

From: [REDACTED]
To: [REDACTED]
Cc: [Competition Policy](#)
Subject: unfair trade practices
Date: Wednesday, 20 February 2019 12:30:06 p.m.

Hi [REDACTED]

RE: Your link calling for submission in the NZKGI weekly update deliver on Friday last.

My company [REDACTED] (a kiwifruit orchardist in [REDACTED]) has been on the receiving end some particularly bad practice and bullying by our packhouse at the time [REDACTED]

During the 2016 harvest [REDACTED] had been contracted to pick and pack my G3 gold kiwifruit. Pressure was applied to me by [REDACTED] local manager [REDACTED] to pick and pack my fruit before it had been tested as being at optimum drymatter accumulation and development which materially affected the TZG (taste Zespri grade) payment for the crop.

The reason for the pressure on me, was for continuity of G3 lines going through the pack house as [REDACTED] only had a limited number of growers to pack G3 fruit for at that time.

I resisted the first demand to pack my fruit but more pressure was heaped on me over the following days by saying that the pickers were going to start picking [REDACTED] and my fruit would be left on the vines, and if not picked now would not be accepted into inventory because he ([REDACTED]) did not want my fruit potentially affecting the pool.

I gave in at the end of the week even though my fruit was not at optimum TZG.

When my fruit went over the graders all of the larger (higher TZG fruit) was rejected supposedly because it may soften sooner. I was not told this but learnt afterwards from pack house staff that instructions had been given to give my fruit extra special grading attention.

A person at the packhouse pointed to a large heap of bins of fruit which had been rejected and said that they were all my rejects suggesting that it was not normal or right. I demanded answers. The packhouse manager was sympathetic but had been instructed not to give me any information. He did say that I should speak to [REDACTED] about it at the same time surreptitiously indicating to me to look at the computer screen which was loaded to show my rejects page.

The result was that an unheard of 34% of my fruit was rejected.

I have since changed pack house. I have never before or since had a reject grade of more than 10% which is about normal.

This is an example of a pack house bringing undue pressure to bear at a critical time when there are no other options in order to suit their own needs with disregard to the customer.

Regards

