



TRUSTED EXPERIENCE

COOL NEWS

A VIEW FROM THE FIELD - Dave & Hugh

Harvest has begun in earnest and we are really pleased with progress and volumes packed to date. Such a good start means that the Mainpack harvest planning and production can be achieved in an orderly manner.

Main comments from experience to date:

- (a) size profiles and yields significantly above average – 33 count at 9 – 10 k tray equivalents/hectare have been common.
- (b) Reject rates above average – main contributors being a high incidence of Hayward mark, pollination defects, shape and in some instances, pest pressure.
- (c) Dry matter values appear to be ahead of last year and harvest maturities more advanced, so there should not be too many hold ups between Kiwistart ending and Mainpack/CA harvest starting.
- (d) If you have been brix monitoring on your own account and think more action is needed please let us know. We believe that with our pre-harvest Netlab monitoring that we are in good shape to harvest at optimum times (weather permitting of course!!)
- (e) We intend in the near future to submit samples for Dry Matter testing to AgFirst to get a 'fix' on where crops are at and with a view to try and optimise TZG values. We believe it prudent to have at least 2 Dry Matter records to best achieve a good result for our growers.

For those growers who have packed we trust that the results have met or exceeded your expectations. We are quietly confident with the dry matter results we have had to date though we have not averaged them.

We look forward to good weather to allow us to complete the harvest task in a reasonable time frame. Our CA harvest begins next week with an Agfirst Dry matter and brix sample prior to picking.

OPERATIONS UPDATE - Peter

Our packing season started earlier this year than ever before. Aerocool Birleys site at Paengaroa had fruit going over the new grading / sorting unit during the last day of March and the Aerocool Mount site coming on line four days later.

It is absolutely certain that all the planning company staff had put into preparation well in advance of the season has been worth the time and effort. The Period 1, early start, has been very busy for everyone. Aerocool has packed well over one million trays of kiwistart fruit. This is the most we have ever done in such a short time!

You might have noticed that our very large bright yellow employment billboard has been taken down recently from the wall of the Birleys Site's new cool store. It has certainly generated a bit of talk in the area and contributed greatly in our seasonal workforce recruitment. Both of our facilities have had full day and evening shift rosters for some time now and enquiries for vacancies are still coming in. This has certainly been a very positive surprise to us and together with our contracted Thai workforce under the governmental AIP seasonal work programme we feel our requirements will be covered with a stable, motivated and trained contingency.

New technology deployed at the Birleys Paengaroa site has delivered on most of our expectations. However, as is the case with all things new, we have had our fair share of challenges. Compac equipment specialists and other contracted parties have been working hard to make sure this investment is a success for all. The operational and management flexibility we have with two fully operational sites has been already apparent. Each site has clear strength in handling certain lines of fruit and we have already taken advantage of it a number of times. This might explain to some of you why we do not pre-assign fruit to location just based on location, but use a number of other criteria to get the best out of the crop for our growers in the most economical and quality conscious way.



kiwi news

In the upcoming days, we will be entering into the main pack and CA season. Most of our cool stores are now operating with CA stores tested and not too far behind. With over 20% of our grower's crop already packed, we are looking forward to the next phase of the season.

SUPPLY REPORT – Grant

April was a record breaking lift off for Aerocool, shipping over 600,000 te's for export. As an industry, twice the number of April vessels were loaded than last year, with back to back port activity. This has been backed up by excellent production quality, with no returned pallets or Intercheck failures. Each aspect of the supply chain working together has meant we've met 98.5% service level, loading out nearly 3,000 pallets of Class I fruit.

It's been an interesting introduction, to be part of the sudden updraft of activity on both the Mount and Paengaroa sites. The weather has dealt a great hand in our ability to supply the markets' requirements. The wheels need some greasing, to really pull the teams together with constant improvement being the driver, this is exaggerated by the high & early season.

Zespri have signalled that the markets are ordering a size profile which is not available from harvest to date, and most suppliers are stock piling small size fruit. There is also twice as much Y taste crop estimate as required to meet Japanese demand.

Trays Packed	Aerocool		Industry	
	Gold	Green	Gold	Green
submit	47,675	1,118,281	10,589,595	15,911,118
av. size	33.4	34.5	32.7	34.7
% of tot est.	32%	23%	54%	23%

Taste	Aerocool		Industry	
	Gold	Green	Gold	Green
Y	72%	13%	23%	29%
T		35%	25%	32%
R	4%	7%	33%	12%
M	24%	45%	19%	28%

Shipping	Aerocool		Industry	
	Gold	Green	Gold	Green
shipped te's	24,678	648,557	4.012m	9.222m
shipped vs submit	38%	55%	39%	60%

Intercheck	Aerocool		Industry	
	Gold	Green	Gold	Green
%checked	0.0%	1.9%	3.4%	3.5%
pallets checked	0	4	293	247
%passed	100%	100%	94%	99.6%
pallets passed	0	4	275	246

NB: All data contained in the tables is current to the 4th May.

QUALITY & COMPLIANCE - Chris

Packing in 2007 started earlier than any other year and so far all is going well in the Quality area. Fruit quality is better than last year with fruit being much firmer with fewer softs and damaged fruit, and of course the weather has been on our side. The field audits are being completed under a magi lamp which makes it so much easier to see if there is any physical damage, be it old or fresh.

The Aerocool Best Practice processes planned for the harvest are being followed and are proving that better supervision, an increased number of harvest audits and the timing of the harvest, dependent on fruit maturity, is all helping to provide a better product to pack.

The wharf audits are also going very well with no pallets returned to the coolstore and no truck failures. We have not had any Intercheck failures either.

Let's hope that this weather is going to keep up and that the harvest will be completed by the end of the May.

CAN YOU HELP?

We are looking for reliable Field Supervisors. Do you know of family or friends who would be interested in approximately 1 months work in the Te Puke area?

If so please phone Dave on 0274 573012.



payment news

GROWER PAYMENTS - Martin

Submit payments are paid out every Friday night after the Sunday mid night cut off point. Therefore, if Aerocool picks 20,000 trays and is able to submit into Zespri's inventory 12,000 trays before midnight on Sunday and the remaining 8,000 is submitted into Zespri's inventory on Monday. You will be paid for the first 12,000 trays on the following Friday and will be paid for the remaining 8,000 trays the Friday after that.

The remaining instalment of progress payments for 2006/2007 season will be paid by 31 May and will be based on the final season returns. The first of the 2007/2008 season progress payments will be in July.

Zespri has also announced a \$0.09 additional loyalty premium on top of the \$0.19 (per tray loaded out) already declared to growers who have signed up for the 2006 enhanced three year rolling contract. This payment will be paid in July. All class 2 money has now been paid out.

MARINE CARGO INSURANCE - Martin

Zespri has this year changed its policy on Marine Cargo Insurance. Previously Zespri held all insurance on the fruit once it was picked through their Marine Cargo Policy with a minimum claim value of \$2,500 (the deductible). This year the deductible for any claim has increased to \$250,000. It is now therefore the responsibility of Aerocool to ensure it has adequate cover in place should any insurance claim be required up to \$250,000. If the value of the claim exceeds \$250,000 then Zespri's Marine cargo policy covers the additional value.

Aerocool has arranged via its insurance company cover for all possible types of loss for both packhouse sites and the 3 satellite coolstores Aerocool operates from, for material damage, stock deterioration and Bailee liability. We have also checked to ensure all carriers are adequately covered should an insurance claim be required. Should you require any further information you can either contact me directly or contact the Zespri Insurance Division on 07 572 7600.

AEROCOOL KIWIFRUIT GROWERS AWARDS 2007

Supreme Champion Orchard (green)

Tindall Family Trust - Judith and Richard Tindall who have 3 hectares at Te Puna. They also lease a further 2.5 hectares at Te Puna

Supreme Champion Orchard (gold)

Sue and Terry Fowler who have a 4.5 hectare Green and Gold orchard on Benners Road in Te Puke

Runner up Supreme Orchard (green)

Wendy and Keith Holdom on their "Abovemead Orchard"

They also operate two other orchards with a total production 80,000 plus trays

Highest OGR (green)

Tindall Family Trust - Judith and Richard Tindall.

This was an early harvest orchard with a large average size crop

Runner up OGR (green)

Orchard name is "Abovemead Orchard" - Wendy and Keith Holdom from Katikati.

Relatively low crop yield however a large fruit size and high dry matter helped achieve this result

Most Improved Production (green)

Thora and Les Jamieson from "Redgum Orchard", Wilsons Road North, in Te Puke.

A small area of young vines came into production however a very much improved result from the mature vines

Closest to estimate (green)

Karen and Gerard Weld, Rangioru Road, Te Puke.

Karen and her twin sister Katrina work most days on the orchard while Gerard milks his cows

Largest fruit (green)

Nicky and Geoff Oliver with an average size of 28.24

Largest fruit (gold)

Sue and Terry Fowler with an average size of 30.6

Highest dry matter (green)

Clover Partnership - Praline and Allan Clover from Belk Road, Tauranga.

They had a Taste Zespri Grade or TZG of .63. This equates to a dry matter of 17.8%

Highest dry matter (gold)

Wyatt Russell Holdings Ltd - They operate under the management system run by Dennis Gubb.

Dennis produced a gold crop with a TZG of .72 which equates to an average dry matter of over 19%



avo news

Greetings Everyone,

You will have all received the Team Newsletter. As you will have read Alistair was very happy with last season and is quite optimistic about the coming one. Explanations about the copper incentive are forthcoming from Team but the copper incentive is firmly in place and the only requirement to receive the incentive of a \$1.00 more per tray, is to have eight coppers applied at least one month apart, by the time of harvest. Most growers have already applied at least six coppers so they will fly in.

You can just about feel the industry gearing up for next season. Many of the pack-houses have their contracts out (including us) as we are all aware of the planning required to get it right. Jim Clarke from the Far North comments strongly on the need to not only get crop estimation right, but also the need to flow that crop well. As he points out, if the estimates are poor the best flow-planning will not fit, and if estimates are good but the flow plan is not followed, we will have the same poor result as we did two years ago. Which leads me to say that even though we would love to pick everyone in the last two weeks of September and the 1st two weeks of October, it is impossible. Alistair would run me out of town and the other Team Sheds would form the Lynch Mob! It is a fact that to gain the best returns for your fruit we must stick to Team's flow plan which means spreading the crop from September through to March next year. It is a difficult juggling act but one which we ask you to assist us with.

Brett Murray from Total Avocados has sent out his picking contract and followed it with his cover letter! Yes Total Avocados are Aerocool's preferred harvesters just so there is no confusion. We are confident that once again Brett will do a good job in harvesting your crop and he has the full backing of Total Horticulture and Geoff Gibbs.

You will have received your oil and tag 3 payments. This year Aerocool pooled the returns for both and paid out all growers equitably for the season. It was a great result with growers receiving \$1.02 per kilo for this fruit rather than the .35c it could have been.

Fruit drop seems to have been rather prolonged this year. It could be due to the fact that we had

long dry periods followed by heavy rain and also because the crop loading is huge. "Heavy Crop – Big Drop". Most will agree that even after the wind and the big drop there is still significant crop up there.

We will be exporting to the States so please be conscious of with-holding periods when you are considering your chemical options. I can't emphasise enough the importance of maintaining fruit quality for the coming season as it is likely that the domestic market will come under great pressure. Remember we give a prize for best export pack-out and the best prize of all is more dollars in your pocket and knowing it was a job well done.

Please be aware that if you allow your packhouse or spray contractor to tick your grower declaration in your spray diary the responsibility still lies with the grower. You must view your spray diary first before you give the ok to tick the grower declaration box. The most serious repercussions if something was picked up that could jeopardise our markets could be deregistration from the AIC of your orchard!

Aerocool welcomes Carwyn Williams on board with Team. I am sure he will greatly assist Alistair and the others and take some of the load off. Thanks to Team for a job well done for last season. May they have the same result for the next one!

This year's prize winners for Avocados were as follows:

GROWER OF THE YEAR: John Anderson: You don't always have to be a big grower to win this prize. John has a total of 17 trees but the production was impressive.

Closest crop estimate under 2000 Export Trays: Robbie & Julene Moore.

Closest crop estimate over 2000 Export Trays: Jeff & Trish Williams & Sue & Phil Withy

Best Library Tray: Derek & Sue Griffin:

Highest Export packout percentage: Craig & Kate Bettjeman.

Worst Crop Estimate which was only of benefit to them was Rod & Lorraine Sands.

Well done everyone.

Regards Therese