the soil is like, what the water requirements are, and where the pest pressures are likely to come from.

### Weed Control

In organic greenfield developments the weed control can sometimes be overwhelming. Various options are around for weed matting and thick squares of organic coconut mat have been used successfully if placed early enough, and without compost on top. Mulch can work to some extent, and wool sourced from an organic farm is also a possibility and provides nitrogen as a bonus, although it can cause havoc with the mower.

Weed-whacking, using a small mower or a zero-turn mower down the weed strip can work. The swing-arm mowers can also provide a suitable option, although check the sensitivity of the machine to ensure it will detect the young vines.

There are organic weed-killers which are typically pine-based products but the comments around these are that they require multiple applications as they work by killing off the leaf above the ground, so the regrowth of the weeds is rapid.

You will find as the canopy develops and seed sources are removed from the orchard, the amount of weed growth will reduce significantly.

## Feeding the Plants

Irrigation is essential especially with these dry summers we have seen lately.

There are quite a few nutrient options for getting plants up and running now. Compost and fishmeal are often mainstays of an organic system; make sure you check the compost before purchasing as not all composts are made equal and some are only BioGro-certified for certain uses but not a kiwifruit orchard. Seaweed products, compost teas and organic Mycorrhizae can be helpful in feeding the soil life, which in turn can begin to build your organic matter in the soil, allowing nutrients to become more readily available for plants and creating a healthier growing environment. Some growers add a vermicast into the holes before planting.

Once you have a soil test, a fertiliser recommendation can provide you with organic options for other nutrients. Besides fertilisers, there are other BioGro-certified products around to feed the soil; it is a matter of talking to your fertiliser reps and asking around to see what you think will suit your site best.

Technically you should enter your inputs into the BioGro online system and the Zespri spray diary before applying to ensure it is approved by both organisations and to avoid any surprises later.

## Layout and Land

When thinking about orchard design, creating a layout which allows space for cross-mowing may be beneficial. Also ensuring the plant footprint/bay width won't be too demanding on vines, as wider bays can stress the vines more. Typically a gold orchard is strung (whether that be tepee or high wire) in the initial stages, but we have had a few organic growers that have had trouble with bud burst on strings during certain years so prefer not to string once the canopy is established. Strip male may help with future ease.

Double-planting and sacrificial female plants in the male row of a future strip male orchard can be helpful in getting rapid establishment. Purchasing already grafted vines also speeds up the process and removes one step of vulnerability.

To allow for better spray coverage to prevent scale (which can be an issue on an organic orchard), make sure you keep any fast-track lower than the leader where possible and on the male row, if developing a strip male orchard.

A contoured soil (although beneficial for machinery use, air flow and avoiding water pooling), can hinder growth under an organic regime. A good top-soil helps with plant health, so rebuilding that top layer as quickly as possible is important.

Sowing seeds of beneficial plants such as clover, rye, and comfrey can enhance the soil structure and nitrogen fixing components of the soil. The aim is to build diversity to create

a balanced organic system and enhance soil and plant health.

## Shelter

Protecting young crops from wind, in particular, is hugely important, especially now that many new developments are not surrounded by existing orchards with ready-made shelters, as well as the additional risk that Psa can bring.

Think about placement of shelter if it is overhead artificial in relation to other orchard tasks such as stringing. If you put high shelter above male rows you cannot put string poles on that row which means you cannot string the female rows each side of that male row. If using natural shelter you may need to plant this a year or more prior to planting your vines. If you're relying on artificial shelter, make sure you book this well in advance and get various opinions on adequate spacing and the amount required.

## Pest Control and Vine Health

Keeping vines healthy is the best prevention against Psa along with shelter, water and good food as previously mentioned. Use of BioGro-certified copper can help although beware of phytotoxicity on young plants by using the lowest-listed label rate, and don't over-wet the vines. Currently in organic management, the maximum annual allowance is 3kg of organic copper.

Leaf-roller and thrips can be managed with BT (*Bacillus thuringiensis*). Young vines should not have major scale concerns but once the levels have built up it takes a while to reduce them, so starting to apply oil after a few years can prevent numbers taking hold. Dipping vines in KiwiVax before planting can enhance the beneficial organisms colonising the roots. Some growers suggest slug hotels in the form of weedmat will keep the slugs at ground level. Using good BioGro-approved sterilisation products with your tools will help reduce the further spread of disease.

If all of this seems too hard to start with, there is always the caveat under the greenfields license that the property doesn't need to be organically certified for five years. That means for the first two years you can run it conventionally, until the plants are established, before starting the three year conversion. Check the license you have as these rules may change from year to year. Also note that it may take the plants and environment some time to adjust to an organic regime after running conventionally for a few years as the beneficials may have been knocked back.

See the **Kiwifruit Journal - New Orchard Development** hand out, as well as **OPC Organic Kiwifruit Fact Sheet 5 – Organic kiwifruit production, and Zespri OPC Organic Orchard Hop** for more information.

# Technical Information

Gordon Skipage – Kiwifruit Technical Manager



## Gold3 Winter Prune Field Days

### Scott Gold Orchard (Pongakawa)

The Te Puke Gold3 Winter Field Day was held at Scott Gold Orchard during June and was well-attended with about 75 people showing up. The orchard was in the process of being pruned giving attendees the opportunity to view the pruning process and ask questions relating to the decision making process.

With hydrogen cyanamide currently under review by the Environmental Protection Agency (EPA), it was great to have contributions from the Zespri Global Extension Team (GET) who provided important messaging around the use of hydrogen cyanamide alternatives (such as Advance Gold), and the use of Hazel™Trex technology (formally known as BreakNSure) to better determine the optimal timing of budbreaker applications.

The Gold3 Winter Prune Field Day handout is available on the Trevelyan's Grower website (<https://trevelyan.co.nz/field-day-presentations/>) for growers that were unable to attend.

**Further Winter Prune Field Days are planned in July for Hayward – watch this space for details on location and dates!**



## What impact does winter chill have on budbreak?

At this time of year, it's all about winter! Plant and Food Research indicates that the more exposure the vine has to temperatures under 7°C during May and June, the earlier natural budbreak and the more floral the vine is, come spring. It is important that we understand these factors as it can have a significant impact

on the optimal timing of budbreak sprays such as hydrogen cyanamide or Advance Gold.

This season (as at 18th June) it appears all areas are experiencing good winter chill accumulation throughout May and June, indicating that budbreak could be favourable this year (Figure 1).

	2020	2019	2018	2017	2016
Te Puke	176	133	163	156	153
Paengaroa	212	93	125	205	148
Te Puna	56	45	102	104	71
Katikati	74	39	79	115	85
Pakowhai Rd - Hawke's Bay	276	253	222	271	257

Figure 1. Winter chill accumulation to date – 1st May – 18th June (2016-2020)

As well as how many hours below 7°C the vine has been exposed to, average temperatures are also important as this determines when "natural" budbreak occurs (i.e. budbreak without the use of budbreak enhancers). This is important as budbreak enhancers all have an "ideal application window" when applying budbreak enhancers will give you the best result. But note – different products have different windows! For example, hydrogen cyanamide has an ideal window of 35-42 days prior to natural budbreak for HW; with Gold3 typically 7-10 days ahead on the same site. The ideal application window for Advanced Gold for Gold3 is reported to be 35 days (+/- 7 days) days prior to natural budbreak.

However, the influence of temperature can be significant. Plant and Food trials indicate that a 2°C rise in the average May temperature will delay natural budbreak by as much as 7 days, so recording temperature is important.

	May	June
Te Puke	12.2	10.7
Paengaroa	12.0	10.5
Te Puna	12.6	11.3
Katikati	13.3	12.9
Pakowhai Rd - Hawke's Bay	11.0	10.0

Figure 2. Average regional temperatures 2020 – May and June 2020 (to date)

To help determine your ideal hydrogen cyanamide application window, try using the Trevelyan's Budbreak Predictor for Hydrogen Cyanamide Applications available on the Trevelyan's grower website (<https://trevelyan.co.nz/growth-charts-and-calculators/>). This predictor uses the "industry standard" Massey Model to determine when it is best to apply hydrogen cyanamide - simply insert the average temperatures from your site (or a site nearest to you) for the months of May and June, and the tool will do the rest.

Figure 3 below uses the current temperature data (as at 18th June) from the Plant and Food Te Puke weather station to model the application window for hydrogen cyanamide. Note however, the average daily temperature for June will likely change by the end of the month, further influencing the timing recommendation.

Metric	Value
Ave May Temp (°C)	12.2
Ave June Temp (°C)	10.7
Hayward Estimated Dates	
HW estimated start of budbreak	20 September 2019
HW estimated Hydrogen Cyanamide application dates - apply between:	9 August 2019
	16 August 2019
Gold3 Estimated Dates	
G3 estimated start of budbreak	6 September 2019
G3 estimated Hydrogen Cyanamide application dates - apply between:	28 July 2019
	12 August 2019

Figure 3. Example of the Trevelyan's Budbreak Predictor for Hydrogen Cyanamide Applications available on the Trevelyan's grower Website - actual average temperatures to date for Plant and Food, Te Puke (May 1st - 18th June 2020)

If you don't have a weather station on your orchard, try referring to the Winter Chill Database on the KVH website to find a weather station nearby ([http://www.kvh.org.nz/chill\\_unit\\_calculator](http://www.kvh.org.nz/chill_unit_calculator)).

Further resources can be found on the Canopy website (Canopy>Growing Kiwifruit>Orchard Management>Budbreak>Identify, predict & monitor budbreak).

## Hazel™Trex

### Is it a better predictor of when to apply budbreakers?

You may note that the "ideal application window" determined when using the Budbreak Predictor tool is fairly wide - the question then becomes 'is there a more accurate method?'

Hazel™Trex (formally known as BreakNSure) is a product that measures actual gene activity (RNA) within a sample of buds from the orchard rather than relying on measuring winter chill

accumulation, therefore allows for a more precise prediction of when to apply budbreakers. With current modelling for both Advanced Gold and hydrogen cyanamide, past users generally report good budbreak results and confidence to continue using the product.

The DIY Hazel™Trex test kits (available from all horticultural merchants) requires you to take and process the samples yourself before couriering to Hill Laboratories (Hamilton). Results are typically returned within 48 hours.



Figure 4. Example of bud selection taken for the Hazel™Trex test (photo courtesy Zespri Hazel™Trex webinar 2020)

For more information on Hazel™Trex, try viewing the informative Zespri webinar titled "Getting budbreak application spot on" available on the Zespri Canopy (Canopy > Growing Kiwifruit > Orchard Productivity Centre > OPC Events & Webinars > OPC Webinar Series).

## Crop Protection

Refer to the Trevelyan's 2020 Winter Spray Guides, the Zespri Crop Protection Standard (CPS) or contact me at Trevelyan's for more details on winter spray options.

## Psa

At this time of the year it is important to avoid pruning in wet conditions and to maintain pruning tool hygiene from vine to vine, especially where infection is present in the block. Don't forget to apply winter rates of copper before and/or after pruning (to lower Psa inoculum levels) as the vines are most susceptible to infection for the first three days after cuts are made.

**Continue to apply copper as required during winter, targeting applications with high-risk weather events (rather than calendar spraying). Refer to the KVH Psa-V Risk Model to help identify when to spray ( [https://www.kvh.org.nz/kiwi\\_psa?](https://www.kvh.org.nz/kiwi_psa?)).**

## Cicada and Passionvine Hopper Eggs

Cicada eggs typically start hatching about now - once hatched, the nymphs burrow into the ground where they live for up to three years feeding on the roots of your vine. Cicadas are

notoriously hard to control once they reach the nymph stage, so the best control method we have at the moment is to try and kill the eggs.

If winter pruning has occurred, make sure you double mulch your prunings. The Plant and Food report (Feb 2016) titled "The effect of winter pruning and mulching on cicada egg hatch" determined that up to 97% of cicada egg nests can be destroyed by simply double mulching winter pruning – a highly effective method that does not require the use of agrichemicals! The same trial showed that viable eggs will continue to hatch if the prunings are not mulched.

The use of bifenthrin at 1L/ha (i.e. Venom® or Assail®) plus a penetrant at 1L/ha (such as Engulf) in 1000L water is widely adopted by industry to kill cicada and PVH eggs. Please note however, that while targeting cicada and PVH eggs, this application also counts as one of the two "scale" sprays that Zespri allows through until the start of flowering.

## Scale

Scale levels can be difficult to manage once populations increase and may take a few years to get back under control. Discuss with your Grower Services Rep the levels of scale found at packing and develop a plan going forward. As scale pressure appears to be increasing across the industry, I advise conventional growers to do more than a single Movento® spray each spring – be proactive and consider oil applications through winter or two scale sprays during spring.

**Our Grower Services team will be contacting the worst-affected growers soon to discuss possible scale control options to help manage the problem before flowering in spring.**



# Colin's Chatter

Colin Olesen – TGL Chair



## Counting Money

**Your directors had a good, but long, meeting this month – the result of not meeting in May when agenda items were few.**

Some of the matters considered included our health and safety policy, 2020 harvest and packing review, residues, water, hi-cane, labour supply, taste and maturity review for the 2021 harvest, buffer storage, proposed China pest control requirements, and Covid-19 costs.

On the subject of Covid-19 costs, your directors unanimously agreed on a constructive partnership approach with TPCL, the outcome of which has been reported to our growers by direct letter. When we considered where we were just after mid-March, to where we are today, we found we had much to be grateful for. We all still have our orchards, and with a positive outlook still glowing on the horizon for the marketing of our fruit, we are much better off than some other businesses who have suffered up to 100% loss of customers during level 4 lockdown, as well as others who have permanently closed their doors.

The pandemic will continue to affect our industry for some time yet, particularly around labour supply. There is a call to be more co-operative and co-ordinated in our thinking on our individual orchard requirements to link up with other orchardists. The folk that are now (or shortly will be), without employment are mainly used to Monday to Friday work with no weather encroachments. The concept of working daily from dawn till dusk until it next rains, will take some adjusting to. And then the lack of permanency, or security of income, is yet another factor. So the question we need to address is 'how can our kiwifruit industry adapt to accommodate and fill some of these voids for these people?' They need a job, an income, and our industry needs a stronger supply of reliable skilled labour.

On the day I wrote this, I talked with an economist living in one of our big cities. They asked if we were still about counting our money in the kiwifruit industry. I responded by saying we had just finished counting the 2019 harvest monies and that the 2020 harvest money count was still some distance on the horizon. Our city friends sometimes see our kiwifruit money being 'in the bank' far earlier than what it is in reality.

Our industry has had a lot of positive press in the last week or two. And the Trevelyan's OGR per tray and per hectare results for the 2019 harvest just published provide further excellent reading. Well done TPCL management and staff, and TGL growers. I suggest we count our blessings right now and the counting of money can wait.

Colin Olesen - Chair

## Mat Johnston - TGL Director

I spent my childhood in Tauranga and finished school at Mercury Bay when my parents moved to Kuaotunu in the late 1970s. Rugby, diving and socialising are still great memories from my last few years at school. Kuaotunu is still home.



My first experience in the kiwifruit industry (like many of us), was in the school holidays working in a packhouse in Omokoroa on an old Orbit grader. Good times. This was when I was 13, some 43 picking seasons ago. I started fulltime in the industry at 17 working on No 3 Road for Keith Wagstaff. Over the next 22 years I was involved with, and managed, packhouses and cool stores.

Along with Kris (my wife), we started orchard contracting in the late 1980s, bought our first rural property on No 3 Road in 1991 and opened a garden centre. These were great years with Kris running the garden centre and having three boys all within three and a half years (I felt it was important for her to have something to do), while I continued with the orchard business. It was around this time that we became involved in our own production of pollen. This business is now a 50 percent shareholding with Trevelyan's. Our contracting business

was expanding, and we made the decision to close the garden centre.

Our contracting and management business covers 90ha of green and gold, including our own orchards, the first of which we purchased in 2008 on No 1 Road.

Over these years I became a founding member of New Zealand Kiwifruit Contractors Association and this led to setting up the New Zealand Master Contractors Association. I also helped develop the Orchard Skills Programme at the then Bay of Plenty Polytechnic and was lucky enough to be a part of the New Zealand Horticulture Leadership Programme. Currently I am on the Labour Governance Group and the Industry Compliance Governance Group.

In my spare time I enjoy fishing and boating in general, and travel more recently but cannot see that happening for a wee while. Cycling is new to my hobbies and I still find it challenging to find time to venture out. Believe it

or not, after 43 years in the industry I still enjoy pruning and the associated tasks on the orchard. A lot of this takes up my weekends and I realise I need to work on a better life/work balance.

Becoming a TGL Director in 2009 gave me the opportunity to represent fellow growers. My desire to strive for excellence in my own business, although frustrating, is something I have to offer along with practicality around labour and on-orchard practices. Being involved as a TGL director has also helped me become a much better grower/manager. As a board we are continuously dealing with new issues. As a contractor/manager/grower, labour continues to be a major issue for the industry. Nothing is more certain than the increase to the cost of growing. Staff recruitment and productivity should be forefront in our minds.

I strongly believe in transparency within the industry and returning funds to those growers that earn it.

## General News » Welcoming Our Next Batch Of Orchard Managers



### Dan McKenney Orchard Manager

**Tell me about yourself and your background:**  
I first became involved in kiwifruit in 2009 as a machinery operator/orchard hand.

I have worked in a variety of positions including orchard management and technical advisory roles.

**What attracted you to working at Trevelyan's:**  
Trevelyan's is an attractive place to work. It's filled with great people and provides

opportunities to achieve great things in many areas of the business.

#### **What is it that you like about being an Orchard Manager:**

I love the outdoor environment that orchard management allows me to work in and the challenges and rewards of working with kiwifruit.

#### **When not at work, what do you like doing?**

Outside of work I'm passionate about the outdoors and enjoy hunting, fishing and diving when the chance arises.



### Jessie Elvy Orchard Supervisor

**Tell me about yourself and your background:**

I have spent the last 10 years growing up around kiwifruit, avocados, and dairy on our family orchard/farm. After finishing

high school in 2014, I went on to complete a Bachelor of Management Studies with a double major in Marketing and Strategic Management at Waikato University. I went off to pursue a career in marketing only to find myself back working on the family business a year later where my true passion for horticulture and the outdoors developed and led me to the Trevelyan's Managed Orchards team.

**What attracted you to working at Trevelyan's:**

My family has always packed with Trevelyan's and for good reason. Trevelyan's is a family business and very much about the people which makes it stand out. I have always heard great things about Trevelyan's – how they take good care of their staff, encourage them to strive to be the best they can be, and have an inspiring 'give it a go'

attitude.

**What is it that you like about being an Orchard Manager:**

I love a good challenge and orchard management is a career that will continuously push me out of my comfort zone, force me to adapt to different situations, and regularly throw challenges my way. The TMO focus group also allows me to be across the entire business whether it is out there spraying, creating a business plan, or crunching numbers, giving me an understanding of how a business operates as a whole. Plus, I love the outdoors.

**When not at work, what do you like doing?**

When I am not at work you can find me out fishing, horse riding, or spending time with family and friends.



### Nick Pridgeon Junior Orchard Manager

**Tell me about yourself and your background:**

I grew up in Tauranga, specifically the

Kaimais. I then started working in the building industry when I left school at 17 and continued that for around six years. I started in Tauranga and then moved to Auckland for a couple of years to build up there. When I moved back, I wanted a change in scenery so started working in a family friend's orchard for an income while I decided on what I wanted to peruse. I quickly fell in love with horticulture and signed myself up to the polytechnic. I then got a job working for a close friend who was a contractor which led to me working for my last company as an apprentice. Once I completed my papers I applied for a management position with Trevelyan's and was successful. I've now been here a year and am loving it.

**What attracted you to working at Trevelyan's:**

My attraction to Trevelyan's was a mix of

two things. Their dedication to sustainability around kiwifruit and the environment as a whole, and as I dug a little deeper, I noticed their dedication to treating their staff well which was a big drawcard for me.

**What is it that you like about being an Orchard Manager:**

The things I enjoy about management is the fast-paced work and thinking, the stress, and most importantly the praise you get from growers for the efforts you put into getting them the crop they want.

**When not at work, what do you like doing?**

The things I enjoy doing when I am not working are snowboarding in the winter and tinkering in my shed, whether it be on my project cars or building something.



### Tynan Matheson Orchard Supervisor

**Tell me about yourself and your background:**

I grew up in Paengaroa on a small farm. I completed a building apprenticeship in Hamilton after I left school. I carried on with that for four years until I felt like a change. I started my kiwifruit adventure in a nursery growing root stock then slowly moved into the orchard.

**What attracted you to working at Trevelyan's:**

Working for a company who look after their staff and give them plenty of opportunities to

succeed in their line of work.

**What is it that you like about being an Orchard Manager:**

I am looking forward to becoming a manager because you can try new ways of growing and always improve the way you do things. I want to apply Trevelyan's way of thinking about sustainable growing so we can continue to grow into the future.

**When not at work, what do you like doing?**

When I am not at work I enjoy hunting and snow and water sports.

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.

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