



Green Harvest Pacific Ltd

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NEWSLETTER

We're Growing What?!?

A day doesn't pass with out someone on the staff asking that question. In this crazy new world of floriculture, the traditional lines of who's growing what are getting pretty blurry. The retailers are trying to drive innovation genetics and packaging to keep the consumer excited, the growers have to keep up, or if they're on their game, lead this innovation.

Don't get me wrong, I think this evolution is wonderful, and absolutely the right thing for the industry. We spent years trying to convince the consumer that they should be happy with impatiens, pansies and petunias. Although these products are still important, the grower who thinks that his consumer will be satisfied with a programme consisting of 50% seeded impatiens is quickly fading into the past. Companies throughout our industry are struggling to change their offerings fast enough. From container manufacturers, the breeding companies, right on through to the growers and retailers, this change is happening faster than we can keep up. I find myself needing to quote one of our industry's visionaries yet again. Anna Ball stated in a speech to the industry that the successful businesses must be "fast and flexible." Ten years ago, those words were a clear prediction to the current state of our industry today. If a business cannot quickly develop products and bring them to the market, they will be left behind.

One of the forces driving this change is the retailers buyer's exposure to products. Through Pack Trials, tradeshow and suppliers sale machines, these merchants are being shown the full gambit of products and are making their own decisions. As the supply level sells their wares directly to the retailers, the growers have to fight to stay in the loop. Often the merchants see a new, exciting product, and it becomes a national must-have item. The supplier doesn't want to risk their newly developing relationship with the merchants anymore than a grower does, so they say, "Yes, yes." The growers who have to source the material and figure out how to produce it are crying, "No, no, no!"

To keep up with this change, growers are diversifying as fast as they can. Annual growers are becoming perennial growers, perennial growers are becoming woody growers, woody growers are branding everything and figuring out how to grow perennials and annuals. "Fast and flexible."

This change is exciting, and challenging. The traditional bedding plant grower who's used to 6- to 12-week crop times has to readjust their thinking. In fact, I think this time to market is one of the most difficult challenges that we face. Not only do we not have time to trial and learn how to produce new products, we often don't have enough time to produce it once. The trend in our industry for instant gratification needs to stay focused on the consumer, not the product path. We need to learn from other industries and begin selling two to three years into the future. This additional time would help support product supply as well as public relations and brand development. Some growers have developed a contract grower/co-op philosophy to manage the diversity of products that's now expected. This development of strategic partnerships between growers is a trend that I believe will continue to grow and evolve. As these relationships develop, new challenges emerge. From managing multiple inventories, managing longer lists of UPCs and SKUs, and managing crop ownership both on the farm and in retail, more emphasis on systems to manage the complexity is needed. One of the biggest challenges in this contract grower process is handling cost. Cross docking inherently adds cost. To stay competitive, growers will have to figure out how to ship their products directly to the store without going from grower to grower.

The bottom line is: The industry is changing as fast as it can, often times faster than the supply chain can keep up with. The companies that can drive, or at least keep up, with this change will survive, increase market share and ultimately thrive. Those who are lamenting for the good old days won't be lamenting long.

Office Contacts – Kim Fraser or Sarah Fraser,

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Or

Ted Downing on 0274 520 198

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RANUNCULUS & ANEMONE 2007 SEASON

“BULBS HAVE ARRIVED INDENT YOUR ORDER NOW, SO YOU DON'T MISS OUT”

Fax your order to us SAP to ensure you will not miss out, as first in basis will apply.

ORDERS ARE IN MULTIPLES OF 100 PLEASE

RANUNCULUS			YOUR ORDER	ANEMONE		YOUR ORDER
FRIANDINE'	ROSE	4 - 5 cm		MARIANNE	BLUE	
FRIANDINE'	WHITE	4 - 5 cm		MARIANNE	RED	Not Available
FRIANDINE'	SALMON	4 - 5 cm		MARIANNE	ROSE	
FRIANDINE'	CARMINE	4 - 5 cm		MARIANNE	PURE WHITE	
FRIANDINE'	PINK	4 - 5 cm		MARIANNE	LAVENDER	
FRIANDINE'	RED – ORANGE	4 - 5 cm		GALILEE	PASTEL	
FRIANDINE'	GOLD PICOTEE	4 - 5 cm		GALILEE	ALBINO	
FRIANDINE'	LEMON	4 - 5 cm		MERON	BORDEAU	Sold out
FRIANDINE'	GOLD	4 - 5 cm		MERON	CHAMPAGNE	Not Available
PAULINE'	ORANGE	4 - 5 cm		MERON	RED	Sold out
PAULINE'	LATE-GOLD	4 - 5 cm		JERUSALEM	BLUE	Sold out
PAULINE'	VIOLET	4 - 5 cm	Sold out	JERUSALEM	RED	
PAULINE'	SCARLET	4 - 5 cm		JERUSALEM	PINK	Sold Out
PAULINE'	DARK ORANGE	4 - 5 cm		JERUSALEM	VIOLET	Not available
PAULINE'	NEW YELLOW	4 - 5 cm		CARMEL	RED (New)	
PAULINE'	CARMINE	4 - 5 cm		CARMEL	BLUE (New)	Sold out
PAULINE'	CHOCOLATE	4 - 5 cm				
PAULINE'	CHAMPAGNE	4 - 5 cm				
PAULINE'	DEEP ROSE	4 - 5 cm				
PAULINE'	CREAM	4 - 5 cm				
PAULINE	YELLOW	4 - 5 cm				
PAULINE	GOLD	4 - 5 cm				
REINETTE MIX	MIX	4 - 5 cm				
GIGA	ORANGE	4 - 5 cm				

Prices: Ranunculus -35¢ each, Anemones – Marianne 64¢, Jerusalem & Meron 35¢, Galilee 38¢ Each

Prices Quoted are for 2005 – We believe they will be much the same for 2006

DISCOUNT: 3% FOR ORDERS 2000 TO 5000 & 5% FOR ORDERS 5000 PLUS

NOTE: ALL PRICES QUOTED ARE + GST & FREIGHT & SUBJECT TO CHANGE WITHOUT NOTICE

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CROP	Flower	Flowering	Price per G	Approx.
Variety Name	Colour	Time	(excl. GST)	seeds/gram
QUARTET STOCK - Spray type				
*Quartet White Spark NEW	White 90% High Double	Extra early	29.50	Available April 07
*Quartet Yellow Spark NEW	Yellow 90% High Double	Extra early	29.50	Available April 07
* Quartet White	Pure white	Extra early	12.00	450
Quartet Pink	Rose Pink	Extra early	12.00	450
* Quartet Cherry	Pale Bright Pink	Extra early	12.00	450
Quartet Lovely	Dark Pink	Extra early	12.00	450
Quartet Fantasy	Pastel Pink	Extra early	12.00	450
* Quartet Sunset	Light Rose pink	Extra early	12.00	450
Quartet Deep Rose	Deep Rose Pink	Extra early	12.00	450
* Quartet Marine	Bright Lavender	Extra early	12.00	450
* Quartet Purple	Dark Bluish Purple	Extra early	12.00	450
Quartet Yellow 11	Light Yellow	Extra early	12.00	450
* Quartet Rose	Rose Pink	Extra early	12.00	450
Quartet Light Pink	Lavender Pink	Extra early	12.00	450
Quartet Sky Flash NEW	Soft Lavender Blue	Extra early	12.00	450
Quartet Blue	Light Bluish Purple	Extra early	12.00	450
* Quartet Lavender	Pale Blue	Extra early	12.00	450
Quartet Red	Red	Extra Early	12.00	450
* Quartet Apricot 11	Bright Apricot	Extra early	12.00	450
COLUMN TYPE				
* White Revolution NEW	White 95% High Double	Extra Early	29.50	450
* Yellow Revolution NEW	Yellow 95% High Double	Extra Early	29.50	450
* Kan Ou (95%High Double)	White	Early	29.50	450
* Yukioh	White 95% High Double	Early	29.50	450
* Takashio	White	Very Early	12.50	450
* Yukinami	White	Very Early	12.50	450
Aonami	Pink	Very Early	12.50	450
* Souen	Rose Pink	Very Early	12.50	450
Souka	Salmon Pink	Very Early	12.50	450

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* Awanami	Pale Lavender Pink	Very Early	12.50	450	
Okinami	Medium Pale Lavender	Very Early	12.50	450	
*Suioh	Bright Lavender	Very Early	12.50	450	
*Sousei	Light Blue Purple	Very Early	12.50	450	
Kinami	Light Yellow	Very Early	12.50	450	
Yunami	Apricot	Very Early	12.50	450	
* Aki no Hikari	Bright Red	Very Early	12.50	450	
Takanami	White	Early	12.50	450	
* Marine Wave	Bright Lavender	Very Early	12.50	450	
* Blue Wave	Blue/Purple	Very Early	12.50	450	
*Peach Wave	Rose Pink	Very Early	12.50	450	
Yellow Wave	NEW	Yellow	Very Early	12.50	450
Housetsu	Pure White	Mid Season	12.50	450	
Bansetsu	Pure White	Mid Season	12.50	450	
* Kurokawa White 2 Gatsu	White	Late	12.50	450	
Ginchou	Pure White	Early	12.50	450	
Kanchidori	Dark Rose Red	Early	12.50	450	
Shihou	Clear Purple	Mid Season	12.50	450	
Iwaiaka 2 Gou	Bright Red	Mid Season	12.50	450	
IRON SERIES	NEW			450	
White	White	Early	12.00	450	
Apricot	Bright Yellow	Early	12.00	450	
Deep Pink	Bright Pink	Early	12.00	450	
Rose	Dark Rose Red	Early	12.00	450	
Salmon Blue	Deep lavender blue	Early	12.00	450	
Yellow	Butter Yellow	Early	12.00	450	
Purple	Purple	Early	12.00	450	

*** Very popular selling varieties - the best in their field**

Please Note: By sowing extra early, early, mid season and late varieties all at the one time you are able to spread the flowering flush over a month. This has the benefit that you can programme one planting of stock not to flush all in one hit.

But Remember: Mid season and late season varieties need lower temperatures to initiate flowering so it is unwise to sow the mid and late season varieties too early. I refer to too early as Jan and Feb sowings especially in the Greater Auckland District. When you do sow later, say March and April the extra early and early varieties will still flower quicker than the mid and late season varieties.

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By planning your stock sowings for the coming season, you can programme as you want. It gives you options to best suit the market requirements.

Please note the following:

The flowering time is dependent on climatic factors in your area and may differ in some areas.

Prices can also change without notice.

ALACHLOR a successful pre-emergence weed spray on TRANSPLANTED STOCK

Disclaimer - Cultural information is available on request. All cultural and descriptive information is supplied free

of charge as a general guide only. Due to different climatic, soil and cultural/management situations in New Zealand.

Green Harvest Pacific Ltd (or its representatives) will not accept any responsibility for the accuracy of this information.

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SUNFLOWER SUPERNOVA

THIS VERY POPULAR SUNFLOWER VARIETY.

- Supernova has an excellent large yellow petal colour with a pollen free Black Disc.
- Can be grown all year round
- Grows to only 1.5 metres high, sowing to flowering 65 - 70 days
- Germ rate 94%
- Approx 16 seeds per gram.

PRICE: \$650.00 PER KILO + GST & FREIGHT OR 65¢ PER GRAM

Note: For bulk orders 500 grams 5% discount, orders 1KG or more 10% discount

'TIFFANY'

F: 1 Hybrid Pollen-free (Very Popular)

The best Sunflower for summer / Autumn cut flower professional cut flower production. Single, strong stem to 80-120 cm tall (2.5 - 4 ft). Leaves small and healthy looking. Flowers 10-15 cm (4-5"), Bright Orange with contrasting dark discs. The short rounded petals are closely imbricated in several rows thus creating a firm and tidy flower head more resistant to mechanical damage which, can occur during transport. Flowers as early as 55 days in summer and when there is enough light to 66 days in Autumn. The excellent uniformity and vigour of 'Tiffany', with the attractive and most desirable flowers make it a top professional candidate for both indoor and outdoor production.

PRICED @ \$45.00 PER 1000 SEED + GST & FREIGHT

Note: For bulk orders 500 grams 5% discount, orders 1KG or more 10% discount

THE TEAM @ GREEN HARVEST PACIFIC LTD THANKS YOU VERY MUCH FOR YOUR PATRONAGE AND WISH YOU ALL A MERRY XMAS AND AS ALWAYS A PROSPEROUS NEW YEAR.

PLEASE REMEMBER THE OFFICE WILL BE CLOSED ON 22ND DECEMBER 06 AND RE-OPEN ON 8TH JANUARY 2007.

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