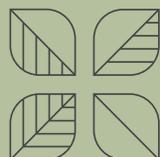


# FRUITION

PROSPECTUS 2024

GROW YOUR CAREER WITH FRUITION HORTICULTURE





**Start your  
educational journey  
with us and we'll  
support you at  
every step.**

# Supporting people to thrive



Tēnā koutou katoa,

Despite the devastation of climatic events, horticulture is still a growing industry. Export earnings from horticulture have increased year on year and are forecast to be over \$8.5 billion in value by 2027. Horticulture is also seen as an opportunity for Aotearoa New Zealand to reduce greenhouse gas emissions and feed a growing local population.

This growth requires talented people to work in key technical and managerial roles and people to tend, harvest and pack the produce for existing consumers. Fruition Horticulture is committed to supporting the growth and development of people throughout the sector.

People are our most valuable resource and there is growing recognition of the need to further invest in people through quality vocational education. The global demand for New Zealand produce means we must keep building the capacity of a skilled workforce to meet the needs of horticultural enterprises across the country. Our industry depends on it.

Our team at Fruition Horticulture is dedicated to providing people with the knowledge and skills they need to develop their careers through engagement in a range of vocational education opportunities. We are committed to the development of people and understand that for some people, there are various barriers to learning that must be overcome.

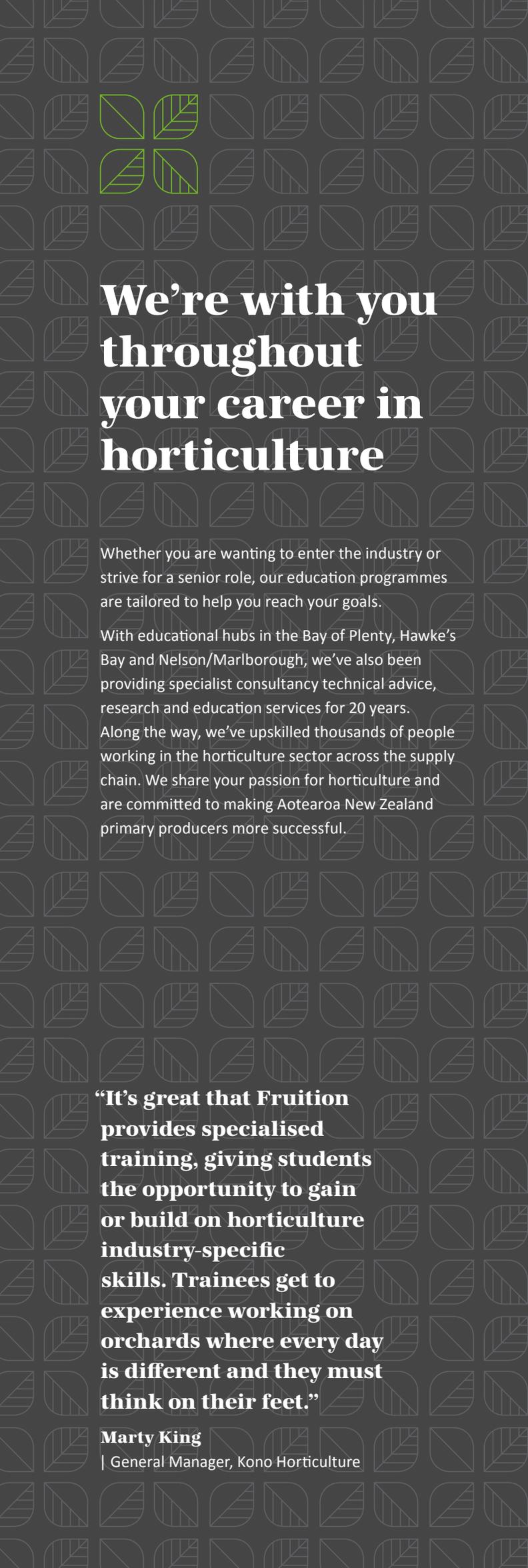
Knowing there is a growing need for our education services, we deliver programmes via distance learning and within communities across Aotearoa New Zealand. We aim to be responsive to industry need and will continue to work with you all to understand that need.

Our approach to education is unique in our sector and we welcome the chance to chat with anyone already in, or considering a career in horticulture. We look forward to working together in an industry where nature and people combine to fulfil desires for greater wellbeing and prosperity.

Ngā mihi nui

**Sandy Scarrow** | Managing Director  
Fruition Horticulture (BOP) Ltd

**Fundamentally, we want to make education accessible to all those working in the horticultural sector.**



# We're with you throughout your career in horticulture

Whether you are wanting to enter the industry or strive for a senior role, our education programmes are tailored to help you reach your goals.

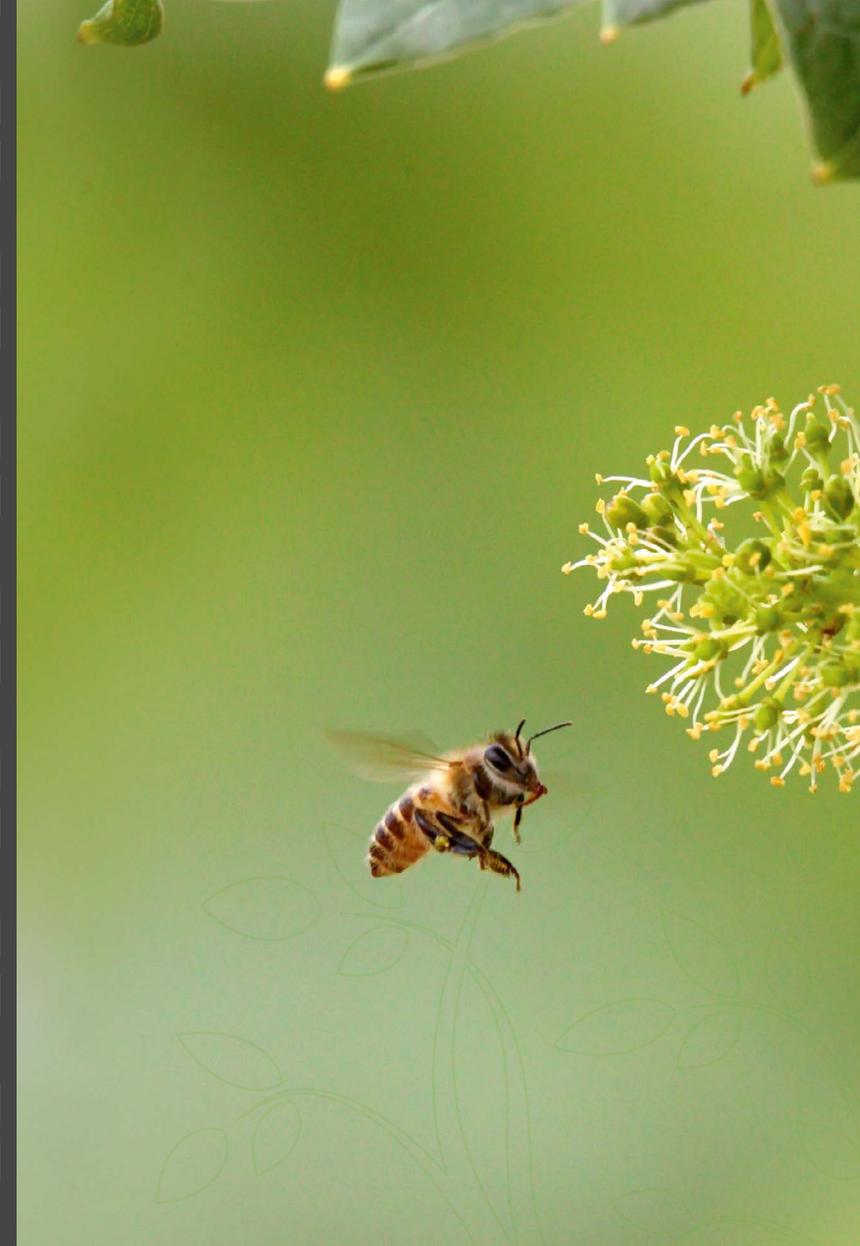
With educational hubs in the Bay of Plenty, Hawke's Bay and Nelson/Marlborough, we've also been providing specialist consultancy technical advice, research and education services for 20 years.

Along the way, we've upskilled thousands of people working in the horticulture sector across the supply chain. We share your passion for horticulture and are committed to making Aotearoa New Zealand primary producers more successful.

**“It's great that Fruition provides specialised training, giving students the opportunity to gain or build on horticulture industry-specific skills. Trainees get to experience working on orchards where every day is different and they must think on their feet.”**

**Marty King**

| General Manager, Kono Horticulture

- 
- Enrolling with Fruition Horticulture ensures you are partnering with an NZQA-accredited Category 1 education provider. We will support you to make the most of every opportunity that comes your way in a thriving sector. Choose from a range of vocational programmes and professional development courses, from foundation study options to higher tertiary qualifications.
  - Benefit from small classes led by qualified, experienced tutors.
  - Be supported in our small, inclusive learning environments that put people and families first.
  - Grow your skillset and gain nationally recognised qualifications in horticulture that open doors to valuable employment opportunities.
  - Take advantage of fees-free training for students new to tertiary study.
  - Continue to earn while you learn – our programmes are designed to work for you and your employer.
  - Stay connected through our online portal and be part of Fruition's community of employers, contractors, tutors and students.
  - Build your knowledge base and enjoy a bright future by contributing to New Zealand's fourth largest export industry.



# Career pathways

Our programmes cater to every level of the industry where skills are valued and in high demand.

Students doing the mahi are rewarded with opportunities to progress through ongoing professional development in key sectors.

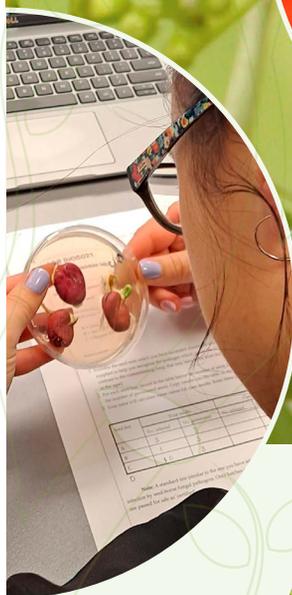
## LEVEL 5

### Lincoln University Diploma in Horticulture

Delivered on behalf of Lincoln University in the Bay of Plenty and Nelson, our students gain their qualification while being able to stay in their place of work.

#### Career opportunities:

Orchard manager, grower liaison team member, quality control supervisor, supply chain coordinator.



## LEVEL 2

### Hei Whanake

We help rangatahi (youth) aged 16-24 who are not engaged in education or employment discover opportunities in horticulture.

#### Career opportunities:

Harvest or post-harvest workers, orchard worker, horticulture cadet or apprentice.



## LEVEL 6

### Fruition Diploma in Horticulture Production

Our part-time two-year programme equips you with the skills to contribute at a senior technical or managerial level.

#### Career opportunities:

Logistics and quality control managers, grower liaison manager, orchard manager, coolstore and packhouse managers, supply chain manager, technical manager.

## LEVELS 3-4

### New Zealand Certificate in Horticulture and Horticultural Production

We partner with Te Pūkenga to deliver courses and provide tuition for the New Zealand Certificate in Horticulture and Horticultural Production to horticultural trainees nationally.

#### Career opportunities:

Fruit production, post-harvest employees, orchard apprenticeship (harvesting, plant care, pest control).

**Start your educational journey with us and we'll support you at every step.**



# Fruition Diploma in Horticulture Production

| Level 6 NZQA-accredited Qualification

**This is an exciting programme targeted at people working in horticulture to advance their careers and take on senior management and technical roles.**

The Fruition Diploma in Horticulture Production is a Level 6 NZQA-accredited course available online and nationwide. The two-year programme has been designed to develop the skills and knowledge of people employed in the industry so they can contribute at a senior technical or managerial level.

The horticulture industry's growth means businesses require more people in senior positions to lead their teams, find innovative solutions to challenges and support growers to become more successful in their orchards and vineyards.

Participants in the Level 6 programme will focus on the specialist requirements for 'process improvement' for meeting domestic and international market requirements, and emerging opportunities for horticultural products.

The industry-relevant course will support learners to develop advanced technical skills that enable enhanced employment opportunities across a range of horticultural production operations.



The industry will benefit by having experienced technical specialists who can optimise workplace efficiency and lift the competitive edge of their organisations.

- Accreditation: NZQA Level 6
- Credits: 120
- Location: Learners can attend in class (in Tauranga) or join on-line from across the country
- Duration: 72 weeks
- Funding: Fees Free and Studylink, (conditions apply) or \$1,222 incl. GST per paper.

Fees may be covered under Fees Free depending on individual eligibility. To understand your eligibility go to [www.feesfree.govt.nz/eligibility-criteria](http://www.feesfree.govt.nz/eligibility-criteria).

### **This programme will:**

- Extend your skills and knowledge in horticulture.
- Add a horticultural lens to your existing tertiary qualification.

### **Entry and selection criteria:**

- No formal prerequisites.
- Desirable that the participant has successfully completed a Level 4 certificate or above (or equivalent), preferably in the Primary Industries subject area.
- Students must demonstrate significant workplace experience (e.g. a supervisory and/or management role or equivalent) within the horticulture or viticulture industries.
- For applicants 20 years or older without any of the above academic criteria, evidence of relevant knowledge and experience, and the ability to undertake tertiary study at diploma level is required.

In all cases the applicant will be required to participate in an online pre-commencement interview with the purpose of verifying the student's ability to undertake tertiary study. In exceptional circumstances an applicant who does not meet the academic entry requirements may be granted entry to the Fruition Diploma where they supply evidence to satisfy the Academic Committee of their ability to succeed on the programme.

### **Graduates of this qualification will be able to:**

- Make informed strategic business decisions.
- Critically analyse data to determine production and performance trends.
- Critically analyse products, techniques or technologies that contribute to business outcomes.
- Research, design and manage ongoing strategies for continuous improvement of horticulture production or technologies.

### **How to apply:**

Visit our website [www.fruition.ac.nz/programmes/level-6-diploma/](http://www.fruition.ac.nz/programmes/level-6-diploma/) or phone (07) 928 5350.

# Programme information

## | Fruition Diploma in Horticulture Production

The 120-credit programme is delivered via six papers. Each paper is worth 20 credits and covers key topics.



### **Production Enhancement**

The aim of this course is to develop students' knowledge and skills in critical data analysis to understand historical production enhancements and forecast trends within horticulture at an industry and enterprise level.

#### **Topics include:**

- Analysis of key industries in New Zealand horticulture including timeline, performance analysis and strategic factors instrumental in their relative success.
- Using analysis to identify opportunities for performance improvement of industries and enterprises.
- Understanding and managing environmental aspects of horticultural enterprises.
- Methods and tools for analysis of spotlighted industries and enterprises including use of quantitative and qualitative data.
- Principles and tools for industry forecasting.



### **Performance Management**

This course will develop students' knowledge and skills, enabling them to problem-solve performance issues and analyse products or technologies to improve performance within horticulture industries or enterprises.

#### **Topics include:**

- Performance-focused leadership and culture.
- Strategic planning and responses.
- Applying tools and innovative technologies to problem-solving.
- Team approaches to implementing solutions.



### **Technology Trends**

This course will develop students' ability to critically analyse products or technologies and successfully introduce them into a horticultural workplace.

The paper includes a compulsory three-day field trip and workshop programme covering a range of horticultural operations and presentations from leading growers, industry and processor representatives.

#### **Topics include:**

- Technology trends in key horticultural industries or enterprises.
- Strategic response to technology trends.
- Business case development for recommending new technology, including economic analysis and risk.
- Models and planning for successful technology adoption.



### **Product Innovations**

This course will develop students' knowledge and skills to design and implement research leading to product innovation in horticulture.

#### **Topics include:**

- Principles and processes for market-led and supply-driven product innovations.
- Case studies for effective and unsuccessful product innovations in horticulture industries and enterprises.
- Development and funding of product innovations.
- Effective research design to support product innovation within an industry or enterprise.



### **Where Production Meets Post Harvest**

This course will develop students' knowledge and skills to analysis and understand horticultural production systems from 'paddock' to plate, and the impact of systems on product quality and wider social and environmental issues and assurances.

#### **Topics include:**

- Production systems and post-harvest performance in horticultural industries and enterprises.
- Analysis of inputs and outputs and key systems for assurance of quality, environmental and social impacts from 'paddock' to plate.
- Processes for product improvement including designing, funding and conducting research.



### **Continuous Improvement**

This course will develop students' knowledge and skills to implement processes for continuous improvement within horticultural industries or enterprises.

#### **Topics include:**

- Systems for quality management and continuous improvement, such as 'Lean Manufacturing', within horticultural industries and businesses.
- Market and legislative drivers for continuous improvement within horticultural systems.
- Environmental, social and community sustainability within horticulture systems, industries and enterprises.
- Implementation of continuous improvement within horticulture systems, industries and enterprises.

This course will include a compulsory three-day field trip and workshop programme covering assurance systems and continuous improvement at a range of horticultural operations and presentations from leading growers, industry and/or processor representatives.

# Fruition Diploma continued

## Key Dates for 2024

	"O" week	Week 1	Fieldtrip	Week 12
<b>DPH6.004</b> <b>Product Innovations</b>	16 January	17 January	7 February	4 April
<b>DPH6.005</b> <b>Where Production Meets Post Harvest</b>	4 June	5 June	26 June	21 August
<b>DPH6.006</b> <b>Continuous Improvement</b>	10 September	11 September	24-26 September	27 November

### What Graduates and Their Employers have Said.

100% of our graduates and their employers interviewed have said that our graduates are:

- More able to critically analyse data to determine production and performance trends.
- More able to critically analyse products, techniques or technologies that contribute to business outcomes.
- More able to research, design and manage ongoing strategies for continuous improvement of horticulture production or technologies.

***“Its relatable to work. Very flexible in the areas that you can learn in.***

***It allowed me to achieve high quality education levels. It turns out that I’m really good at critical analysis but not good at regurgitating information for an exam.”***

**Kyra Fielden,**

| Just Avocados

***“Because the assignments were business centric the work Kyra did really added value to the business.”***

**Andrew Cutfield,**

| Just Avocados (former manager of a graduate)

***“I speak really highly of Fruition. I found you guys super supportive. I could work full time and still study. You explained things really well in class. In the breakout rooms we learnt a lot off other students. It was a really good, supportive and positive learning environment. It is a course worth doing. I have nothing but good things to say.”***

**Alice Buschl,**

| Waimea Nurseries.

***“I am definitely more engaged as an employee, I see every job completely differently now, I am much more confident and can be sure of myself. I am more keen to take on new tasks and responsibilities I notice I work much more diligently as I understand the importance of each role and how it adds to the bigger picture.”***

**Ryan Fong,**

| The Fresh Grower

# Micro Credentials

Fruition Horticulture works with industry to ensure that our vocational education programmes are responsive to the needs of the industry. Micro-credentials are an example of this responsiveness. A micro-credential is “a small, stand alone formal award that recognise the achievement of specific skills, experience or knowledge.” They are a way in which evidence of learning can be captured throughout anyone’s career that could, at some point, be aggregated up into a formal qualification.

We are aware that many in the industry do not want to enrol in a full programme of study such as the certificates and diplomas we offer. People do, however, want to gain credit for their learning and have that learning be targeted to a specific skill or rapidly changing technology or regulations. We have approval for a micro-credential for one of the Level 6 Diploma courses: Where Production Meets Post Harvest. This course covers significant material that is not provided by any other institution, looking at what happens through the growing system and how this impacts on product quality. Furthermore, it looks at what can be done post harvest to optimise the quality of what is grown. This paper, developed by industry specialists in post harvest, Start Afresh, will be useful for anyone working in the horticulture industry.

Currently we are consulting with industry regarding the development of micro-credentials in the area of supervision and leadership. These micro-credentials may slot into existing qualifications such as the Level 4 Certificate in Horticulture or be awarded as a stand alone credit for those in leadership roles. Again, we will be working with specialists to tailor a programme fit for the industry.

Keep an eye on industry publications or your inbox for details of course dates.



# Lincoln University Diploma in Horticulture

| Level 5

Delivered over two years as evening classes one night per week when a semester is underway. A great stepping stone if you have completed a lower-level horticulture qualification, have come straight from school, or have been working in the industry for some time and have no or limited formal qualifications.

The Diploma offers learners a wide range of topics covering horticultural production, technology, and management. A learner will also gain skills in problem-solving and applied computing.

- Credits: 120
- Locations: Bay of Plenty and Nelson
- Duration: Each semester is 12 weeks
- Funding: Fees Free and Studylink, (conditions apply) or \$818 + GST (average) per paper.

Fees may be covered under Fees Free depending on individual eligibility. To understand your eligibility go to [www.feesfree.govt.nz/eligibility-criteria/](http://www.feesfree.govt.nz/eligibility-criteria/)



## This programme will provide you with:

- The knowledge behind the growing and production of crops.
- An opportunity to study while working.

## Entry and selection criteria:

Must have one of the following:

- NCEA Level 2, a minimum of 40 credits over four subjects recognised by Lincoln University as suitable for entry see [www.lincoln.ac.nz/assets/Diploma-approved-subjects.pdf](http://www.lincoln.ac.nz/assets/Diploma-approved-subjects.pdf), plus University Entrance literacy and numeracy standards. A maximum of 24 credits in any one subject will be counted towards the total.
- A New Zealand Certificate in Horticulture at Level 4 or higher, obtained through an approved polytechnic institution.
- Special Admission or other pathways.

If you have an overseas qualification, or if English is not your first language, you can find out more about the entry requirements on the Lincoln website.

## Graduates of this qualification will be able to:

Grow and manage crops and production, liaise with growers, supervise post-harvest and production operations, coordinate supply chain processes.

## Programme information:

As part time study off campus (regional programme) in the Bay of Plenty and Nelson – two papers are offered per semester with two semesters per year.

There are eight 15 credit papers in total.

## In 2024 Bay of Plenty will offer:

**Semester 1** (January – April) - Propagation and Nursery and Horticultural Management Systems A

**Semester 2** (July – October) - Horticultural Management Systems B and Engineering I.

## In 2025:

**Semester 1** – Computing and Communication and Soils and Soil Management.

**Semester 2** – Plant Health and Plant Studies

## Lincoln class start dates:

### Tauranga

Semester 1, 2024 – Tuesday 16 January

Semester 2, 2024 – Tuesday 16 July

### Nelson

Semester 1, 2024 - Monday 9 January

Semester 2, 2024 – Tuesday 16 July

You can start the diploma in either semester and you can select to do just one paper per semester.

In addition to completing the eight papers a practical report is also required to be submitted – more information is supplied as you progress through your studies. As students studying the regional programme are working (usually in horticulture) that work serves as the practical requirement of the Diploma.

## How to apply:

Visit [www.lincoln.ac.nz/study/apply-and-enrol/](http://www.lincoln.ac.nz/study/apply-and-enrol/),

or our website [www.fruition.ac.nz/programmes/lincoln-level-5/](http://www.fruition.ac.nz/programmes/lincoln-level-5/)

or phone (07) 928 5350.

# New Zealand Certificate in Horticulture and Horticultural Production

| Level 3 & 4 NZQA-accredited Qualification

**“We come from a background of growing all sorts of Berries at our Thornton Orchard, and this has become a real eye opener for us learning with Fruition. There’s so much knowledge and support from our Tutors it’s a real privilege to be a part of their classes, you learn something new every time! My main goal is to become a Horticultural Consultant because I have so much passion for the growing Industry.”**

| Annie Ross



In partnership with Te Pūkenga, Fruition Horticulture is in a sub-contracting arrangement to deliver off job theory days in Level 3 and 4 horticulture subjects in a range of topics from pests and diseases, plant biology, soils, to implementing and monitoring fruit crop production and plans. Another option for learners to grow their knowledge and qualifications depending on what best suits their needs while working. A useful stepping stone if not quite ready to study at a Diploma level.

- Location: Bay of Plenty and Nelson
- Duration: One day off job theory classes (total qualification – 13 - 15 months)
- Cost: From \$1020 + GST for the Level 3 certificate and \$1224 + GST for the Level 4 certificate.

## **This programme will:**

- Cover theory of the science behind producing a healthy crop.
- Provide knowledge to support practical learning gained from learner’s workplaces.
- Depending on the location and learner sector theory may cover quality, management aspects of crop production, and communication topics.

## **Entry and selection criteria:**

Prerequisites:

Level 3 - Must be employed in the sector.

Level 4 - Learners must be employed in the sector, have completed a Level 3 Fruit Production qualification or be experienced workers in the horticulture industry.

## **Graduates of this qualification will be able to:**

Grow and manage crops and production, liaise with growers, supervise post-harvest and production operations, coordinate supply chain processes.

## **Programme Information:**

Part time off job theory classes in the Bay of Plenty and Nelson.

By the completion of the level 4 qualification learners will be able to work independently and undertake some responsibility for others.

## **How to apply:**

Visit [www.primaryito.ac.nz/employers/enrolment-documents/](http://www.primaryito.ac.nz/employers/enrolment-documents/), or our website [www.fruition.ac.nz](http://www.fruition.ac.nz) or phone (07) 928 5350.



**“We are impressed to see how the tutors motivated our rangatahi to learn and support them when things felt hard. The 16-week programme opened their eyes to what they can achieve and gave them a sense of direction.”**

**Simon McGillivray** | Deputy Principal, Te Puke High School



HEI WHANAKE  
INTRODUCTION TO HORTICULTURE

# Hei Whanake

| Foundation for Employment in Horticulture  
Level 2 NZQA-accredited Qualification

**By prioritising the needs of every student and challenging them to succeed, most students successfully transition into employment or further education.**



 @heiwhanake  
 @heiwhanake  
 @heiwhanake



Hei Whanake is a fully funded programme that prepares youth (16\*-24 years) to enter the horticulture industry (\* or 15 years old with an early leaving exemption from their school).

Delivered over 16 weeks, the course focuses on basic horticultural skills and the soft skills required to function successfully in the workplace.

Pastoral care of our rangatahi is provided throughout their student journey which includes a pick-up and drop-off service for the duration of the programme and lunch provided daily. All students will be provided horticultural work experience during the programme. Students who complete the programme will gain the New Zealand Certificate in Primary Industry Skills (Level 2).

- Accreditation: NZQA Level 2
- Credits: 41
- Location: Bay of Plenty and Hawke's Bay
- Duration: 16 weeks
- Funding: Youth Guarantee Funding

#### **This programme will:**

- Help you make the first steps for a career in horticulture or in the wider primary industries.
- Include horticultural work experience.
- Foster personal growth and prepare you for employment.

#### **Entry and selection criteria:**

- No formal entry requirements.
- Not available for students who already have a qualification at Level 3 or above on the NZQCF, and limited availability for students with a Level 2 qualification already.

#### **Graduates of this qualification will be able to:**

- Be employed as an orchard worker, fruit harvester, vineyard hand, farm assistant or post-harvest worker.

#### **Programme information:**

Learners complete two compulsory courses and one elective course. The compulsory courses are:

- Safe Work Practices
- Entry Level Work Practices

#### **Electives are available in:**

- Kiwifruit
- Pipfruit
- Berryfruit
- Post-harvest
- Viticulture
- Harvest

#### **Course dates for the first half of 2024:**

Te Puke - two classes, both start 22 January, end 17 May

Hastings - start 7 February, end 31 May

Central Hawke's Bay - start 7 February, end 31 May

Napier - start 26 February, end 20 June

For other course dates please visit our website.

#### **How to apply:**

For course dates and information on how to apply visit our website [www.fruition.ac.nz/programmes/level-2-hei-whanake/](http://www.fruition.ac.nz/programmes/level-2-hei-whanake/) or phone (07) 928 5350.



# Vakameasina

| RSE Worker Training Programme

**Vakameasina aims to support RSE workers to pursue their learning and development pathways by helping to grow confidence with new learning here in Aotearoa New Zealand, and developing goals and action plans for applying the learning back in their home country.**

The Vakameasina programme offers free education and development opportunities for all RSE workers from the Pacific across New Zealand. Funded by the New Zealand Ministry of Foreign Affairs and Trade's Aid Programme, Vakameasina is an integral component of the Recognised Seasonal Employer (RSE) scheme, and supports both RSE workers and employers with foundational courses for living and working in New Zealand. The larger outcomes of the programme are aimed toward participants leading development opportunities in their home countries.

- Accreditation: None
- Credits: None
- Location: Northland, Pukekohe, Bay of Plenty, Hawke's Bay, Nelson, Marlborough, Canterbury, Central Otago. Also available in other regions depending on tutor availability.
- Duration: Typically twenty hour courses over ten weeks with flexibility to customise courses to suit particular circumstances.
- Funding: New Zealand Ministry of Foreign Affairs and Trade's Aid Programme.

### This programme will:

- Improve your English language literacy and numeracy.
- Develop knowledge and skills to help whilst working in New Zealand.
- Develop knowledge and skills to take home and share with family and community.

### Entry and selection criteria:

- Must be part of the New Zealand Recognised Seasonal Employer (RSE) scheme from the Pacific.



 @vakameasina  
 @vakameasina



### How to apply:

For more information on courses and how to apply, visit our website [www.vakameasina.co.nz](http://www.vakameasina.co.nz) or phone (07) 928 5350.



## Contact us

Phone: (07) 928 5350

Email: [info@fruition.ac.nz](mailto:info@fruition.ac.nz)

150 The Strand extension, Tauranga CBD

Bay of Plenty 3110, New Zealand

[www.fruition.ac.nz](http://www.fruition.ac.nz)

 @FruitionHort

 @fruitionhorticulturebop



**Grow your career with Fruition**



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