

A strong start in Zespri's biggest market

The kiwifruit season is officially under way with fruit arriving in China and Japan and trade conferences held in both those countries recently.

A press conference held on 26 April was part of the official launch to what looks set to be an exciting season in China.

This season's New Zealand Zespri kiwifruit was the toast of the town at a gala dinner in Shanghai where Zespri General Manager Holly Brown noted expectations are high. Zespri sales in China are set to grow by 20 percent this season to over 25 million trays, she says.

"We brought together our customers, operational partners, officials from Chinese and NZ government and Zespri staff to celebrate the start of what's set to be another record-breaking season. We're clearing more fruit faster than any other season, with strong early run rates – a great start to the season."

Holly explained sales in China are set to nearly double over the next four years and longer-term, Zespri is on track to sell one Zespri kiwifruit for every person in China by 2025.

"A key development this season is that we will, for the first time, hold some inventory for key accounts. This means we can better match the fruit available to customer requirements and get closer to consumers. This is the next step in the changes we've made since becoming Importer of Record in 2016, generating more value along the supply chain in market."

New Zealand Consul General for China Guergana Guermanoff spoke of the strong links between the two countries over many years, strengthened by the Free Trade Agreement, and the power of the Zespri brand in China.

Zespri Chief Executive Dan Mathieson outlined the important role China plays in Zespri achieving its goal of more than doubling global sales to \$4.5 billion by 2025. Dan also noted preparations around the world for the season. "Grower and supply teams are working hard to get as much fruit away as they can, and our teams in the markets are ready with exciting sales and marketing programmes to sell trays and build the brand."

Seven charter vessels are due to unload New Zealand-grown kiwifruit in Shanghai this year. The first two have been processed and the final charter cargo will arrive by the end of May. The remainder of the supply programme will then be fulfilled through container shipments.

First fruit of the season

April has seen the first lot of fruit arriving in market. The *Baltic Prince* (pictured) departed Tauranga, New Zealand mid-month with 875,749 trays loaded, heading for Shanghai. Fruit has also arrived in Tokyo, the first Europe-bound vessel – *Pacific Mermaid* – is on the way to Zeebrugge; as is the first vessel to the Mediterranean – *Hellas Reefer*.



Share issue: new plantings/developments

Zespri is undergoing an extensive due diligence exercise as it prepares to undertake the planned targeted share issue and buy back in August/September.*

Due diligence is one of the first steps towards preparing the necessary disclosure documents for the targeted share issue and buy-back, which was discussed and voted on at the March Special Meeting. It is expected that further details will be communicated to all growers and shareholders next month.

Zespri Grower Services Manager Tracy McCarthy says one of the objectives when determining the structure of a targeted share issue and buy back is to aim to achieve the best possible alignment of shareholding and production going forward.

"To do this we take into account both planned developments and existing new plantings that will be in full production in the next few years. In this way, we aim to future-proof alignment based on what we know today about future production from new plantings and developments," says Tracy.

Zespri plans to carry out a registration process to identify new plantings and developments. By registering it will not mean growers are obliged to take any of the shares that may be offered, but will give growers who meet the relevant criteria the opportunity to take part if they wish to.

The registration process, and who is eligible for the proposed share offer, will be outlined once the due diligence is completed and the details of the proposed share offer are available.

As for the definition of a new planter and a new developer, while it is still to be finalised, it is likely to include:

- 1. New Planter:** a grower who has made new plantings since 1 January 2015 of 0.5 contiguous (adjoining) ha or more and has provided a certified statement of new plantings/developments to Zespri by the specified date. The area subject to the new planting will be allocated an assumed production figure.
- 2. New Developer:** a grower already known to Zespri who may have a new block or Kiwifruit Property Identification Number (KPIN) that they are preparing for development. This may include bare land, structures only or rootstock. The area subject to the new planting will be allocated an assumed production figure.

New Entrants with greenfields are slightly different. These are growers who are completely new to the industry (identified by a legal entity name) and have no other orchards in the legal entity name in which they own their greenfields. A "deemed production" rule determines the new entrants' eligibility to purchase shares. Should you consider you fall into the new entrants with greenfields classification please contact the Grower Support Services team to register for a KPIN if you have not already done so.

Indicative timetable

Date	Description
May	Further information communicated to the industry
Early June	Certified Statement of New Plantings pack made available online
13 June – 11 July	Window to submit certified statement
Mid – August	Share issue and buy-buy window opens

This timetable is subject to change as details of the targeted share issue and buy-back are finalised.

***No money is currently being sought. Financial products (i.e. Zespri shares) cannot currently be applied for or acquired under the proposed share issue nor sold to Zespri under the proposed buyback. If the share issue and buyback are offered they will be implemented in accordance with the Financial Markets Conduct Act 2013 and the Companies Act 1993. No indications of interest are currently being sought and the registration process referred to above is only proposed and is not currently open.**

From the markets

April got off to a busy start with trade conferences held in both **China** and **Japan**.

Zespri Chief Executive Officer Dan Mathieson addressed the **Japanese** gathering where great industry results were celebrated. He described the 2017 season as “exceptional” with sales in Japan of more than 23 million trays of kiwifruit from New Zealand, driven by a strong increase in SunGold sales.

More success stories are on the horizon as, while Japan is already a well-established market for New Zealand kiwifruit, there is still excitement around the potential to grow demand, Dan says.

“SunGold in particular is a game-changing product that consumers love, with its great taste and convenience attributes. We’re excited to have more kiwifruit available for our customers and consumers. Demand for safe, delicious, high-quality kiwifruit continues to grow.”

Dan also emphasised the opportunity to build on existing strong partnerships with trade. His intention is for Zespri’s partnership model to be the benchmark in the fruit industry and health food space.

He told his conference audience to expect an exciting and important year ahead.

Greater China General Manager Holly Brown was the key speaker at the Zespri 2018 **China** Trade Conference, attended by 380 first tier distributors, key account and Club Z customers. Conference topics included the 2018 Global and China Strategy, marketing plans, and an update on anti-counterfeit actions. This was followed by a Q&A where there was particular interest in the new incentive programme.



Left: Greater China General Manager Holly Brown presenting China strategy, interpreted by Head of Corporate Affairs - China Ivan Kinsella and pictured right: Zespri South China team and customers.



CEO Dan Mathieson and General Manager - Japan Ichiro Anzai presenting at the Japan Trade Conference.

Visit the Zespri hub at Fieldays

Join us at Mystery Creek Fielddays for an update from CEO Dan Mathieson, Zespri Directors and members of the senior executive team. We are located at E66/F65 in the Central Precinct where you can escape the crowds for a cup of tea, coffee or hot soup with the Grower Liaison Team.

The programme for 13 - 16 June at our site is as follows:

- 9.00am onwards – new variety tastings and refreshments
- 12.00-12.30pm – season update from Zespri, NZKGI and KVH, followed by a sausage sizzle
- From 3.30pm – refreshments and nibbles.

On Saturday morning, we will serve a light informal brunch from 8.00am in the hospitality site.

We look forward to updating you on the progress we are making this season and other key initiatives underway to connect our growers ever closer to our consumers. This is the foundation for how we will continue to improve the way we market our positive, sustainable products to consumers and deliver positive outcomes for our growers.

For more information and tickets, and to use the interactive site map, visit the Fieldays website www.fieldays.co.nz.



Call into the Zespri tent at Mystery Creek Fielddays to catch up with fellow industry members.

Exploring China production

Zespri’s China production trials are moving to commercial volumes this season following success last season. This year is the third year of a three-year trial to determine whether we can confidently produce, pack and deliver Zespri-quality kiwifruit for trial sales programmes in China.

Zespri External Relations Manager Nick Kirton explains production hubs are being set up in Shaanxi and Henan provinces to source both green and red Chinese varieties for this Northern Hemisphere season.

“Selling China-grown Zespri fruit is only possible if we can source fruit that meets the Zespri quality standards - if we can provide systems and assurances around quality, traceability and food safety. We also need to know if Chinese consumers accept the proposition of a Chinese-grown Zespri kiwifruit and are willing to pay a premium for that fruit. There will be no compromise on our Zespri brand.”

In separate activities, more than 600 Shaanxi kiwifruit growers attended symposiums held under the Centre of Excellence programme, which is designed to build stronger relationships with the

Chinese industry. The local Zespri team shared some of their work conducted over the last two years to better understand Chinese varieties and their production methods. Zespri OPC staff and Plant & Food Research contributed to these seminars along with our Chinese commercial and research partners.

Zespri Global Production Manager Shane Max says Chinese green varieties typically have very good dry matter but yields without CPPU are nearly one-third lower than NZ yields. Understanding how to improve yields and achieve higher packout rates is essential if a sustainable commercial model is going to work for Zespri in China. This is where collaborative research is focused along with projects to better understand the inherent quality of different kiwifruit varieties and the pests and diseases growers face there.



One of the trial sites.



Understanding yields is a key task.



Top 5 canopy.zespri.com PAGES

1. Quality Manual
2. Licence Release
3. Pest ID Manual
4. Clearance, Submit and Shipped Information
5. Standard Cost Models

Another health tick for Zespri

Zespri has added another chapter to its ‘good foods’ story.

Low FODMAP certification has come Zespri’s way for its Green and SunGold kiwifruit. FODMAP is an acronym describing carbohydrates that are poorly absorbed during digestion, so receiving a low certification is ideal.

Zespri’s Innovation Leader, Health & Nutrition Dr Juliet Ansell says research into Irritable Bowel Syndrome (IBS) suggests that following a low FODMAP diet can help alleviate digestive system problems.

The food science community is considering this significant as FODMAP has been hailed as the next trend to follow ‘gluten free’.

Safety around forklifts and other vehicles needs to be front of mind

Seasonal peaks in workload creates a few challenges for the industry. One in particular is worker safety on, or around, forklifts and other plant and machinery.

Due to this increased risk, extra vigilance around load-out areas on orchards and within packhouses is needed, reminds Zespri Health and Safety Lead Angus Bell.

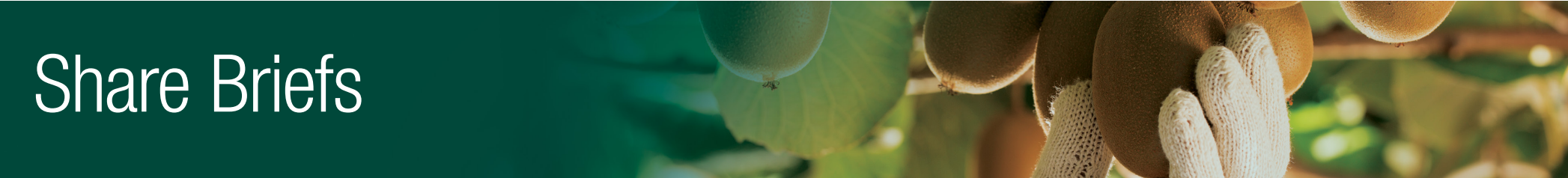
“Our industry has a lot of mobile plant and vehicle activity at the moment so now’s a good time to put out a safety reminder.”

It can be useful to reflect on previous years’ seasonal challenges and unfortunately, around this time last year, there was a spike in serious incidents involving forklifts and other mobile plant nationally.

WorkSafe has been focussing on this too and their inspectors have been finding the following issues around forklifts during site visits nationally include:

- No exclusion of workers from areas where forklifts are operating
- A lack of operator training
- Loads obstructing the vision of the operator
- Unstable loads and slippery loads falling off
- Poor maintenance.

All organisations working within the industry need to remain focussed on critical risks as these are the things that may result in serious injury or worse.



Share Briefs

As at **23 April 2018** the last Zespri share price trade was **\$8.38**. There were seven buyers at **\$8.38, \$8.35, \$8.30, \$8.22, \$8.00, \$7.80, and \$7.30**. There were four sellers at **\$8.42, \$8.45, \$8.50 and \$8.70**.

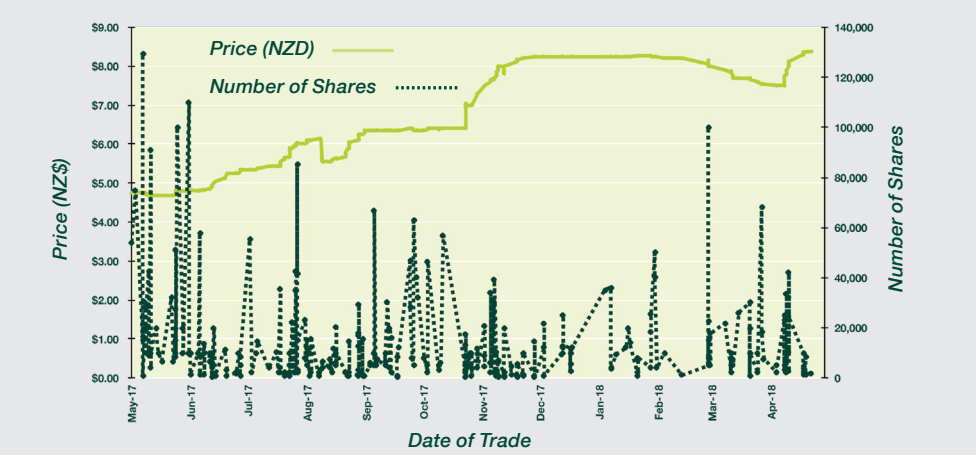
To trade Zespri shares please contact one of the registered USX brokers – See <https://canopy.zespri.com/EN/grow/zespri/Shares> for more information.

For all other general shareholder enquiries, please contact Zespri Grower Support Services on 0800 155 355.

As of 8 February 2018, Unlisted has rebranded as Unlisted Securities Exchange (USX). The website is now <http://usx.co.nz> so if you have saved the old Unlisted website to your favourites, you will need to update this. There is no change to the content of the website. If you have any questions or concerns, please do not hesitate to contact us.

The graph below shows the price per share that has been traded with USX and the corresponding number of shares for each trade.

Zespri Group Limited Share Trades 23 April 2017 to 23 April 2018



- Want to see current buyers and sellers?**
- To get a list of the price for current buyers and sellers and the associated shares go to <http://www.usx.co.nz>. The Zespri Group Limited listing code is 'ZGL'. The USX website shows:
- Latest prices
 - Market depth – to see the parcels of shares for sale and the parcels and price that buyers are seeking
 - Last 10 trades
 - Market announcements

Below is the current Market Depth information as at **23 April 2018**.

Quote Line at Monday 23 April as at 10.50am						
Code	Bid (\$)	Offer (\$)	Last (\$)	High (\$)	Low (\$)	Volume
ZGL	8.380	8.420	8.380	8.380	8.380	1800

Market Depth					
BIDS			OFFERS		
Orders	Quantity	Price (\$)	Price (\$)	Quantity	Orders
1	3,117	8.380	8.420	2,000	1
1	2,000	8.350	8.450	5,035	1
1	6,000	8.300	8.500	1,000	1
1	5,000	8.220	8.700	10,000	1
1	20,000	8.000			
1	2,000	7.800			
1	5,000	7.300			

Last 10 Trades			
Date/Time	Quantity	Price (\$)	Value (\$)
11/04/18	10,467	8.100	84782.700
11/04/18	24,345	8.120	197681.400
19/04/18	10,000	8.300	83000.000
19/04/18	4,420	8.300	36686.000
19/04/18	2,440	8.350	20374.000
19/04/18	3,560	8.350	29726.000
19/04/18	1,475	8.350	12316.250
20/04/18	8,537	8.370	71454.690
20/04/18	1,463	8.370	12245.310
23/04/18	1,800	8.380	15084.000

Director share trading

For the month of April (as at **23 April**), there were no shares traded by entities associated with Zespri Directors. See the Canopy for details: Canopy > Growing Zespri Kiwifruit > Working with Zespri > Shares. Alternatively search for 'Director Shares' using the search function.

Please note that at any time that content for the Kiwiflier is finalised for publication, there may be some trades associated with director entities which have been matched and transacted, but the paperwork has not yet been received by Zespri or Computershare. As such, there may be some lags in reporting trading by entities associated with directors. Zespri will however ensure that as at the end of each month, the Director Share Holdings and Transfers document on the Zespri Canopy will always provide the most up to date information held by Zespri.

2018 Annual Meeting

The Zespri Annual Meeting will be held at 1pm on 26 July 2018 at ASB Arena at Baypark, 81 Truman Lane, Mount Maunganui.

Nominations for Zespri Directors and shareholder members of the Director Remuneration Committee will open on 1 May 2018 and remain open until 30 May 2018. Nomination forms will be available from Zespri Grower Support Services on 0800 155 355, by emailing contactzespri@zespri.com or on the Canopy.

Three directors will be retiring by rotation this year as required by the Zespri Constitution. These directors are Bruce Cameron, Teresa Ciprian and Tony de Farlas. Bruce and Teresa are both standing for re-election, while Tony is retiring at the 2018 Annual Meeting.

In addition to the election of directors, shareholders will be asked to elect a shareholder member to the Director Remuneration Committee. Michelle Dyer, John Griffin and John Cook are currently shareholder members of this committee. John Cook's rotation ends at the 2018 Annual Meeting, however he intends to stand for re-election.

Proxy forms and further information relating to the appointment of representatives will be sent to shareholders in June.

Producer meeting and vote

Immediately following this year's Annual Meeting (in response to the recent changes to the Kiwifruit Export Regulations 1999) Zespri will undertake a producer meeting and vote regarding its ongoing investment in both offshore production and supply (Zespri Global Supply) and plant variety rights ownership. Growers who are not shareholders are invited to attend in both meetings. More information will be provided to producers as part of the Notice of Meeting pack sent in mid-June. Voting will be based on both producer numbers and a weighted fruit vote for production. Under the Regulations, the weighted fruit vote rights automatically fall to the landowner, unless the landowner assigns its allocated production to the lessee. Zespri will shortly write to all relevant landowners asking them to notify us whether they wish to transfer their allocated fruit vote to their lessee. The timeframe for advising this is short, so landowners should start considering now whether or not to assign their allocated fruit vote to their lessee.

Zespri market capitalisation

One way of calculating the value of a company is its share price multiplied by the number of shares on issue. Based on this calculation, Zespri became the Unlisted Securities Exchange's first billion dollar Issuer. The benchmark was reached following two

USX trades in the morning of 19 April at \$8.30. Zespri listed on the USX on 1 February 2016 and was first traded at \$1.75. The share price growth and dividends paid represent a 122 percent compound annual return.

Collaborative marketing update

Kiwifruit New Zealand (KNZ) has approved 17 individual companies with export approvals for the 2018 export season.

Zespri Collaborative Marketing Manager Warren Young says these 17 companies operate 23 separate sales programmes, which vary in volume and brand. They often operate alongside a Zespri-run sales programme in the same market, he says.

KNZ's criteria for approving applications is largely based on successful applications meeting the test for wealth creation for New Zealand producers.

Warren – who provides liaison between collaborative marketers and Zespri markets – says since 2016 Zespri has been active in establishing collaborative marketing partnerships with other New Zealand export companies in order for them to undertake market development with Zespri brand Green and Gold kiwifruit. These partnerships cover Zespri brand kiwifruit sales in Thailand, Myanmar and Cambodia, Philippines, parts of Indonesia, Far East and West Russia and Pacific Islands. For 2018 three new partnerships will operate with European Union-based companies covering Baltic States, Slovenia, Bulgaria and Romania.

Following the approval by KNZ, Zespri is required to contract with each of these companies covering the various aspects of the programme arrangements. Where the approval is for a third party Gold sales programme there is not a financial component in the contract as the revenue from these programmes is not part of any Zespri growers' pool.

Background on Single Point of Entry

The Single Point of Entry or SPE is created by the Kiwifruit Industry Restructuring Act 1999 and the Kiwifruit Export Regulations 1999. Under the SPE, only Zespri and approved collaborative marketers can export kiwifruit to all countries around the world except Australia.

Under these Regulations, Kiwifruit New Zealand (KNZ) has the power to issue export approvals to exporters to operate sales programme in collaboration with Zespri. KNZ administers the annual application and approval process and independently determines if an application will be approved or declined.

Class 1 Fruit and Service Payments and Timings


(including Loyalty Premium)


The following charts show when Fruit and Service Payments (including Loyalty) are made throughout the season (to two decimal points).


Actual payments made YTD are above the dotted line with the average amount paid.

Payments yet to be made are indicated below the dotted line.

- Submit is paid in the early months when fruit is submitted into inventory
- Pack and Time, KiwiStart and Taste Zespri is paid on FOBS, i.e. when fruit is shipped. Some of the Supplier Accountability payments are subject to SLA terms

Zespri Green APRIL								
 ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / FOBS TE	% of Pool Paid YTD
Apr-17	\$2.25	\$0.02					\$2.27	22%
May-17		\$0.11					\$0.11	24%
Jun-17		\$0.10					\$0.10	25%
Jul-17		\$0.03	\$0.00	\$0.26	\$0.61		\$0.90	34%
Aug-17		\$0.15	\$0.18	\$0.42	\$0.20		\$0.96	43%
Sep-17		\$0.29		\$0.72	\$0.12		\$1.14	54%
Oct-17		\$0.38	\$0.27	\$0.32	\$0.18		\$1.14	66%
Nov-17		\$0.31	\$0.06	\$0.60	\$0.60		\$1.56	81%
Dec-17		\$0.18	\$0.02	\$0.05	\$0.43		\$0.67	88%
Jan-18			\$0.00			\$0.10	\$0.10	89%
Feb-18		\$0.00	\$0.00	\$0.00	\$0.50		\$0.50	94%
Mar-18			\$0.06		\$0.21		\$0.27	96%
Apr-18					\$0.10		\$0.10	97%
May-18					\$0.11		\$0.11	99%
Jun-18						\$0.15	\$0.15	100%
Paid YTD	\$2.25	\$1.56	\$0.59	\$2.37	\$2.95	\$0.10	\$9.82	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.11	\$0.15	\$0.26	
Total fruit and service payments - 2017/18 forecast							\$10.07	


Zespri Organic Green APRIL								
 ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / FOBS TE	% of Pool Paid YTD
Apr-17	\$2.25						\$2.25	19%
May-17		\$0.01					\$0.01	20%
Jun-17		\$0.07					\$0.07	20%
Jul-17		\$0.02	\$0.07	\$0.29	\$0.67		\$1.04	29%
Aug-17		\$0.11	\$0.15	\$0.46	\$0.92		\$1.64	43%
Sep-17		\$0.22		\$0.83	\$0.11		\$1.15	53%
Oct-17		\$0.24	\$0.24	\$0.23	\$0.73		\$1.43	66%
Nov-17		\$0.11		\$0.54	\$1.08		\$1.73	80%
Dec-17		\$0.11		\$0.03	\$0.78		\$0.92	88%
Jan-18			\$0.01			\$0.10	\$0.11	89%
Feb-18		\$0.00		\$0.00	\$0.66		\$0.66	95%
Mar-18					\$0.21		\$0.21	97%
Apr-18					\$0.12		\$0.12	98%
May-18					\$0.10		\$0.10	99%
Jun-18						\$0.15	\$0.15	100%
Paid YTD	\$2.25	\$0.89	\$0.47	\$2.38	\$5.26	\$0.10	\$11.35	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.10	\$0.15	\$0.25	
Total fruit and service payments - 2017/18 forecast							\$11.60	


Zespri Green14 APRIL								
 ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / FOBS TE	% of Pool Paid YTD
Apr-17	\$2.80	\$0.11					\$2.91	33%
May-17		\$0.10					\$0.10	34%
Jun-17		\$0.01					\$0.01	34%
Jul-17			\$0.70	\$0.68			\$1.38	50%
Aug-17			-\$0.05	\$0.68	\$0.18		\$0.81	59%
Sep-17		\$0.00		\$0.28	\$1.03		\$1.31	74%
Oct-17		\$0.00		\$0.00	\$0.83		\$0.83	84%
Nov-17				\$0.41	\$0.07		\$0.48	89%
Dec-17					\$0.22		\$0.22	92%
Jan-18						\$0.10	\$0.10	93%
Feb-18					\$0.17		\$0.17	95%
Mar-18					\$0.07		\$0.07	96%
Apr-18					\$0.12		\$0.12	97%
May-18					\$0.11		\$0.11	98%
Jun-18						\$0.15	\$0.15	100%
Paid YTD	\$2.80	\$0.22	\$0.65	\$2.05	\$2.69	\$0.10	\$8.52	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.11	\$0.15	\$0.26	
Total fruit and service payments - 2017/18 forecast							\$8.77	


Note

1. The submit and progress payments detailed in the tables are based on net submit trays.

- Progress will be paid in the remaining months at levels subject to Zespri Management approval
- Average payments per TE are based on the 2017/18 February forecast trays and actual payments to date
- YTD amounts for Pack and Time may move from previous *Kiwifliers* due to SLAs being paid late in a month.

Zespri TOTAL Gold and Organic Gold APRIL								
 ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Gold OB Premium	Loyalty Premium	Total payment / FOBS TE
Apr-17	\$2.80	\$0.16						\$2.96
May-17		\$0.13						\$0.13
Jun-17		\$0.19						\$0.19
Jul-17		\$0.04	\$0.00	\$0.93	\$0.89			\$1.87
Aug-17		\$0.29	\$0.18	\$1.46	\$0.33	\$0.02		\$2.29
Sep-17		\$0.41	\$0.02	\$1.78	\$0.20			\$2.41
Oct-17		\$0.05	\$0.24	\$0.05	\$0.61			\$0.95
Nov-17		\$0.00	\$0.02	\$1.06	\$0.54	\$0.01		\$1.62
Dec-17		\$0.01	\$0.00	\$0.00	\$0.56			\$0.56
Jan-18			\$0.01				\$0.10	\$0.11
Feb-18		\$0.00	\$0.00	\$0.00	\$0.51			\$0.51
Mar-18			\$0.00		\$0.16	\$0.00		\$0.16
Apr-18					\$0.12			\$0.12
May-18					\$0.11			\$0.11
Jun-18							\$0.15	\$0.15
Paid YTD	\$2.80	\$1.29	\$0.47	\$5.28	\$3.90	\$0.03	\$0.10	\$13.87
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.11	\$0.00	\$0.15	\$0.26
Total fruit and service payments - 2017/18 forecast							\$14.13	

Zespri Gold APRIL								
 ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Gold OB Premium	Loyalty Premium	Total payment / FOBS TE
Apr-17	\$2.80							\$2.80
May-17								\$0.00
Jun-17		-\$0.01						-\$0.01
Jul-17				\$1.23				\$1.23
Aug-17			\$0.07	\$1.23	\$0.51			\$1.81
Sep-17			\$0.01	\$1.33	\$0.94			\$2.27
Oct-17			\$0.08		\$0.64			\$0.71
Nov-17			\$0.04	\$0.95	\$0.35			\$1.34
Dec-17			\$0.00		\$0.50			\$0.49
Jan-18							\$0.10	\$0.10
Feb-18					\$0.49			\$0.49
Mar-18					\$0.14			\$0.14
Apr-18					\$0.10			\$0.10
May-18			\$0.03		\$0.14			\$0.17
Jun-18							\$0.15	\$0.15
Paid YTD	\$2.80	-\$0.01	\$0.19	\$4.73	\$3.66	\$0.00	\$0.10	\$11.48
Balance to pay	\$0.00	\$0.00	\$0.03	\$0.00	\$0.14	\$0.00	\$0.15	\$0.32
Total fruit and service payments - 2017/18 forecast							\$11.80	

Zespri Gold3 and Organic Gold3 APRIL								
 ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Gold OB Premium	Loyalty Premium	Total payment / FOBS TE
Apr-17	\$2.80	\$0.17						\$2.97
May-17		\$0.13						\$0.13
Jun-17		\$0.19						\$0.19
Jul-17		\$0.04	\$0.00	\$0.93	\$0.89			\$1.87
Aug-17		\$0.29	\$0.18	\$1.46	\$0.33	\$0.02		\$2.29
Sep-17		\$0.41	\$0.02	\$1.78	\$0.20			\$2.41
Oct-17		\$0.05	\$0.24	\$0.05	\$0.61			\$0.95
Nov-17		\$0.00	\$0.02	\$1.06	\$0.54	\$0.01		\$1.62
Dec-17		\$0.01		\$0.00	\$0.56			\$0.56
Jan-18			\$0.01				\$0.10	\$0.11
Feb-18		\$0.00	\$0.00	\$0.00	\$0.51			\$0.52
Mar-18			\$0.00		\$0.16	\$0.00		\$0.16
Apr-18					\$0.12			\$0.12
May-18					\$0.11			\$0.11
Jun-18							\$0.15	\$0.15
Paid YTD	\$2.80	\$1.30	\$0.47	\$5.28	\$3.90	\$0.03	\$0.10	\$13.88
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.11	\$0.00	\$0.15	\$0.26
Total fruit and service payments - 2017/18 forecast							\$14.14	

2. Rates per TE of \$0.00 have values of less than \$0.005.



The month ahead – May

There are three different stages most people will be at right now – you’re waiting to harvest; harvest is all done, you’ve applied your Psa protection and you’re reviewing this season’s outcomes; or you’ve moved on to thinking about next season. Check out the [complete version](#) of the Month Ahead for May on the Canopy website > Growing Kiwifruit > Orchard Management > The Month Ahead > The Month Ahead: May.

Waiting or in the midst of harvest?

Monitor maturity

Brix at harvest is an important indicator of the storage quality of your crop. Keep a close eye on brix and firmness - once an individual fruit reaches 8-9 brix, dry matter accumulation will slow or stop, so there is little point in holding out for more taste.

Be vigilant for exploding softs in Gold3 and manage them on the orchard rather than letting them get to the packing line.

Check residue test expiry date

If you’ve been waiting for harvest, check the date your residue test expires. These are only valid for 42 days. If yours expires soon, ask your packhouse to request another one as they can take up to 14 days to process.

Understand taste-by-size and crop size profile

There is often a strong relationship between fruit size and dry matter in Gold3. When only some of your size bands have cleared for harvest, it’s really important to understand the size profile of your crop in order to make good decisions about harvest. For example, if your 42s and 39s have not cleared, should you still harvest? If they only make up three percent of the crop, you might make a very different decision than if they made up 24 percent, particularly if holding out to get them cleared puts your larger sizes at risk in terms of storage quality.

Assess wood type performance

Just before harvest is also a great time to assess how different wood types have performed. Have a wander through the orchard, and check out how fruit size and crop load are different on various types of wood.

Harvest done and dusted?

Track your fruit using the Industry Portal

You can track your orchard’s performance (TZG, yield etc) down to a maturity area using Zespri’s Industry Portal on the Canopy website. You can even check out what you have in onshore

inventory and where in the world your fruit has been shipped to.

Post-harvest Psa-protection

Getting good coverage of fruit-stalk scars is important in protecting against Psa infection. Post-harvest applications of copper and Actigard (Actigard only if you’ve still got relatively good leaf condition) have been shown to reduce Psa symptoms in spring.

Review the season

Take some time to review your results before heading into next season. What were your targets at the start of the season? How have you performed against them?

Thinking about next season?

Begin planning for next season

- Assess pack-out results and identify constraints to production. Develop plans to address them next season
- How have the structures coped? Now is the time to identify low hanging areas and other maintenance issues that are most easily addressed over winter.

Winter pruning – it’s that time again!

1. What is your target?
2. Start tracking your winter temperatures as this can have a big impact on budbreak timing and flower numbers.
3. Specifications are really important. What do you expect your pruning team to deliver in terms of bud numbers and quality, cane spacing and wood types?

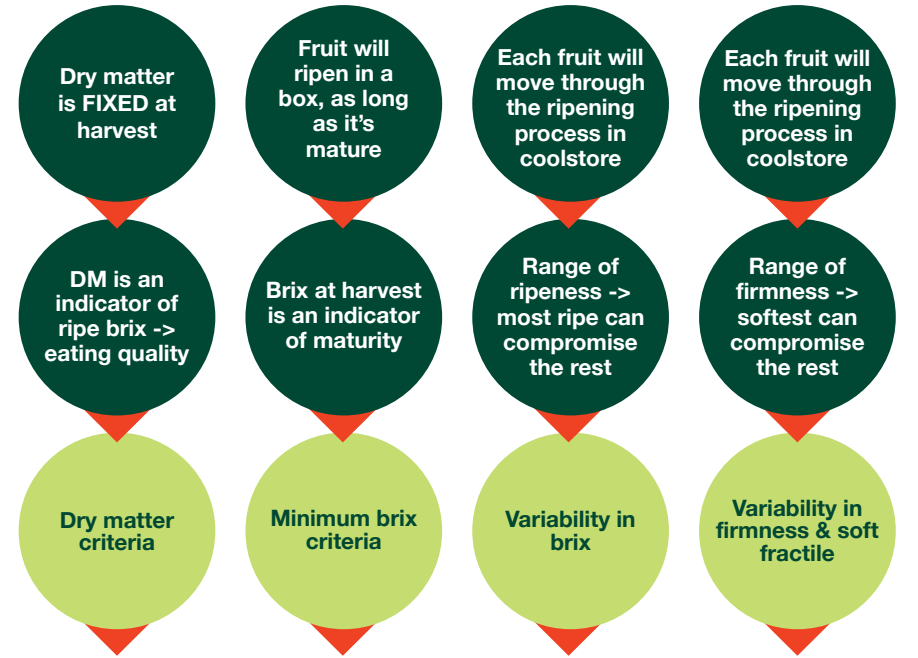
Bringing in plant material

Grafting a block to Gold3? Choose your best block to convert, not the worst one. If you need budwood, or replacement plants to fill gaps, make sure you know where you can source this plant material from - remember that there are movement controls in place to prevent the spread of Psa, including resistant strains.

Pre-harvest field days

The OPC team was busy with pre-harvest field days over the past month. They began back in late February over in the Eastern growing areas of Gisborne and Hawkes Bay and finished up in Nelson on 29 March.

During the field days, growers heard about kiwifruit physiology including how fruit matures and then ripens, the relationship between dry matter and brix, fruit quality risks, and how these things relate to the clearance criteria we have.



How our maturity criteria are influenced by ripening.

With the size to dry matter relationship in Gold3 and clearance by size, select picking is something gathering momentum. We don’t yet have any trial data on select picking (work is being done this year) so we asked growers in the crowd of their experiences and discussed the ‘Why, what, when, who and how’ of select picking. This is a summary of all the information we gathered before the field days from growers, contractors, post-harvest and market staff on select picking.

Finally, we discussed storage. The growth in the industry means we are going to have to store fruit for longer and therefore we wanted to introduce this topic at these field days. We presented the ‘Great kiwifruit storage podium’, which describes the characteristics

of bronze, silver and gold medal storing fruit and then expanded more on what makes a ‘gold medal storing crop’. In small groups, we worked through some real-life maturity report data from last season. This showed the 90 fruit sample moving through the ripening process across different ISO weeks and how the fruit can be classified in terms of storage (they move from bronze, to silver, to gold and back down to silver and bronze again). We then had the beauty of hindsight to discuss and decide the optimum point to pick when weighing up sizes cleared, variability in the sample and storage implications.

Feedback was really positive, with growers enjoying the small group work and topics covered. You can find all the field day resources on the Canopy website > Growing Kiwifruit > Orchard Productivity > OPC Events & Webinars > 2018 Pre-harvest field days.



Growers working in small groups at the Maketu pre-harvest field day.

Biochar: Contributing to sustainable orchard management

The kiwifruit industry has a significant number of producers focused on organic, biological and sustainable production, reflecting a commitment to the environment and consumer interest. Fundamental to these production systems is good soil management, in recognition of good soil quality as key to achieving healthy safe produce that underpins human well-being.

About a third of the world’s productive soils are now degraded, that is, not able to produce as they once did. There are many reasons for this, but one reason is that some modern intensive agricultural practices are ‘burning off’ soil carbon which is crucial to soil function. This is particularly evident in annual cropping systems but there is considerable scope to increase soil carbon levels across all farming systems. We must concentrate on using methods that lead to, and sustain, higher soil carbon levels, both for crop productivity and to replenish the huge volumes that have been lost to the atmosphere and are now contributing to climate change.

Biochar is charcoal made for incorporating into the soil and has been shown to be of great benefit for rejuvenating and sustaining

productive soils and hence crop yields. For example, it can enhance water and nutrient retention, stimulate microbial activity, and mitigate the effects of contaminated soils. In addition, it is a proven method for sequestering carbon and hence is a positive way to counter the increasing levels of greenhouse gases.

In May/June 2018 Trevor Richards from AllBlackEarth, a New Zealand biochar interest group, and Dennis Enright from New Zealand Biochar Ltd are conducting several biochar workshops in kiwifruit orchards and vineyards in Cromwell, Nelson, Waihi, Auckland and Gisborne. They will present a range of information along with practical demonstrations on how to make biochar using low-tech methods and subsequently priming the biochar with nutrients and incorporating it into the soil. This demonstration site can then be used as a focus for discussion in the future.

For more workshop information and bookings please visit the events website: allblackearthevents.org.nz

For further information about biochar please visit the AllBlackEarth website: www.soilcarbon.org.nz or email Dennis at nzbiocharltd@gmail.com or Trevor at trevor@soilcarbon.org.nz.



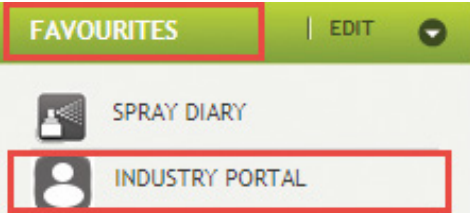
Creating biochar from grapevine prunings.



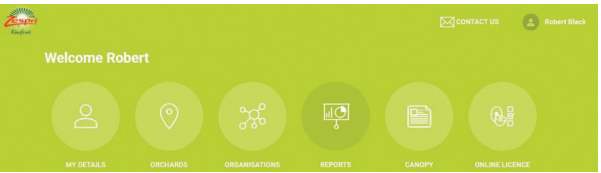
Industry Portal reports now live!

The Zespri Industry Portal has a new feature with reports about fruit harvested this season.

To access the reports, you'll need to log into Canopy and access the 'Zespri Industry Portal' link from your favourites section. (If 'Industry Portal' isn't added to your favourites, click 'edit' to add it).



These reports provide information about this season's crop and where it's gone. To access the reports click on the reports icon on the welcome page of the portal.



What will you see?

There are four report pages, each displaying different information. The data is updated frequently during KiwiStart, and weekly for the rest of the season. You can view orchard production data by maturity area for your own KPINs, and compare to total New Zealand Class1 fruit submitted by ISO week, along with the average TZG and dry matter percent for the season to date. You can also view shipped and in-store fruit data, where in the world your fruit has been shipped, which week and how much is still in store.

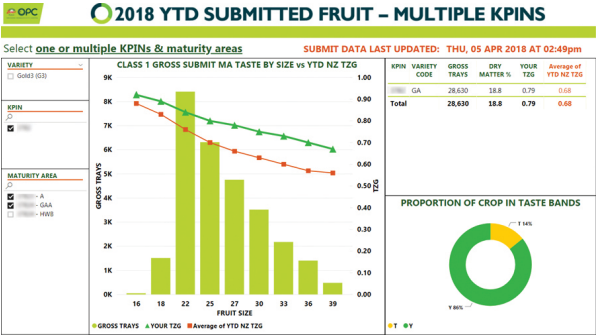
Submit year-to-date

A summary of the whole industry inventory. Filter by variety to see how much has been submitted in total for the year-to-date, the proportion of crop in each taste band, and average TZG by size across the whole inventory.

KPIN view

See data for KPINs you have authorised access to. Choose a variety, and then one or multiple KPINs/Maturity areas, to get a consolidated view of your crop.

This view is a great one to use if you've select picked - you'll see the overall size profile and taste of those areas.



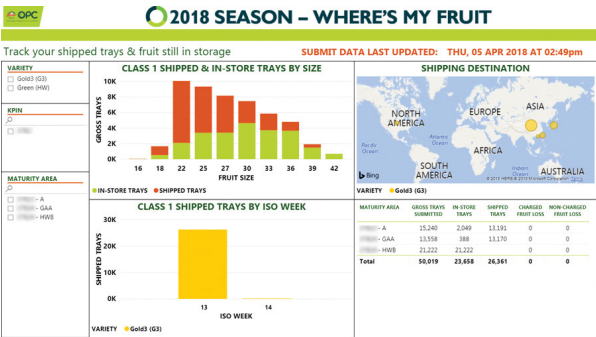
Maturity area view

Here's where you can see the finer detail of a single maturity area, one at a time.

Where's my fruit?

See your crop, how much is in store, what's been shipped, and where it's gone! Click on a size to see the detail of just that size, or on a week to see what was shipped that week. Every time you click into a graph, the rest of the page will update to show you that detail. This data is updated through the season, so you'll see your crop progressively being shipped out, as well as any fruit loss incurred.

You can view at any level - a single maturity area, a KPIN, or your whole enterprise. Use the filters on the left to select your preferred view.



Help and resources

Check out the Zespri Industry Portal page on Canopy for links, videos and the user guide as well as an explanation of Industry Portal Orchard Roles.

Post-harvest Actigard

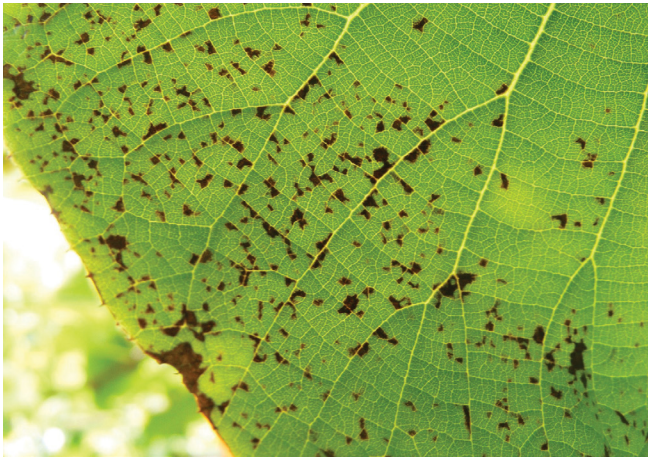
In the June/July edition of the Kiwifruit Journal we'll be updating you on the Gold Futures project (find a short summary from the Practical Science Update at Canopy > Growing Kiwifruit > Orchard Productivity > OPC Events & Webinars > 2017 Psa Practical Science Update part 4).

One of the key findings so far is that trap plants have shown that Psa inoculum is present in spring, early summer and at harvest. This means that now is an important time to keep up the Psa protectant spray programme.

We know the value of a post-harvest Actigard spray as a tool for autumn protection as long as you've still got active growth in the canopy. If you harvest early, you could get up to two applications on, but be careful of residues (especially if you're using the same sprayer for clean-up sprays on un-harvested blocks) and spray drift.

Remember that at this time canopies are still pretty heavy, so use full season water rates, not what you'd use to apply Actigard in spring. Remember that only four applications of Actigard are permitted from harvest to harvest. Check the Crop Protection Standard on the Canopy for updates.

If you have any questions about Actigard, talk to your agrichemical retailer.



Leaf spotting from Psa.

Drop Your Boss

Four years ago Blair Hamill competed in a charity boxing event. Now the Zespri Supply Chain Officer is on another mission to do good.

April marked the month in which our Zespri high flyer leapt out of a plan, and right out of his comfort zone – he confesses to not really liking heights.

While the jump has been and gone, and his nerves have settled, the opportunity to support his charitable fundraising remains.

His skydiving adventure is part of a -Graeme Dingle Foundation BOP Drop Your Boss event to support kids in Kiwi Can, Stars and Project K to transform young lives forever.

Donations of support can be made via givealittle up until 31 May. Blair's link for donations is <https://givealittle.co.nz/fundraiser/blair-hamill-drop-your-boss-bay-of-plenty-2018>.

Graeme Dingle Foundation BOP Trust founder Dan Allen-Gordon applauds the 20 Western Bay of Plenty community leaders who are took the leap to help young people in the community who can do with a helping hand.

"Kiwi Can has 2,600 children learning resilience, respect, integrity and positive relationships every week this year," says Dan.

"Stars has 435 Year 9 students mentored throughout the year by more than 100 Year 12 and 13 students. Project K, meanwhile, supports 24 low-efficacy Year 10 students for 14 months, achieving outstanding results."

Blair says skydiving has never featured on his bucket list, but he was happy to help out even though heights are not his thing.

"I'm not even that good at open balconies up high. But, I've committed now and actually like being pushed out of my comfort zone, especially if I can assist in making a positive difference to these children's lives. I like having an adrenalin rush too," he says.



Help support Bay of Plenty kids by donating Zespri Supply Chain Manager Blair Hamill's Givealittle page.



Contractor (vine work) registrations due by 20 May

If you are a contractor involved in vine-work and have not yet registered with Zespri, your registration needs to be completed before 20 May.

Please request a registration form by emailing compliance@zespri.com. Registrations need to be completed by anyone operating as a contractor whose activity involves working with the canopy (e.g. pruning or thinning). Upon registration you will be provided with further information about the GAP/GRASP programme.

Note: You do not need to register if you are already registered as a harvest contractor and have been audited. You will be able to update your registration details when our contractor registration portal is available later this year.

Industry Supply Group (ISG) meeting

The main agenda items to be discussed at the 17 May meeting are as follows:

- Period 1 operations
- Regional plans
- 2018 Updated generic services rates
- 2018 Maturity clearance and NIR auditing
- Advanced shipping SLA

The next meeting will be held 17 May.

TechWeek 2018 10 billion mouths

Zespri is participating in the TechWeek 2018 conference '10 billion mouths' on 23 May at the ASB Arena in Mount Maunganui. The conference is a one-day exploration of the future of food production, highlighting New Zealand agricultural innovation that's good for the world.

In addition to Zespri's workshop on 'building a high-value, global premium food brand', there is an excellent line-up of speakers and thought leaders in agri-business. Speakers include Arama Kukutai, a founder of Finistere Ventures (a pioneer in agriculture and food

technology). Other speakers include food strategist Dr Rosie Bosworth, the Callaghan Institute's Nicky Molloy, and venture capital investor Sanjeev Krishnan.

As a sponsor, Zespri is able to offer a 15 percent discount on tickets for growers and post-harvest industry companies who would like to attend. The regular ticket price is \$295. If you would like to book a ticket, visit the site <https://techweek.co.nz/whats-on/2018/10-billion-mouths-39/> and enter the code 'TW18partner'.



Are you a potential leader in the horticulture industry and do you want to upskill?

In these rapidly changing times horticulture needs leaders that have the confidence and skills to take the industry into the future. The HortNZ leadership programme will help prepare you or your employee to successfully capture the opportunities and address the challenges that are out there.

This programme will:

- Increase your confidence to take the lead and influence into the future
- Help you understand better what leadership is all about
- Develop 'ready to use' skills, such as communication, teamwork, critical thinking and problem solving
- Offer an awareness of strategy, and how to use it
- Provide a wider perspective and understanding on how to address industry issues-now and into the future

- Improve self-knowledge and personal planning
- Create opportunity to network and develop relationships with other like-minded emerging and influential current leaders.

It is in three phases:

1. Residential at Lincoln University: Thurs 6 Sept - Sun 9 Sept 2018
2. Non Residential: Self-directed learning - Sept to Oct 2018
3. Residential in Wellington: Tues 30 Oct to Thurs 1 Nov 2018

Registration fees: HortNZ is offering 12 scholarships that will meet all course fees and accommodation costs. In addition there will be up to six positions available for a fee of \$3,900 +GST.

Travel: Successful applicants will be called on to meet the travel costs of a trip to and from Lincoln University, Canterbury and one trip to and from Wellington.

For enquiries: Sue Pickering 021 938 825 or email leadership@hortnz.co.nz. Application forms can be downloaded from <http://www.hortnz.co.nz/our-work/people/hortnz-leadership-programme-2018/>.

Raising the floor in marketing

There was a good turnout in Te Puke on 13 April at a presentation to growers by Zespri's Marketing Leadership Team called 'raising the floor in marketing.' The session was kicked off by Zespri Chief Marketing Officer Jiunn Shih, who spoke about building a global brand for local consumers to unlock more value. Jiunn was supported by his team who delivered case studies from Germany, South-East Asia, Australia, Japan and China, looking at point of sales marketing, digital campaigns, and how we measure return on investment.

Takeaway messages included the need for the Zespri brand to be meaningful, different and salient; how a regionally-relevant global brand helps us to fulfil a "big, hairy, audacious" ambition; and how we are increasing demand by increasing appeal to market. Those gathered were entertained and educated by videos on China's 'Multiply the Goodness of Life' campaign, and Singapore's 'Breaking the Routine' campaign. Emotions drive brand choices and this was covered with an explanation about Needscope - a tool created

by psychologists to help understand people's emotional engagement. By identifying conscious and unconscious dynamics, it helps monitor whether specific advertising is meaningful for consumers, and tests whether Zespri is meeting its memorable and different aims. The team looked into the retail sector, especially the challenges of getting high-product visibility and the impressive merits of in-store displays. A recording of the presentation is available for growers to access on the Canopy.

Fruit fly risk not going away



The risk of one of our most unwanted pests, the fruit fly, is still top-of-mind with recent finds at our airports and incursions into previously pest-free areas of Australia.

Queensland Fruit Fly (QFF) control, surveillance and eradication activities continue in Tasmania. Biosecurity Tasmania has more than 100 staff working alongside stakeholders and industry representatives implementing a range of actions including baiting, spraying, trapping, inspecting, and monitoring.

South Australia has also been affected. They are managing an outbreak of Mediterranean Fruit Fly as well as QFF outbreaks in Adelaide, and an adult QFF found in a surveillance trap in Fremantle, Perth, sparked an eradication programme to prevent any further spread. Although no further flies have been found, there are still movement restrictions in place.

As part of control efforts in Adelaide two million sterile fruit flies have been airdropped over parts of the city in a bid to eradicate female flies - watch the flight video on KVH's Facebook and Twitter pages.

The high-risk entry period for fruit flies runs through to June. Continue to be on the lookout and report anything unusual.

While New Zealand does have a comprehensive surveillance programme in place for fruit fly, additional vigilance from growers adds another layer of protection.



Queensland Fruit Fly.

Contact Industry Liaison Team Leader Tom MacMorran (027 511 2005) or
Grower Liaison Managers: Sue Groenewald (027 493 1987),
Sylvia Warren (022 101 8550) or Jane Ritchie (027 511 1056).

Q.&A. from the field



Q1: Why has Eurofins not collected my clearance sample?

A1: Some stop sampling procedures are applied to orchards in order to protect Eurofins samplers. The most commonly encountered risks are:

- Dropped fruit on the ground - a significant amount of hard fruit on the ground
- Long grass (above 30cm – including headlands and access ways) restricting the visibility of the terrain (e.g. slopes, holes and debris). This does not apply to spray strips under the leaders or areas where the samplers will not be accessing
- Collapsed or damaged structures
- Spraying - if spraying is in progress, if there is a risk of spray drift from a neighbouring block or if a sampler suspects a block has just been sprayed
- Curtains that are too heavy or cumbersome to be lifted by samplers
- Reflective mulch or Extenday poses a risk if it is wet, the cloth is loosely laid, has holes in it or is uneven due to weeds/holes underneath
- Holes in the orchard that aren't identified by being flagged or marked
- Loose wire, guy wires, tee-pee strings, nooses at row ends or through canopy
- Aggressive or violent, growers or orchard contractors.

In all instances where the sampler visits the orchard and a sample cannot be taken, a sample collection fee will apply. Should a stop sampling incident occur on your orchard, Eurofins will contact your orchard representative. In some instances a Grower Liaison Manager may also be in touch to discuss with you what needs to be resolved. If you have any concerns around sampling on your orchard, please contact your Grower Liaison Manager.

Q2: Will Zespri supply budwood for grafting the 2018 licence release?

A2: Yes, Zespri will provide budwood to growers who do not have their own Gold3 budwood on their KPIN. In consultation with KVH, it was agreed Psa risk is reduced where a grower is practicably able to use their own budwood from their existing Gold3 at an individual KPIN level. Zespri will collect a provision of budwood for failed grafts in spring. However, where possible, growers are encouraged to collect a provision for themselves too. Zespri does not provide male budwood.

Growers who stated they were going to use their own budwood on their licence application, but now require budwood from Zespri, should phone Grower Liaison Manager Jane Ritche on 027 511 1056 to organise budwood.

Q3: My bid in the 2018 licence release was unsuccessful. Why has my cheque not been returned to me?

A3: In the case of unsuccessful tenders in the 2018 licence release, Cooney Lees Morgan will return all bank cheques to the unsuccessful bidders. However, all personal cheques will be destroyed by Cooney Lees Morgan and not returned to the bidder, unless otherwise requested on their application by the bidder.

Q4: Can I apply a post-harvest protectant sprays for Psa on the harvested blocks of my orchard which neighbours non-harvested blocks?

A4: Applications of post-harvest protectant sprays (i.e copper and Actigard) for Psa is a good idea, however extreme caution must be taken to avoid drift/spray tank contamination onto non-harvested crops nearby.

In the past, residues have been found on fruit in testing caused by these types of sprays drifting onto neighbouring blocks. The outcome of incidents can be varied and could range from the Ministry for Primary Industries requesting the crops be destroyed before harvest, to product recalls from offshore markets. In all instances, the grower remains responsible for these outcomes including any or all costs associated with required actions.

Growers considering applying post-harvest sprays, should take extra precaution around non-harvested crops to ensure drift does not occur and rinse spray tanks well before applying clean-up sprays. Share any concerns with the Zespri Crop Protection team.

Q5: I have taken multiple clearance tests. In the latest clearance test results, the TZG level has decreased from the previous tests. What will I be packed and paid on?

A5: The latest sample's taste band will be used for inventory segregation for all varieties. If a sample is below the minimum taste standard (MTS) but a previous sample has met the MTS, the taste band will default to M.

For Gold3, taste payments are calculated from the best sample. The highest sample for a maturity area is selected based on each sample's TZG by size and final gross submit – the sample that provides the highest gross submit weighted average TZG is selected as the best sample. For all other varieties, the taste payment will be calculated from the test with the highest TZG result.

Q6: I followed the Crop Protection Standard but Iprodione residue was found on my fruit this year. Why?

A6: Iprodione is a common residue that shows up across orchards in our residue screening programme and your orchard has probably had a low residue before. Products like Defence 500, Ippon 500 etc are widely used for sclerotinia and fruit drop in G14. In previous seasons, the Maximum Residue Limit (MRL) for Iprodione was high across all markets so any low residues found did not have any market restriction implications. This season, Europe have lowered their MRL for Iprodione causing market restrictions for even low level residues.

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FOR FURTHER INFORMATION OR FEEDBACK PLEASE CONTACT: THE ZESPRI GROWER SUPPORT CENTRE (0800 155 355)
P.O. BOX 4043, MOUNT MAUNGANUI, TEL. 07-572 7600, FAX 07-572 7646
www.zespri.com canopy.zespri.com EMAIL: contact.canopy@zespri.com

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Samurai to slay stink bug - have your say



BMSB is one the biggest biosecurity threats facing New Zealand and is frequently intercepted at our borders. It has the potential to cause significant economic damage to the horticulture industry and to home owners.

The Brown Marmorated Stink Bug (BMSB) Council, which KVH is a member of, has made an application to the Environmental Protection Authority (EPA) to release the Samurai Wasp to help combat a BMSB incursion should one be detected in New Zealand.

The wasp is a natural enemy of BMSB and it's effective in suppressing populations by up to 80% as the female wasp lays her eggs inside stink bug eggs, killing the stink bug in the process. It's tiny, the size of a pinhead and doesn't sting or bite humans or animals.

The application is seeking pre-approval because a quick release of large numbers of the wasp during the early phase of a BMSB incursion would be critical to eradication efforts. Even if eradication wasn't successful, early release and establishment of wasp populations would still reduce the likelihood of large populations of BMSB developing.

Control options are very limited, with use of broad-spectrum chemicals being one of the only tools currently available. The Samurai Wasp presents a targeted and self-sustaining

control tool that could be used and provides growers with an option other than increasing insecticide spray.

KVH is making a submission on behalf of the kiwifruit industry and we encourage growers to also have a say. Information is available on the KVH website at www.kvh.org.nz and if you have any questions please feel free to contact one of the KVH team on 0800 665 825.



The Brown Marmorated Stink Bug (BMSB).

Protecting orchards from Psa through autumn



Autumn is a high-risk period for Psa as cooler, wetter weather conditions favour multiplication and spread of disease.

Growers should step up protection in line with seasonal changes and:

- ensure young replacement plants and development blocks are protected with summer copper rates (as young plants are more vulnerable to Psa infection);
- apply copper to protect strung canes brought down through autumn and to ensure wounds are covered before high-risk weather occurs;
- apply a copper spray when weather and ground conditions allow. This will begin to rebuild protective cover across vines.

Immediately following harvest, growers should be getting copper spray programmes underway to help prevent Psa entering their vines through harvest wounds and leaf scars.

Incorporation of Actigard into a post-harvest programme will reduce the likelihood of disease symptoms appearing the following spring. See page 6 for more details.

For more information, refer to the Psa Best Practice Guide online at www.kvh.org.nz or contact KVH on 0800 665 825.



Apply spray when weather and ground conditions allow.

