Trevelyan's Newsletter

Trevelyan's
Growing a better future

Overview »

James Trevelyan
Managing Director

An opportunity in the world of purchasing power

For the past 15 years, we have regularly evaluated the commercial viability of installing solar generation on our site because electricity is a cost that keeps increasing. To provide context, from 2021 to 2025, we have experienced a 45% increase in electricity costs, and this is now one of the business's most significant operating costs. Historically, these assessments have shown that solar investment did not provide an acceptable return, primarily because of the competitive electricity rates available through our existing supply arrangements.

However, the landscape is changing. Rising network charges and increasing electricity prices have significantly improved the economics of on-site generation. As a result, and after careful deliberation, Trevelyan's has decided to proceed with the installation of a solar system capable of generating approximately 800,000 kWh annually. This will offset around 11% of our total electricity consumption, broadly matching our summer electricity demand. While a larger installation could generate additional power, the financial returns are limited because surplus electricity in the summer would see us exporting to the grid at relatively low buy-back rates from our electricity retailer.

Through our investigations into solar, we have come across a company called FLEX, a joint venture between Farmlands and Blackcurrent, that specialises in developing microgrid and distributed energy solutions. FLEX is exploring a Power Purchase Agreement (PPA) model that has the potential to create value for both electricity producers and consumers.

FLEX would aggregate large electricity consumers, such as Trevelyan's, creating a significant and predictable demand profile throughout the year. At the same time, they would bring together smaller solar generators from the rural sector, such as farms and orchards, who export surplus electricity to the grid but receive relatively poor returns from their retailers. Under the PPA model, large consumers would purchase electricity from these small suppliers at an agreed market rate, while improving the returns suppliers receive for their exported power. The arrangement achieves this by sharing the margin that currently exists between one retailer's selling price and another retailer's buy-back price. In short, it's a way to bring together large consumers and small solar producers so that both get a better deal by sharing the margin that retailers usually keep.

The next step for the team at Trevelyan's is to establish a pilot programme, develop the commercial framework, and engage potential participants through a series of information sessions to test and refine the model. We will keep our grower base informed.

John Lewitt
Head of Operations & Logistics

Operations update

We finished packing the last of our Hayward fruit for the 2026 season on the 14th of June; this was only two days earlier than in 2025. Our last day of Mainpack SunGold was on the 17th of May, which included packing out the 20,000 bins of Bin Store fruit that had been stored in coolstores for two to three weeks. This Bin Store volume allowed the gap between finishing SunGold packing and starting Hayward packing to be only a few days, resulting in a smooth transition for our teams.

We now turn our focus to packing out the 9,200 bins (a mix of 1,500 bins of SunGold Organic and 7,700 bins of SunGold Conventional) we have stored across our 12 Controlled Atmosphere (CA) stores. We started in Week 26 and plan to complete this process at the end of July. Once we have finished our CA packing, we will have packed 21 million trays of Class 1 fruit across all varieties. This is 1 million trays more than we packed in 2025, with all the volume increase coming from SunGold. In fact, we will have packed 2.2 million trays more of SunGold this season and 1.2 million trays less of Hayward compared with 2025.

Two key quality focus areas for us at packing are explosive soft fruit and short stalks.

1. Explosive soft fruit

- While the threshold for triggering a penalty charge for explosive softs is 1 per bin, we start to see an impact on quality at 0.5 explosives per bin. It is at this level that we start to find NPFG (Non-Pathogenic Fungal Growth) on fruit in coolstore.
- In SunGold, explosives were running at low levels during KiwiStart but increased during Mainpack (where we tracked 25% higher than in 2025). In Hayward, similar to SunGold, explosives were running at low levels during KiwiStart but trended up during Mainpack (and have tracked at a level more than double that of 2025).

2. Short stalks

- At time of packing, short stalks can puncture surrounding fruit and cause rot in packed product in coolstore. The threshold for failing a Short Stalk Audit and triggering a penalty charge is 5%+ of fruit inspected at the Bin Tip with a short stalk still attached. Our levels of short stalks above the threshold this season are significantly lower than in 2025; in fact, they are only a quarter of the levels we saw in 2025. This improvement is directly related to our implementation of the short stalk penalty this year, which has encouraged harvest contractors to remove as many short stalks as possible at picking time to avoid the penalty charge.

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At a level above 0.33% physical damage in our quality control (QC) checks at packing time, we start to see pallets failing for physical damage rots when we condition check them prior to shipping. This results in the pallets requiring a full Repack, a costly process. This season in SunGold we have seen a significant decrease above this threshold, a direct result of the reduction of short stalks, and therefore, physical damage punctures. Physical damage in Hayward is higher than in 2025, a result of more ‘hooks’ on the fruit that break off through the packing process.

At the time of writing this update, we have shipped 60% of the total crop, with months of shipping ahead of us, with completion expected in Week 43, which is towards the end of October.

Mike Perrett
Head of Kiwifruit Grower Services

Celebration of youth

I recently attended the 2026 Bay of Plenty Young Grower of the Year Competition held at Mercury Baypark. The competition included eight contestants, of which Trevelyan's was represented by two Orchard Managers – Jessie Blattmann and Patterson Kelly.

Jessie has been at Trevelyan's for six years and currently manages a grower portfolio of 33 hectares. With a Business Management Degree, Jessie is the first female orchard manager for the company and now works alongside three other female orchard managers and three female orchard supervisors; all of whom are likely to progress to management in the next 12 to 24 months.

Patterson is in his second season at Trevelyan's and has progressed well, with a current grower portfolio of 23 hectares. Patterson holds a Diploma in Horticulture Management and Applied Science and has been involved in horticulture from a young age.

I was extremely proud to watch and observe these talented young people completing the tasks during the day of competition and competing in a constructive and team-orientated manner. The amount of support volunteered by the respective staff at Trevelyan's and by their respective families has been exemplary.

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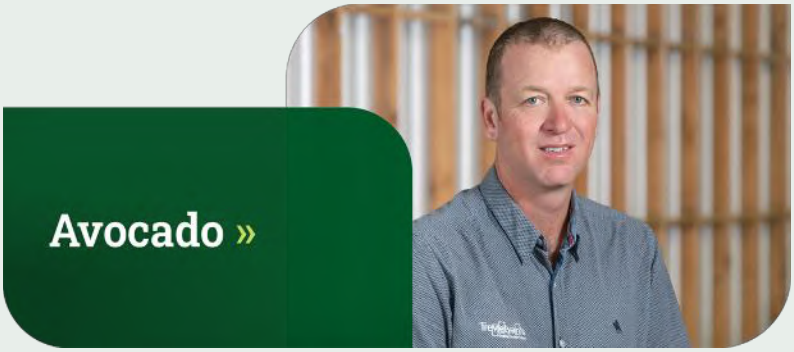
The competition and prize-giving culminated in each contestant delivering a three-minute speech in front of 550 guests at the dinner; the subject: “Tech, rules, costs: what is making life easier on-orchard, and what is not”. The content of the respective contestants’ speeches varied, as they portrayed their individual thoughts and experiences on the topic. The overriding conclusion to me was the fact that these young adults challenged themselves to such an experience and were prepared to bravely place themselves in front of a large and discerning audience.

The rapid growth of the kiwifruit industry, coupled with an orchard-ownership demographic of over-65s, is an issue the industry is acutely aware of and needs to continue to address. The career opportunities are wide and varied, and we must continue to attract motivated, passionate young people to pursue a rewarding and economically viable career path.

Congratulations!

Jessie came first in the avocado module and received the upskilling scholarship (a $2,500 grant for further education), and Patterson placed third overall in a tightly contested event.

The Trevelyan’s Managed Orchard team is proud of their teammates for progressing through the regional competition.



Dan Birnie
Head of Avocado

Maximising returns for the local market

I'm writing this article in a hotel room in Wellington after successfully knocking off the Wellington half-marathon with my old man and my brother. After negotiating 20-knot southerlies and an air temperature of around four degrees, I'm looking forward to a shower and a Parrotdog beer.

In an effort to mentally block out the wind and cold, I thought about what to write for this quarter's newsletter and landed on discussing our avocado return results from the last season-long pool and how it was achieved through BayFarms. For those of you unfamiliar with BayFarms, it is our domestic marketing and distribution partner business for Class 2 and 3 avocados, co-owned by Trevelyan's and growers.

The season-long pool runs from August 1st to January 31st, and benchmarking our BayFarms local market returns against competitors for that same period, Trevelyan's growers were around $2 a tray better off, and in some sizes, even more!

This is down to three main reasons:

1. The BayFarms team actively manages fruit flow throughout the season, balancing timing, volumes, and market allocation to optimise returns to the pool. The team strategically distribute fruit across available markets to maximise overall pool performance, ensuring the best possible outcome for all growers.

2. BayFarms' commission rate. BayFarms charges just 4.5% commission on sales, which is much lower than the standard 10% charged elsewhere.

3. Our local market fruit quality is managed very well. In fact, we adhere to export guidelines for maturity testing, stand-down times for picking after rain (24 hours after 5mm of rainfall and 48 hours after 50mm) and pick-to-pack timelines to ensure we provide high-quality fruit.

At the heart of those three reasons is the highly effective partnership between growers, Trevelyan's and markets through BayFarms. Good returns are the result of supply chain collaboration from growers to market. Through this collaboration, we can manage fruit quality, picking volumes, fruit delivery timings, pack days and dispatch to market very well for the benefit of all.

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BayFarms is 50% owned by our avocado growers via TAGL and 50% by Trevelyan's Pack and Cool. It's a unique model in the industry, and with the goal of maximising returns to growers for their local market avocados, it's one that is well structured for the future. The directors of BayFarms are Ashby Whitehead, Dave Binney, Steve Butler and James Trevelyan.

We really want to communicate the BayFarms partnership and the value it brings more widely, so in our next billboards, we're putting the BayFarms logo (see below) alongside the Trevelyan's name for the first time. Keep an eye out for that around the Bay of Plenty!

Okay, off to clean up and meet the old man for that Parrotdog before dinner.

Gordon Skipage
Head of Technical

El Niño 2026: what it could mean for growers

A significant El Niño weather event is now developing in the tropical Pacific, with Earth Sciences New Zealand (ESNZ - formerly NIWA) indicating a very high likelihood that conditions will strengthen through the second half of 2026. Some international forecasters are suggesting this could become one of the strongest El Niño events seen in recent decades.

How does El Niño form?

El Niño is part of the El Niño Southern Oscillation (ENSO), a naturally occurring climate cycle centred on the Pacific Ocean. During an El Niño event, trade winds (the permanent east-to-west prevailing winds that flow around the equator) weaken or reverse, blowing warm water from the western Pacific toward the east. As a result, sea temperatures in the far western Pacific can cool below average. This changes atmospheric circulation patterns and influences weather around the globe. In New Zealand, El Niño typically results in stronger and more frequent westerly winds, greater temperature variability, and drier conditions across many eastern regions.

While El Niño does not determine all of New Zealand's weather, it can significantly increase the likelihood of particular seasonal patterns. ESNZ notes that a strong El Niño influence is expected to emerge during winter and strengthen into spring and summer.

What is ESNZ predicting?

Current outlooks indicate a 95% chance of El Niño developing during winter 2026, with meteorologists describing the event as potentially "formidable". Forecasts suggest stronger westerly winds, more frequent cold snaps during winter and spring, increased weather volatility, and a tendency toward reduced rainfall in eastern and northern parts of New Zealand as the event matures.

For growing regions such as the Bay of Plenty and Gisborne, the most likely implications are:

- More persistent spring and summer winds.
- Increased evapotranspiration and orchard water demand during spring and summer.
- Greater risk of dry soil conditions during late spring and summer.
- Increased likelihood of heat stress periods during fruit growth.
- Potentially lower disease pressure from some fungal pathogens during prolonged dry periods.
- More variable temperatures, including occasional cold outbreaks during spring.

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Impacts on kiwifruit
While frost events in spring resulting in bud abortion is a risk, water stress is likely to be the most significant risk for kiwifruit orchards, with canopy development and fruit sizing being limited if irrigation is unable to meet vine demand during spring and summer.

Stronger winds can increase fruit/leaf damage, reduce photosynthetic efficiency and place additional stress on young vines. Wind can also increase evapotranspiration, meaning vines require more water to maintain growth and fruit development.

However, there may be some positives:

- Settled weather during flowering can also support good pollination outcomes.
- There may be lower disease pressure from pathogens that favour prolonged periods of humidity and wet environments.
- Levels of “explosive” fruit are generally observed as being lower in drier years.
- Result in higher dry matter fruit at harvest.

Impacts on Bay of Plenty avocados
For avocado growers harvesting between now and February 2027, the immediate impact on this season's fruit quality may be relatively limited, as much of the crop is already well advanced. However, prolonged dry conditions could influence fruit size development in later-harvested blocks.

Strong winds remain one of the biggest risks. Wind-rub can reduce packout quality, while moisture stress can increase fruit drop and affect tree health heading into flowering and fruit set for the 2027 crop.

On the positive side, drier weather can improve harvest access, reduce delays caused by wet conditions, and support harvesting and postharvest operations. Reduced humidity may also lower the risk of some disease issues within orchards.

Perhaps the greatest impact could be on the next crop cycle. El Niño tends to lead to cooler springs through drier, frosty weather, which may impact fruitset. Trees experiencing water stress during flowering, fruit set and early fruit development may produce lower yields or smaller fruit in the following season if irrigation and nutrition are not carefully managed.

What growers can do now
Preparation will be critical, and my top seven recommendations are:

1. Service irrigation systems and ensure the water supply infrastructure is operating efficiently.
2. Use soil moisture monitoring to guide irrigation decisions rather than relying solely on visual indicators.
3. Maintain ground cover and soil organic matter to improve moisture retention.
4. Review shelter performance and identify areas vulnerable to wind damage.
5. Protect young kiwifruit vines and avocado trees from excessive wind exposure.
6. Monitor nutrition closely, particularly during periods of moisture stress.
7. Continue following seasonal outlooks and adjust orchard operations as conditions evolve.

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The most successful growers during El Niño years are not the ones who react the fastest- they're often the ones who adapt early. Robust irrigation systems, effective shelter, strong soil organic matter, and proactive monitoring, put growers in the best position to maintain fruit size and quality while benefiting from lower disease pressure and increased dry matter.

Georgia Mischefski-Gray
Sustainability Advisor

Delivering ongoing reductions in emissions, waste and costs

In May this year, we released Trevelyan's twelfth Sustainability Report. The report provides a deeper insight into some of the sustainability Wins and Work Ons in 2025, including fruit label backing, refrigerants, and building a sustainable seasonal workforce.

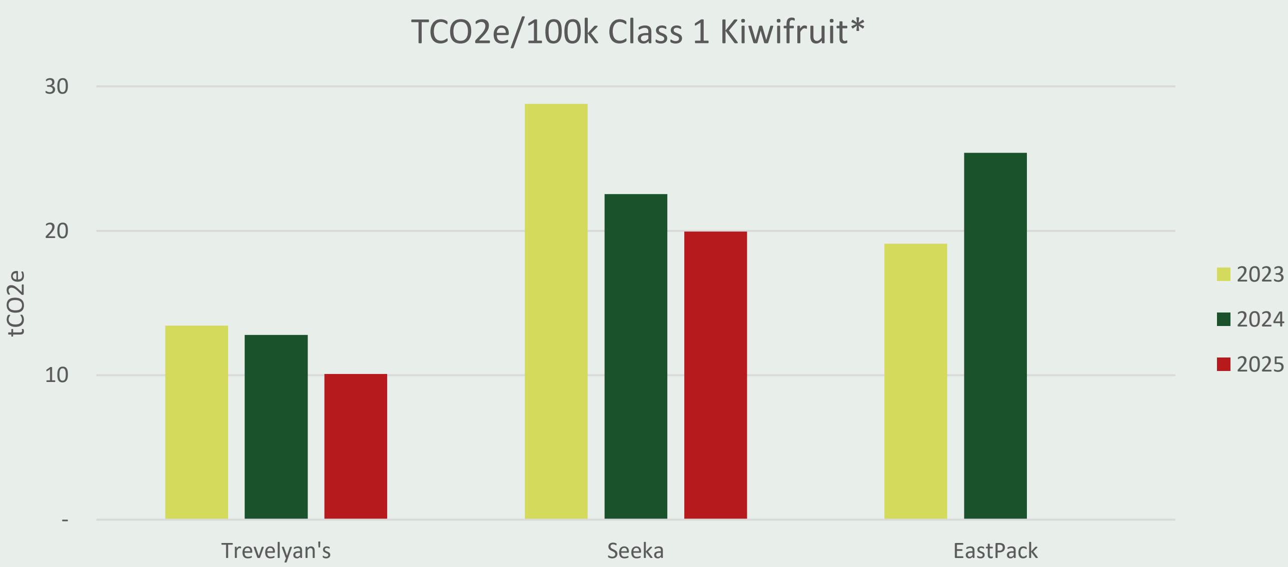
Below are some of our key cost-efficiency and sustainability wins in 2025:

- $320,000 in savings by diverting waste from landfill into recycling and composting.
- A combined 19% decrease from 2024 in the cost of diesel and petrol due to vehicle changes and efficiency gains.
- Only one minor refrigerant loss was recorded, costing $2,000, compared to a major leak in 2022 that cost $134,000. This improvement has been achieved through ongoing monitoring, infrastructure upgrades, and a shift to lower-impact refrigerants.

These reductions have been achieved in an environment of rising input costs and increases in the volume of trays packed. This information helps demonstrate that absolute reductions can be achieved through a long-term commitment to sustainable actions.

Leading the Industry

Trevelyan’s continues to lead the industry as the lowest-emissions postharvest operator (per tray) among those who publicly report emissions. This aligns with the industry’s climate ambitions set out in Zespri’s 2035 Strategy.



*EastPack emission figures have been estimated based on graphs provided in the referenced reports. See next page.

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What's Next?

We have identified the following risks and opportunities that we will focus on in 2026:

1. Understanding our supply chain risks in a rapidly changing world.
2. Investing in renewable energy which includes the recent decision to proceed with on-site solar.
3. Supporting growers is a key priority for us. We want to strengthen how we work together, and to do this, it's important that we understand what is most useful and practical. We'll be reaching out soon to gather your feedback and insights - so watch this space.

References:

- Zespri (2026). Zespri 2035 Strategy, https://canopy.zespri.com/public/home/about/2035-strategy
- Seeka (2025). 2025 Sustainability Report, pp 5 https://www.seeka.co.nz/vdb/document/700.
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- EastPack (2025), 2025 Annual Report, pp 23-25. https://www.eastpack.co.nz/vdb/document/736134
- EastPack (2024). 2024 Annual Report, pp 23-25. https://www.eastpack.co.nz/vdb/document/681601

Colin Olesen
TGL Chair
Trevelyan Growers Ltd (TGL)

Time to meet, share and celebrate

With the harvest now completed, we now focus on fruit storage quality and laying the foundations for the coming years' crop.

Your Directors have completed their review of TGL's Voting Policy and will present their recommendations for a slight change at the TGL Annual General Meeting (AGM) due to be held in August. A paper outlining the details and reasons for the proposed changes will be sent to all Growers, alongside the notice of meeting.

We have also reviewed our Directors' Code of Conduct to ensure that we have the appropriate disciplines in place for a smooth operation of all our meetings and agendas.

Nominations for the coming TGL Director elections close on the 9th of July. We want to give Growers ample opportunity to meet and get to know all the candidates, so this year we have set aside a morning tea on Thursday, the 23rd of July, at the Packhouse to have the candidates speak about themselves and their aspirations for TGL. This will be followed by a site tour to enable Growers to see what changes have occurred, ensuring that our fruit is well cared for from arrival on site until it is delivered to the wharf. Please make it a priority to come and make the election process a meaningful experience for all of us.

The final financial results of Orchard Gate Returns (OGRs) have now been issued for the 2025 crop. I believe it is appropriate to compliment the Trevelyan team on these results. The foundation was laid by our Growers, who presented their fruit as best they could, and then by the Packhouse Team, who processed and cared for the fruit through to delivery to the wharf. In nearly all varieties, the per-tray returns exceeded Industry average, but, more importantly, the per-hectare returns (apart from Red) showed a healthy margin above industry averages. Your Directors reviewed these results and identified sound reasons for the results being below industry averages.

August presents the rounds of most of the industry bodies' AGMs. Please make whatever contribution you need to at these meetings so that all Growers' voices are heard and we share concerns and celebrate our successes.

Ashby Whitehead
TAGL Chair
Trevelyan Avocado Growers
Ltd (TAGL)

TAGL update

Crop Estimate & Season Outlook
AVOCO's crop estimate for the coming season is 1.971 million trays, with Trevelyan's share estimated at 349,000 trays.

Packing is scheduled to commence in Week 33 and continue through to Weeks 3–4 of 2027.

To maximise returns from the coming season, it is important that some fruit remains available for harvest during the latter part of the season. Maintaining supply later in the harvest window will help strengthen market performance and improve grower returns.

Late Harvest Compensation Package
The Late Harvest Compensation Package will commence in early November and run through to the end of January: the maximum premium available under this programme is $8.69 per tray.

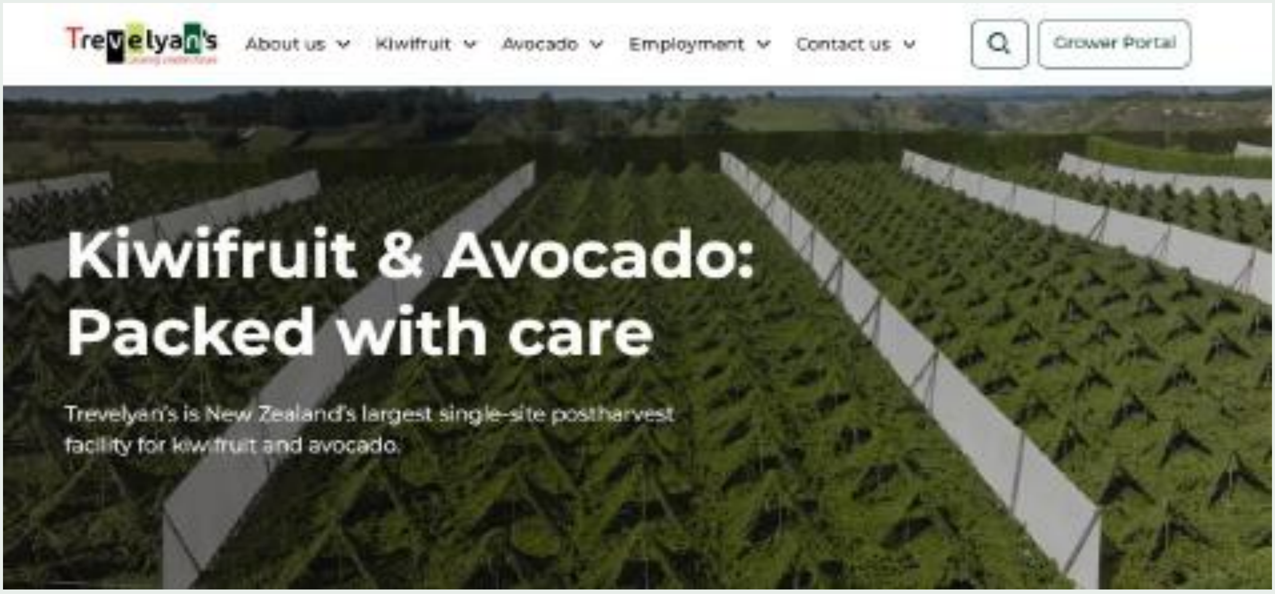
TAGL Board Positions Available
We currently have two vacancies on the TAGL Board. If you would like the opportunity to contribute to the avocado sector at Trevelyan's and help shape future direction, please contact Daniel or myself for further information.

Acknowledgement
I would like to acknowledge the excellent work of Zara and the BayFarms team, who manage BayFarms on behalf of both the growers and Trevelyan's. The most recent season delivered outstanding results, particularly when compared with other local market returns. Their efforts and commitment are greatly appreciated.

Questions?
As always, if you have any questions or would like further information, please feel free to contact your TAGL Board representatives.

We've rolled out the brand-new Trevelyan's website!

We wanted our digital shop window to better reflect who we are and what we do. Rest assured, we're still the same Trevelyan's, but we've given things a good tidy-up. Our goal was to make it much easier for you, our growers and partners, to find exactly what you need. Whether you're exploring our services, wanting to better understand what makes our business special, or needing to contact our team, it's all right there.



What's new:

- **Our Services:** Explore our full suite of kiwifruit and avocado services and learn more about the Teams and Partnerships that make it all happen.

- **About Us:** Scroll through 50 years of history to see how we've grown, read up on our values that drive how we work today or take a virtual tour of our site via drone.

- **Our People:** Put a face to the name and get to know our Board, Leadership, and the Kiwifruit and Avocado Teams—including what keeps them busy off the clock!

- **News and Events:** Stay up-to-date with what's happening on-site, in the media and across the industry. This is also the new home for our quarterly newsletters, so you can easily catch up on past issues.

There's plenty more to see, so grab a cuppa and take a few minutes to browse the rest of the site. We'd love to hear your thoughts!