

# kiwiflier



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## CELEBRATING 20 YEARS OF THE ZESPRI BRAND



Book now to be part of the week-long celebrations  
[www.zesprievents.co.nz](http://www.zesprievents.co.nz)  
See page two for more details on these events and more.



Monday 6 March, 9am–1:30pm  
'Women in Kiwifruit'



Sustainability Breakfast

Friday 10 March, 7–8:50am  
'Think Sustainability, Be Sustainable' breakfast



momentum  
2017 | CELEBRATING 20 YEARS OF DELICIOUSNESS

Friday 10 March, 9am–6pm  
Momentum conference – Celebrating 20 years of Deliciousness



Friday 10 March, 7–11:45pm  
Industry Gala Dinner and Hayward Medal award ceremony

# The Zespri brand turns 20 — book now for great events throughout the week 6-10 March

Celebrate the New Zealand kiwifruit industry's outstanding achievement and be at the events to mark the occasion.

## Monday 6 March Women in Kiwifruit, ASB Arena, 9am - 1.30pm

Women in the kiwifruit industry are invited to come along to further build a recently-established network that aims to connect women in the kiwifruit industry.

Facilitated by Zespri Director Teresa Ciprian, the event includes guest speaker Rebecca Keoghan (see biography below) talking about the benefits of a mentor/mentee programme.

The network aims to deliver a platform to build connections, share experiences and provide opportunities to further support the contribution of women in the kiwifruit industry. This session aims to develop the networks purpose and objectives and more.

Register now to join us for an inclusive, informing and inspiring morning.

Rebecca Keoghan is a member of the Dairy Women's network and was voted the 2016 Dairy Woman of the Year. Rebecca is passionate about rural life. She is Business Manager for Landcorp Farming, Director for Westland Milk Products, Director for Buller Holdings, Judge for the NZ Dairy industry awards, member of the OSPRI committee (Northern South Island) and Director of her own dairy business – Keoghan Farm – with her husband, Nathan.

Before moving to the West Coast in 2006, Rebecca completed a degree in Medical Science majoring in Haematology and Biochemistry and had been managing medical laboratories in NZ, London and Australia. The move to the West Coast kick-started her passion for dairy and she and her husband purchased their family farm to become proud 5th generation dairy farmers.

Rebecca has an Advanced Business Management diploma and an International Institute for Management Development (IMD) leadership diploma from Switzerland.

➤ **There are limited seats for this breakfast and it will fill fast. Please book online now at [www.zesprvents.co.nz/womeninkiwifruit](http://www.zesprvents.co.nz/womeninkiwifruit) to ensure you get a seat – no charge.**



Rebecca Keoghan

## Thursday 9 March Industry Challenge, Paengaroa School field, 11am – 4pm

The Industry Challenge has been revived for the 20 year celebrations, with 14 industry teams battling it out Top-Town-style for the title of 'Zespri Industry Challenge Champions'. Held at Paengaroa

School field, games include the inflatable rampage obstacle course, wobbly dragon and many more. It promises to be a fun-filled and highly competitive day.

Spectators are warmly welcome so anyone who is not in a team is invited to head down to the school field to cheer and catch up with people from across the industry.

May the best team win!



Team Kiwi Produce winners of the Industry Challenge in 2011 and current champions.

## Friday 10 March 'Think Sustainability, Be Sustainable' Breakfast, ASB Arena, 7–8:50am

With the ever-increasing focus customers and consumers place on brands being sustainable and in a world where businesses must be sustainable to survive, our industry must constantly measure our processes and be sure we continue to be world leaders in this space.

During the course of the two-hour breakfast, we will hear from sustainability leaders within our industry;

- Jayson Bengé - NZ Sustainability dashboard project
- Orchard management team – Baygold – Supreme winners of the 2016 BOP Balance environmental award
- Te Kaha Growers incorporated – A look at how trusts can support whole communities
- Trevelyan's Pack and Cool
- Zespri's Alice Moore - Sustainability drivers coming from our markets
- Zespri's Blair Hamill on the integrated global supply chain

➤ **There are limited seats for this breakfast and it will fill fast. Please book online now at [www.zesprvents.co.nz/sustainability](http://www.zesprvents.co.nz/sustainability) to ensure you get a seat. No charge.**

## Friday 10 March '2017 Momentum Conference – Celebrating 20 Years of Deliciousness', ASB Arena, 9am – 6pm

Celebrate the passion, expertise and vision behind our world-leading brand. The Momentum conference is your chance to hear global experts on trade, the economy and global agribusiness along with Zespri's leaders about their vision for your brand into the future.

This biannual event is the kiwifruit industry's day to look at what the future might hold and how our kiwifruit – Zespri Kiwifruit – will keep evolving to stay relevant.

The conference will involve global thought leaders on trade, economics, and agribusiness. Michael Every, Ian Proudfoot and Crawford Falconer will speak about the global risks and opportunities that impact our industry performance and strategy.



Speaker and economist, Michael Every

**Michael Every** is the Head of Financial Markets Research Asia-Pacific at Rabobank. Based in Hong Kong, he analyses the major developments in the Asia-Pacific region and contributes to the bank's economic research publications for customers and the media.

Michael has more than 17 years of experience working as an economist and strategist. Before Rabobank, he was a Director at Silk Road Associates, a strategy consultancy based in Bangkok. Before this, he was Senior Economist and Fixed Income Strategist at the Royal Bank of Canada based in both London and Sydney. Michael was also formerly an Economist for Dun & Bradstreet in London, covering ASEAN.

Michael holds a Masters degree in Economics (with distinction) from University College London.



Speaker and agribusiness specialist, Ian Proudfoot

**Ian Proudfoot** is Lead Partner at KPMG, based in Auckland. Ian joined KPMG London in 1992 and in 1996 was seconded to KPMG Auckland for 18 months. Ian was appointed a Senior Manager in 2000 and admitted to partnership in 2004, after completing a year-long secondment to Fonterra Group as Reporting Manager. Ian was appointed as Global Head of Agribusiness for KPMG in 2013. He is a Chartered Accountant and Registered Auditor.

Ian is the author of the KPMG Agribusiness Agenda, a series of thought leadership reports which have been produced annually since 2010. He is responsible for the development of KPMG New Zealand's agribusiness sector focus group.

Ian has presented extensively to audiences in NZ and internationally on the strategic opportunities and challenges facing agribusiness extensively. His particular focus is on exploring how food will be produced, processed, distributed and consumed into the future.

He has been described as one of New Zealand's leading food futurists and was rated as a leader of the pack in NZ's primary sector by Rural News for 2014.

Ian attended the NZ Primary Industry Bootcamp at Stanford University in California in 2014.



## Top 5 www.zespricanopy.com PAGES

1. Industry Portal
2. Standard Cost Models
3. Gold3 Taste by countsize – implications for decision making
4. Annual Registrations
5. Crop Protection Standard

Ian is also leading a project with a major NZ bank and industry partners to develop an urban agricultural experience centre and show farm in Auckland with a goal of showcasing to 25,000 urban kids a year about the contribution of the primary sector makes to NZ and the career opportunities it offers.



Speaker and trade expert, Crawford Falconer

**Crawford Falconer** is the Sir Graeme Harrison Professor of Global Value Chains and Trade at Lincoln University. One way or the other he has been working on international trade issues for the last 30 years. This has been inside the New Zealand Government, including as the Government's leading trade official and as Ambassador to the WTO. It has also been outside of government, including several years at the OECD and the Institute of Policy Studies. He has been an Independent Chair of a number of international trade negotiating bodies and an independent judge on a number of international trade disputes.

We will also hear from Zespri's senior leadership team.

- Chief Executive Lain Jager will focus on our current and future outlook
- President Sales and Marketing Dan Mathieson and General Manager Marketing Jiunn Shih will outline plans to support the industry's growth into the future
- General Manager Innovation Carol Ward will talk about driving innovation to keep the industry's competitive edge
- Chief Operating Officer Simon Limmer and General Manager Zespri Global Supply Sheila McMann-Morrison will focus on strengthening the global supply chain system and growing a strong year-round supply base.

Doors open from 7:45am. Please arrive by 8:30am to ensure you have collected your conference pack and have a seat by 8:50am. Please print your ticket and bring this with you to the event.

➤ **Get your tickets now at [www.zesprvents.co.nz/momentum2017](http://www.zesprvents.co.nz/momentum2017)**

## Friday 10 March Industry Gala Dinner and presentation of Fresh Carriers Hayward Medal 2017, ASB Arena, 7–11.45pm



The Industry Gala Dinner is the kiwifruit industry's event of the year – a chance to mingle with people from across the industry and celebrate the great people who've made the successful export industry we enjoy today.

The Fresh Carriers Hayward Medal, which was set up by IAC five years ago to recognise our industry's leaders, will be presented at the Industry Gala Dinner.

This gala dinner has become one of the standing events in the industry calendar with a great keynote speaker, entertaining music, dancing and plenty of time to socialise.

➤ **Get your tickets now at [www.zesprvents.co.nz/galadinner](http://www.zesprvents.co.nz/galadinner)**



# Grower Roadshows to review 2016 and outlook for the season ahead

Zespri’s first grower roadshows of 2017 run from 23 February to 3 March, with opportunities to hear from Zespri Executive about the 2016 season close, February forecast and the outlook for this season and the longer term.

A provisional schedule is provided – please mark the date of the meeting nearest to you. We will provide a final schedule and itinerary to growers during February.

Week 1	Venue	Time
Thursday 23 February	Nelson Top 10 Holiday Park, 10 Fearon Street, Motueka	11am – 1pm
Week 2		
Monday 27 February	Hawke’s Bay The Duke of Gloucester, 389 Gloucester Street, Taradale	10:15am – 12:15pm
	Gisborne Bushmere Arms Hotel, Main Road, Waerengahika	5 – 7pm
Tuesday 28 February	Opotiki Opotiki Golf Club, Fromow Road, Opotiki	10am – 12pm
	Edgecumbe Awakeri Events Centre, Edgecumbe	2 – 4pm
Wednesday 1 March	Te Puke The Orchard, 20 MacLoughlin Drive, Te Puke	10am – 12pm
	Tauranga Village Hall, Historic Village, Tauranga	2 – 4pm
	Katikati Katikati Rugby Club, Moore Park, Fairview Road, Katikati	6 – 8pm
Thursday 2 March	Kerikeri The Centre, 43 Cobham Road, Kerikeri	9:45 – 11:45am
	Whangarei A’Fare, 197 Lower Dent Street, Whangarei	1:30 – 3:30pm
Friday 3 March	Auckland Counties Inn, 17 Paerata Road, Pukekohe	10am – 12pm
	Waikato Prince Albert, Victoria Street, Cambridge	2:30 – 4:30pm

## Gold3 Licence Release 2017: Summary of mechanism and process

Following the November 2016 Board decision to release 400 hectares of Gold3 licence in 2017, the Licence Application Overview and Rules (LAOR) will be published on the Canopy website on **15 February**.

Please note:

- As per the timetable below that the application window does not open until **1 March**
- This year the Licence Application Overview and Rules will not be posted to growers. Instead growers will be available to view and download the document from the Canopy website.

### 2017 Online Licence Application

There are two ways growers can apply for licence this year.

- Complete the application online using the Industry Portal from 1 March until 5pm on 15 March (see instructions below). Using this options means all your KPIN and legal entity details will be available for you to select and will pre-populate on the form. A copy of your application will then be emailed to you so you can view and finalise your bidding details, and post with your deposit to Cooney Lees Morgan – see below.
- Download the application form from the Canopy website, complete the details application manually and post to Cooney Lees Morgan – see below.

Both options still require applicants to print and post a copy of their application form, along with their deposit, to Cooney Lees Morgan before 5pm on 15 March.

Applying online:

Log into the Canopy website and navigate to the Industry Portal. Click on the Online Licence tab as below and complete your details. Remember this option is available only from 1 March to 15 March.



### Gold3 licence release process 2017

The 2017 licence release process retains the outcome that at least 200Ha of the licence will be successfully bid for by existing Hayward or Green14 growers. All bids will be classified as either a Restricted Closed Tender Bid (i.e. producing Hayward/Green14) or Unrestricted Closed Tender Bids as in 2016. However, several elements of the process have been altered, the most significant being that a single bidding pool of Restricted and Unrestricted will be run, rather than two. This concept is explained below.

Key changes in the 2017 compared to 2016 are:

- No deferred payment terms offered – 25% due upon application and the balance is due the 28 July 2017
- A maximum of 20Ha in total may be successfully bid by any legal entity (whether Restricted or Unrestricted bids)
- A ‘use it or lose it’ grafting requirement expiring 31 January 2019 will apply to all licences issued in 2017
- A single bidding pool will be used to rank the bids, but successful Unrestricted bids will be limited to 200Ha. This means that Restricted bids (Hayward/Green14 cutover growers) will be allocated at least 200Ha, and may be more, but never less. Unrestricted bids will have a maximum allocation limit of 200Ha, and may be allocated less depending on bid prices.

The LAOR document contains the rules and the application forms for each of the allocations. All growers considering making an application for licence are encouraged to inform themselves, seek appropriate advice and read the LAOR before applying.

### Licence allocation timeline:

Date	Action
20 November 2016	Board confirmed release mechanism
15 February 2017	Licence Application Overview and Rules published
1 March 2017	Application process opens
15 March 2017	Closing date for bids. Applications must be received by Cooney Lees Morgan before 5pm
29 March 2017	Pre-validation and collation of all bids completed by Cooney Lees Morgan
30 March 2017	Evaluation panel makes decisions regarding allocation of licences and successful bidders notified as soon as possible thereafter
5 April 2017	Deposit cheques banked
18 April 2017	Licence packs distributed
28 July 2017	Balance of settlement monies due

For assistance with the online licence application, application process or LAOR download, please contact the Zespri Grower Contact Centre on 0800 155 355 or by emailing [contactcanopy@zespri.com](mailto:contactcanopy@zespri.com). Alternatively, contact your Zespri Grower Liaison Manager.

## Don’t take imported kiwifruit onto your orchard!



Fresh produce, especially imported fruit, can host some of the industry’s most significant biosecurity threats. While pre-border and border measures are in place to reduce the risk of pests entering on this pathway, some risk remains and always will as this is a reality of trade. Growers can strengthen the system and further **reduce the risk by not taking imported fruit into orchards or discarding waste material near vines**.

In many cases, an unwanted organism will not survive if it happens to penetrate our borders unless it comes into contact with host material – so don’t give it a helping hand.

There are three key biosecurity threats to watch out for during our summer months:

- White Peach Scale** is a serious biosecurity threat to our kiwifruit industry and may arrive on imported fruit. If it comes into contact with host material, it is likely to establish as our climate is suitable and there is plenty of host material for it to live off. It infects bark, fruit and leaves, with scale insect feeding resulting in early leaf or fruit drop which can impact production by up to 20 percent.
- Brown Marmorated Stink Bug** (BMSB) is one of the greatest biosecurity threats facing New Zealand right now. BMSB feed on a wide range of fruit, piercing the surface of the fruit and sucking out juices while injecting saliva which causes rotten fruit. The major difficulty with BMSB is that they are a proficient hitchhiker and can arrive on almost any pathway, including fruit, but also machinery, containers, wood, cars and items purchased online.

- Three species of **fruit fly** have been identified as a considerable threat to our kiwifruit industry – Oriental, Mediterranean and Queensland. As we have experienced previously, a fruit fly incursion can result in serious market access restrictions even when it occurs in an urban area. An incursion in a kiwifruit production region would be severe. Passengers are the highest risk pathway for fruit fly, however fruit fly larvae could arrive in imported fruit too.

KVH has been working with fruit importers to raise awareness of biosecurity threats and identify steps they can take to mitigate risk. Before Christmas, KVH visited several of these importers to distribute awareness posters for importers to display in their facilities. We are pleased to report a high level of cooperation and support from these importers in these activities. Visit [www.kvh.org.nz/offshore\\_risks](http://www.kvh.org.nz/offshore_risks) to learn more about these threats and other potential biosecurity threats to the New Zealand kiwifruit industry.

IF YOU FIND ONE OF THESE

BROWN MARMORATED STINK BUG

CALL MPI HOTLINE  
0800 80 99 66

KVH [kvh.org.nz](http://kvh.org.nz)  
0800 665 825

## GAP water testing requirements

With harvest starting shortly, all growers should have completed their GAP inspection for the season.

Some growers may not have completed their water testing requirements yet, so to recap:

- Unless using town water supply, every orchard must test the water source they use if the water comes in contact with fruit at any time i.e. spraying, frost protection, overhead irrigation.
  - Orchards that use town water supply must be able to demonstrate it has been tested i.e. by the council.
- The water test should be taken from the point of use i.e. the sprayer fill point.
- The water test should be done while there is fruit on the vine, any time after fruitset.

The water test result may require growers to take some actions. While there are no set actions required by GlobalGAP, Zespri recommends the following:

- Result <100cfu (colony-forming units) – no action required
- Result between 100cfu and 1000cfu – action should be considered

- Growers should revisit their ‘Water Risk Assessment’ and try to determine why there was a result between 100-1000cfu. Is there anything you can do reduce the risk or reduce the result? For example:

- Look at treating the water source, flush the storage tank, re-test the water at a later date, do not use the water within 14 days of harvest
- Action or reasons justifying non-action must be recorded in the Water Risk Assessment Form
- Result above 1000cfu – high risk (exceeds World Health Organisations maximum threshold) – do not use this water
  - Water must be re-tested, treated and proven safe results returned or not used at all. Find an alternative water source with an acceptable water test result. Remember, the most critical high risk period for water use on fruit is the period within 14 days of harvest. If you have concerns about water quality during these final weeks before harvest, consider either not using the water or finding an alternative water source.

For further enquires please contact Zespri Market Assurance Analyst Kate McDermott by emailing [Compliance.Mail@zespri.com](mailto:Compliance.Mail@zespri.com).

# Financial Commentary

## Progress Payments

Progress payments have been calculated to ensure cash is returned to the grower as quickly as possible and fairly across all sizes. Payments have been set so that the percentage of total fruit and service payments across the sizes are equal where possible. The rates have been set without direct reference to the size ratios.

Sizes will not receive a progress payment where the percentage of total fruit and service payments paid to date are higher than the other sizes in the same pool

## February 2017 Approved Progress Payments on Net Submit Trays

Approved per tray progress payments for 15 February 2017 have been approved:

<b>Class 1</b>	
Zespri Green	\$0.28
Zespri Organic Green	\$0.62
Zespri Gold	\$0.55
Zespri Gold3 & Organic Gold3	\$0.36
Zespri Green14	\$0.40
<b>Class 2</b>	
Family Kiwi Green	\$0.14
Family Kiwi Organic Green	\$1.05
<b>Non-Standard Supply</b>	
Zespri Organic Green 46	\$0.98

## March 2017 Indicative Progress Payments on Net Submit Trays

Indicative per tray progress payments for 15 March 2017 have also been approved:

Class 1	
Zespri Green	\$0.10
Zespri Organic Green	\$0.10
Zespri Gold	\$0.09
Zespri Gold3 & Organic Gold3	\$0.10
Zespri Green14	\$0.10



# 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 (as at 15 January 2017) are above the dotted line with the average amount paid.


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


- Advance 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									
	ISO Month	Submit	Pack and Time	Kiwifruit Accountability Intercheck	Taste Zespri	Progress	Loyalty Premium	Total payment / FOB'S TE	% of Pool Paid YTD
	Apr-16	\$2.25	\$0.01					\$2.26	29%
	May-16		\$0.07					\$0.07	30%
	Jun-16		\$0.07					\$0.07	31%
	Jul-16		\$0.04		\$0.19	\$0.21		\$0.44	37%
	Aug-16		\$0.12	\$0.17	\$0.31	\$0.12		\$0.71	46%
	Sep-16		\$0.19		\$0.25	\$0.33		\$0.78	57%
	Oct-16		\$0.31	\$0.19	\$0.17	\$0.35		\$1.01	70%
	Nov-16		\$0.49	\$0.04	\$0.43	\$0.14		\$1.10	84%
	Dec-16		\$0.25	\$0.02	\$0.05	\$0.05		\$0.38	89%
	Jan-17						\$0.10	\$0.10	90%
	Feb-17			•		\$0.28		•	•
	Mar-17					\$0.10		•	95%
	Apr-17					•		•	•
	May-17					•		•	•
	Jun-17						\$0.15	•	100%
	Paid YTD	\$2.25	\$1.54	\$0.41	\$1.41	\$1.20	\$0.10	\$6.91	
	Balance to pay	\$0.00	\$0.00	\$0.03	\$0.00	\$0.57	\$0.15	\$0.75	
	Total fruit and service payments - 2016/17 Forecast								\$7.66

Zespri Organic Green									
	ISO Month	Submit	Pack and Time	KiwiStart Accountability Intercheck	Taste Zespri	Progress	Loyalty Premium	Total payment / FOBs TE	% of Pool Paid YTD
	Apr-16	\$2.25	\$0.00					\$2.25	24%
	May-16		\$0.02					\$0.02	24%
	Jun-16		\$0.03					\$0.03	24%
	Jul-16		\$0.03		\$0.25	\$0.36		\$0.64	31%
	Aug-16		\$0.11	\$0.31	\$0.41	\$0.70		\$1.54	47%
	Sep-16		\$0.20		\$0.38	\$0.26		\$0.84	56%
	Oct-16		\$0.30	\$0.34	\$0.24	\$0.46		\$1.33	70%
	Nov-16		\$0.31		\$0.54	\$0.65		\$1.49	86%
	Dec-16		\$0.06		\$0.01	\$0.10		\$0.17	87%
	Jan-17						\$0.10	\$0.10	89%
	Feb-17			•		\$0.62		•	•
	Mar-17					\$0.10		•	95%
	Apr-17					•		•	•
	May-17					•		•	•
	Jun-17						\$0.15	•	100%
	Paid YTD	\$2.25	\$1.06	\$0.65	\$1.82	\$2.53	\$0.10	\$8.42	
	Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.94	\$0.15	\$1.09	
	Total fruit and service payments - 2016/17 Forecast								\$9.51

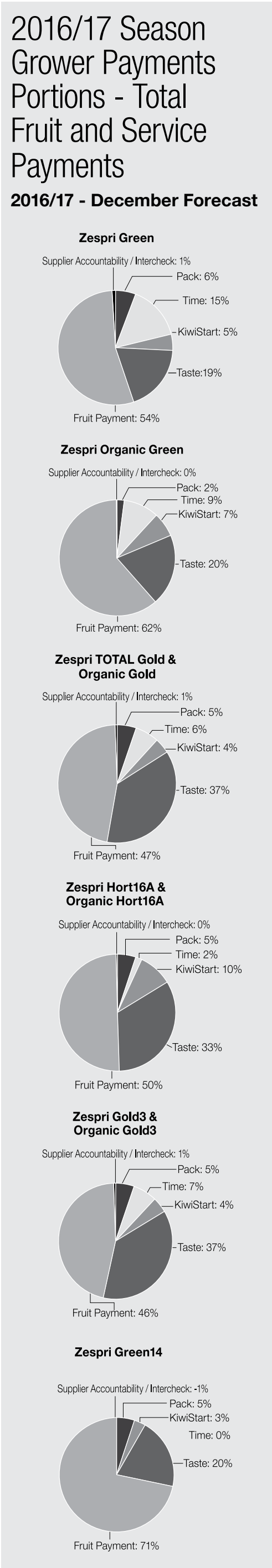
Zespri Green14									
	ISO Month	Submit	Pack and Time	KiwiStart Accountability Intercheck	Taste Zespri	Progress	Loyalty Premium	Total payment / FOBS TE	% of Pool Paid YTD
Apr-16	\$2.80	\$0.11						\$2.91	31%
May-16		\$0.21						\$0.21	33%
Jun-16		\$0.11						\$0.11	35%
Jul-16		\$0.02			\$0.66	\$0.18		\$0.86	44%
Aug-16		\$0.01	-\$0.05		\$0.67	\$0.37		\$1.00	55%
Sep-16		\$0.00			\$0.13	\$1.34		\$1.47	70%
Oct-16				\$0.37		\$0.38		\$0.75	78%
Nov-16					\$0.36	\$0.47		\$0.83	87%
Dec-16		\$0.00			\$0.00	\$0.30		\$0.30	91%
Jan-17							\$0.10	\$0.10	92%
Feb-17				•		\$0.40		•	•
Mar-17						\$0.10		•	97%
Apr-17						•		•	•
May-17						•		•	•
Jun-17							\$0.15	•	100%
Paid YTD	\$2.80	\$0.46	\$0.32	\$1.82	\$3.04	\$0.10		\$8.55	
Balance to pay	\$0.00	\$0.00	-\$0.06	\$0.00	\$0.68	\$0.15		\$0.77	
Total fruit and service payments - 2016/17 Forecast								\$9.32	

Zespri Total Gold and Organic Gold										
	ISO Month	Submit	Pack and Time	Kiwifruit Accountability Intercheck	Taste Zespri	Progress	Gold OB Premium	Loyalty Premium	Total Payment / FOBSTE	% of Pool Paid YTD
	Apr-16	\$2.80	\$0.10						\$2.90	24%
	May-16		\$0.14						\$0.14	25%
	Jun-16		\$0.22						\$0.22	27%
	Jul-16		\$0.06		\$0.90	\$0.37			\$1.33	37%
	Aug-16		\$0.24	\$0.24	\$1.25	\$0.52	\$0.02		\$2.28	56%
	Sep-16		\$0.33	\$0.01	\$1.20	\$0.56			\$2.10	73%
	Oct-16		\$0.20	\$0.31	\$0.14	\$0.52			\$1.18	82%
	Nov-16		\$0.09	\$0.01	\$0.93	\$0.08	\$0.01		\$1.12	92%
	Dec-16		\$0.03	\$0.00	\$0.00	\$0.07			\$0.10	92%
	Jan-17							\$0.10	\$0.10	93%
	Feb-17			•		\$0.36			•	•
	Mar-17					\$0.10	\$0.00		•	97%
	Apr-17					•			•	•
	May-17					•			•	•
	Jun-17							\$0.15	•	100%
	Paid YTD	\$2.80	\$1.41	\$0.57	\$4.44	\$2.13	\$0.03	\$0.10	\$11.48	
	Balance to pay	\$0.00	\$0.00	\$0.02	\$0.00	\$0.64	\$0.00	\$0.15	\$0.82	
	Total fruit and service payments - 2016/17 Forecast									\$12.30

Zespri Hort16A and Organic Hort16A										
	ISO Month	Submit	Pack and Time	KiwiStart Accountability Intercheck	Taste Zespri	Progress	Gold OB Premium	Loyalty Premium	Total payment / FOB'S IE	% of Pool Paid YTD
	Apr-16	\$2.80	\$0.13						\$2.93	27%
	May-16		\$0.13						\$0.13	28%
	Jun-16		\$0.26						\$0.26	30%
	Jul-16		\$0.02		\$0.96	\$0.29			\$1.27	42%
	Aug-16		\$0.02	\$0.40	\$1.03	\$0.12			\$1.56	56%
	Sep-16		\$0.19		\$0.78	\$0.85			\$1.82	72%
	Oct-16			\$0.70		\$0.23			\$0.93	81%
	Nov-16				\$0.75	\$0.26			\$1.00	90%
	Dec-16		\$0.00	\$0.00		\$0.09			\$0.09	91%
	Jan-17							\$0.10	\$0.10	92%
	Feb-17			•		\$0.55			•	•
	Mar-17					\$0.09			•	97%
	Apr-17					•			•	•
	May-17					•			•	•
	Jun-17							\$0.15	•	100%
	Paid YTD	\$2.80	\$0.74	\$1.10	\$3.51	\$1.85	\$0.00	\$0.10	\$10.09	
	Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.77	\$0.00	\$0.15	\$0.92	
	Total fruit and service payments - 2016/17 Forecast									\$11.01

Zespri Gold3 and Organic Gold3										
	ISO Month	Submit	Pack and Time	KiwiStart Accountability Intercheck	Taste Zespri	Progress	Gold OB Premium	Loyalty Premium	Total payment / FOBs TE	% of Pool Paid YTD
Apr-16	\$2.80	\$0.10							\$2.90	23%
May-16		\$0.14							\$0.14	25%
Jun-16		\$0.22							\$0.22	26%
Jul-16		\$0.06			\$0.90	\$0.37			\$1.33	37%
Aug-16		\$0.25	\$0.23	\$1.26	\$0.54	\$0.02			\$2.31	56%
Sep-16		\$0.33	\$0.01	\$1.22	\$0.55				\$2.11	73%
Oct-16		\$0.21	\$0.30	\$0.15	\$0.53				\$1.19	82%
Nov-16		\$0.09	\$0.01	\$0.94	\$0.08	\$0.01			\$1.13	92%
Dec-16		\$0.03	\$0.00	\$0.00	\$0.07				\$0.10	92%
Jan-17								\$0.10	\$0.10	93%
Feb-17				•		\$0.36			•	•
Mar-17						\$0.10	\$0.00		•	97%
Apr-17						•			•	•
May-17						•			•	•
Jun-17								\$0.15	•	100%
Paid YTD	\$2.80	\$1.44	\$0.55	\$4.47	\$2.14	\$0.03	\$0.10	\$11.53		
Balance to pay	\$0.00	\$0.00	\$0.02	\$0.00	\$0.64	\$0.00	\$0.15	\$0.81		
Total fruit and service payments - 2016/17 Forecast									\$12.34	





# Progress payments by size grouping

Class 1 - Approved Progress Payment 15 February 2017	Average on Net Submit	Average on trays paid	18/22	25/27	30/33	36	39	42
Zespri Green	\$0.28	\$0.27	\$0.50	\$0.14	\$0.34	\$0.30	\$0.30	\$0.05
Zespri Organic Green	\$0.62	\$0.60	\$1.71	\$1.22	\$0.70	\$0.52	\$0.52	\$0.21
Zespri Gold & Organic Gold	\$0.55	\$0.60	No Payment	\$1.02	\$0.75	\$0.04	\$0.40	No Supply
Zespri Gold3 & Organic Gold3	\$0.36	\$0.36	\$0.38	\$0.36	\$0.32	\$0.24	\$0.74	\$0.46
Zespri Green14	\$0.40	\$0.40	\$0.54	\$1.10	\$0.70	\$0.25	\$0.25	\$0.23

Class 1 - Indicative Progress Payment 15 March 2017	Average on Net Submit	Average on trays paid	18/22	25/27	30/33	36	39	42
Zespri Green	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10
Zespri Organic Green	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10
Zespri Gold & Organic Gold	\$0.09	\$0.10	No Payment	\$0.10	\$0.10	\$0.10	\$0.10	No Supply
Zespri Gold3 & Organic Gold3	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10
Zespri Green14	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10

- Notes
1. Progress payments are paid on submitted trays and reversed for onshore fruit loss.
  2. Net Submit trays = gross submitted trays less onshore fruit loss trays.

Family Kiwi - Approved Progress Payment 15 February 2017	Average on Net Submit	Average on trays paid	22	27	30	33	36	39	42
Family Kiwi Green™	\$0.14	\$0.29	No Payment	No Payment	No Payment	\$0.28	\$0.26	\$0.38	No Payment
Family Kiwi Organic Green™	\$1.05	\$1.05	\$1.10	\$1.00	\$1.47	\$1.01	\$0.94	\$0.42	\$0.13

Non-Standard Supply - Approved Progress Payment 15 February 2017	46
Zespri Organic Green	\$0.98

## Briefs

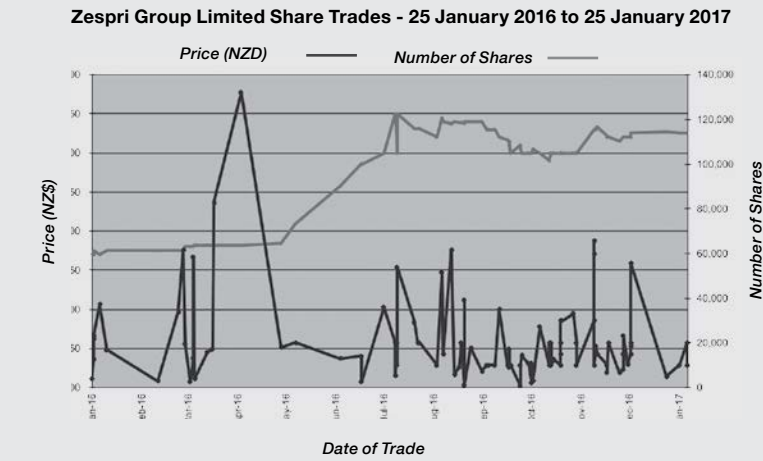
### Share Briefs

As at **1.30pm on 25 January**, the last Zespri share price trade was **\$3.25** traded on **25 January**. There were **eight** buyers at **\$3.20, \$3.18, \$3.15, \$3.12, \$3.10, \$3.07, \$3.05 and \$3.00**. There were **11** sellers at **\$3.25, \$3.27, \$3.29, \$3.30, \$3.35, \$3.39, \$3.40 and \$3.50**.

To trade Zespri shares please contact one of the registered Unlisted\* brokers. For more information please visit the Canopy > Growing Kiwifruit > Working with Zespri > Shares

For all other general shareholder enquiries, please contact the Zespri Grower Contact Centre on 0800 155 355.

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



- 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.unlisted.co.nz>. The Zespri Group Limited listing code is 'ZGL'.
- The Unlisted website shows:
- Latest Prices: and
  - Market Depth: to see the parcels of shares for sale and the parcels and price that buyers are seeking; and,
  - Last 10 trades: and
  - Market Announcements

Below is the current Market Depth information as at **25 January 2017**.

Quote Line at Wed 25 Jan at 12:50pm								
Code	Bid (\$)	Offer (\$)	Last (\$)	At	High (\$)	Low (\$)	Volume	Value (\$)
ZGL	3.200	3.25	3.25	1/25/2017 10:43	3.25	3.25	30000	97,500.00

Market Depth					
BIDS			OFFERS		
Orders	Quantity	Price (\$)	Price (\$)	Quantity	Orders
1	20,000	3.200	3.250	10,000	1
1	20,000	3.180	3.270	10,000	1
1	15,000	3.150	3.290	34,460	1
1	10,000	3.120	3.300	39,080	1
1	10,000	3.100	3.350	20,000	1
1	25,000	3.070	3.390	9,680	1
1	30,000	3.050	3.400	48,040	1
1	50,000	3.000	3.500	89,690	4

Last 10 Trades				
	Date/Time	Quantity	Price (\$)	Value (\$)
	1/25/2017 10:43	10,000	3.25	32,500.00
	1/25/2017 9:48	20,000	3.25	65,000.00
	1/20/2017 16:08	10,000	3.25	32,500.00
-	1/12/2017 14:42	5,000	3.27	16,350.00
-	12/21/2016 16:17	55,890	3.25	181,642.50
-	12/21/2016 16:17	20,000	3.23	64,600.00
-	12/21/2016 16:17	18,715	3.20	59,888.00
-	12/21/2016 11:01	15,000	3.20	48,000.00
-	12/19/2016 9:01	10,250	3.20	32,800.00
	12/16/2016 9:19	23,415	3.20	74,928.00

**Director share trading**

For the month of January (as at **25 January**), there were **211,245** 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.





## Girdling and Goldilocks – getting it just right

Just like Goldilocks, when you're girdling it's really important to get things just right. Girdle too shallow, and you'll miss out on most of the benefit. Girdle too deep, and you risk real damage to your vines. But get it just right and you're on to a good thing. While it's an inexpensive job to do, it's worth spending a bit extra on supervision to get it right and quickly pick up any errors in technique.

Find, mark clearly, and ensure that you don't girdle sick or stressed vines. Only girdle in good weather and keep up the tool hygiene to mitigate the risk of spreading Psa from vine to vine.

Ideal timing is at least 30 days before harvest, and if planning two girdles for dry matter, another month before that. This

usually works out at mid-January to late February - any timing within this period gives pretty similar results. A double trunk girdle has proven particularly effective for Gold3 - the jury's still out for Hayward on whether you continue to accumulate dry matter.

As summer progresses, monitor dry matter accumulation, as well as the progression of healing of girdles. If girdles are healing particularly fast (driven by lots of carbohydrate accumulation in the canopy, or warm moist environmental conditions), consider re-opening, or creating a new girdle, but don't leave it too late – once it gets cold or you harvest the crop, healing slows dramatically.



Left: Girdling done right - the square cut out easily with a knife is at the same depth as the girdle. Right: Too deep - the triangle removed with a knife is the correct depth.

## Irrigation and seasonal weather update

During summer, it's important to maintain an even soil moisture level to promote fruit development. To maintain cell division and expansion of these cells - and increase fruit size - the vine needs water. A lack of water can lead to a significant decrease in fruit size potential.

In the deep volcanic soils of many Bay of Plenty orchards, this is often not an issue, but for many growers around the country on shallow or heavy soils, irrigation management is a major activity over summer. An additional challenge this season comes from last winter which saw soils often waterlogged and subsequent root death means that vines are probably more sensitive to soil moisture deficits this year than in other seasons. This makes irrigation management even more challenging.

New Zealand had its hottest year ever recorded last year, and as at Monday 16 January, all growing areas had a soil moisture deficit greater than the long-term average for this date, and for the same time last year. Many growers in Hawkes Bay and Poverty Bay already have significant water restrictions which again adds to the challenge of keeping vines growing and healthy.

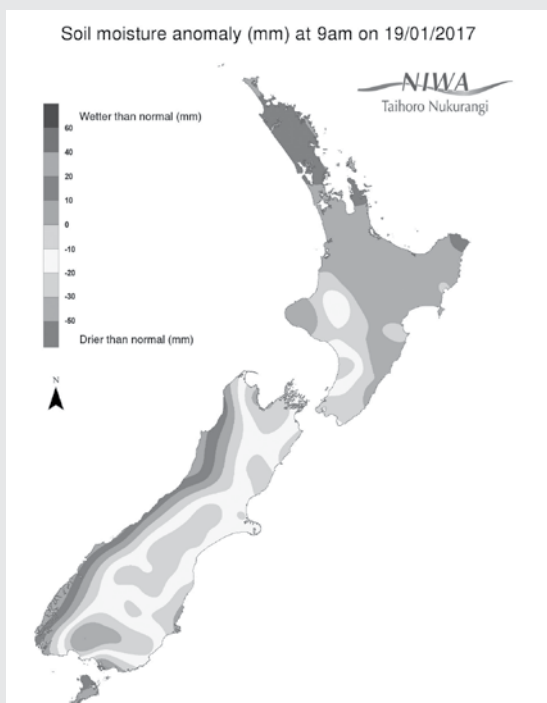
Deficit irrigation is a tool that can be used to increase fruit dry matter, but must be carefully managed to ensure that it is applied properly. Water stress applied at an earlier stage of growth can reduce fruit growth without any positive outcomes in terms of dry matter, and vines under prolonged water stress can actually show a decrease in fruit dry matter levels. See Kiwitech Bulletin N100 for details on regulated deficit irrigation. You can find this on the Canopy > Zespri & The Kiwifruit Industry > Publications > Kiwitech Bulletins > Orchard Management.

### Key reminders

- Over watering has been shown to have a negative impact on dry matter. Irrigation monitoring tools can assist growers to identify too much water is being applied. By changing the irrigation frequency and amounts applied, soil moisture can be kept in balance with the vines' requirements.
- Make sure you also monitor vine health – vines may be more

susceptible to drying out if the soils were water-logged in winter.

- Understand any water restrictions in place in your district and what your consent allows you to take.
- Plan to water in the evening or early mornings if possible, rather than in the heat of the day. Schedule irrigation to achieve good wetting of the soil – this will depend on your soil type.
- Check for and replace any blocked or missing sprinklers or drippers.
- Pay particular attention to young vines – the smaller root systems make them most susceptible to water stress.



## Wheatbug - deal to it now

Now's the time to start sorting your load-out area for harvest. Wheatbug is a pest that loves to hang out in these gravelly, weedy areas, and can be a real problem passenger pest, particularly for fruit destined for the USA.

To get rid of these populations, weed-spray these areas early, so the population moves out, rather than waiting until just before harvest when the pest will just look for a new home – inside your bins!



## OPC Timely Tips

Key on-orchard activities for February:

- Trunk girdling - see the article on this page for some of the key reminders.
- Thinning Hayward, even 12 weeks after fruitset, gives a dry matter boost to the remaining crop that's worth chasing. Check with your packhouse about Class 2 programmes and reject penalties. To do the numbers, use the "Thinning Cost-Benefit Calculator" calculator on the Canopy > Zespri & The Kiwifruit Industry > Tools & Calculators > Calculators & Apps > Thinning Cost-Benefit Calculator. Use the OPC Productivity Calculators to check what fruit weight you should be thinning off.
- Keep that canopy open! Warm, moist conditions stimulate vegetative growth which needs to be controlled. Make sure you're continuing to remove blank shoots, preferably by ripping as cutting can invigorate the canopy. The objective is to keep good light levels on the fruiting canopy, and ensure quality fruiting wood is produced for next season's canopy.
- Rip or button-cut any non-terminated upright growth on males, and tip-squeeze more moderate growth.
- Soil-moisture deficits are increasing in most growing regions. Manage irrigation carefully to ensure vines don't experience too much moisture stress – this is particularly important where you've got new plants in the ground. See the article on this page for more detail.

### Key crop protection reminders

- Monitor passionvine hopper populations, and remember that some pyrethrum products have a 100-day pre-harvest interval – if you need to spray closer to harvest than 100 days, make sure you're using a product that's not going to cause you residue issues by checking the crop protection standard.
- Now's the time to start removing weeds in loadout areas to manage wheatbug populations (see article on this page).
- If you've got non-producing blocks you're spraying, be very careful using the same sprayer for your producing blocks. There's nothing worse than getting residues on your crop because you didn't clean the tank properly!
- Keep your spray diary up to date, to avoid the last minute rush before harvest. You can run a test audit to check that everything is OK. If there are any issues, get in touch with the crop protection team on [spraydiary@zespri.com](mailto:spraydiary@zespri.com).



## Making the harvest decision - OPC Panel

Timing harvest to optimise your OGR is the ultimate result, but there are many factors that come in to play when making the harvest decision. One is the Gold3 Taste-by-Size programme introduced last year which has seen some refinements made this season. The Zespri OPC team is focusing its activities over the next few months to help growers understand how this programme works and what steps growers should take to ensure the best chance of an optimised OGR.

**OPC Panel Discussion**  
– Thursday 23 February  
– 3-4:30pm.

**Upstairs Suites, ASB Arena Baypark, Mount Maunganui**

The first OPC panel discussion in December received good feedback so we will use this format again to discuss what should be considered when making your harvest decision.

The panel will include a combination of key speakers and a grower panel discussion. Speakers include:

- Brad Stevens from Eurofins will give some guidance on what growers should focus on when interpreting their maturity clearance reports.
- Cam Clayton from Zespri's

OPC team will introduce a new tool which growers may find useful for comparing the relative OGR impact of different harvest timings.

- John White from Zespri's Technical team will talk about what growers should focus on to ensure their fruit is harvested in the optimum maturity window.

We will also address some of the risks and constraints to consider as part of the harvest decision.

Neale Cameron from the Zespri OPC team will lead a discussion with growers Sean Carnahan, Arthur Baldock and Shane McNeil, who will provide their view on the information they consider when making their harvest decisions.

Local BOP growers are encouraged to attend the Panel at ASB Arena - please RSVP to [opc@zespri.com](mailto:opc@zespri.com).

We will be livestreaming the OPC Panel - there will be a link available on the front page of the Canopy website on 23 February. For growers outside the BOP, please check in with your post-harvest operator to see if they are running this like a webinar.

## OPC field days

In March, following Week 9 monitoring rounds, the OPC team will hold follow-up field days across the country. Dates and times are still to be confirmed so please keep a look out for advertising coming to your inbox and the Canopy website over the next few weeks.



# Zespri in the community: Opportunities for development

## Baygold Orchard Manager to participate in Kellogg Rural Leadership Programme

Baygold Orchard Manager Matthew Nelson has a busy year ahead of him after being accepted as the Zespri Scholarship recipient on the 2017 Kellogg Rural Leadership Programme.

The highly-respected rural and primary sector programme teaches the skills and thinking needed to develop a career as a leader in the rural and primary sectors.

Matt learned about the programme through the Horticulture NZ Leadership Programme he participated in during 2016. "A friend of mine completed the Kellogg course and said I'd be silly not to apply for it, so I decided to give it my best shot," says Matt.

Matt says his one of his career goals is to help grow the future of Baygold.

He will help the younger members of the Baygold team complete the studies that they are doing through the Primary ITO and he would love to become a Senior Orchard Manager at Baygold within the next three years. He also says that after winning the Bay of Plenty regional Ballance award last year, he would love to be the first horticulture business to win the national Ballance Farm Environment Awards. Baygold's Matt Nelson at last year's Ballance Farm Environment Awards.

Zespri offers the Kellogg Rural Leadership scholarship each year to encourage and develop future kiwifruit industry leaders. If you are interested in being considered for the 2018 programme, please email [scholarships@zespri.com](mailto:scholarships@zespri.com).



Baygold's Matt Nelson at last year's Ballance Farm Environment Awards.

## School stars earn Zespri scholarships

Two top students, Georgia Cook and Libby Bradley, have been awarded \$15,000 Zespri scholarships for the next three years.

Georgia, an 18-year-old from Thames High School, and 17-year-old Katikati College student Libby were chosen from nearly 200 applicants around New Zealand, with the scholarships designed to encourage top students to take up careers in the kiwifruit industry.

Georgia is heading to Otago University to pursue a Bachelor of Science majoring in human nutrition, while Libby has her eyes on a law degree through Victoria University in Wellington.

The scholarships will contribute up to \$5,000 each year in tuition costs.

Georgia's community involvement and all-round excellence helped set her apart in the applications. She was a deputy head student at Thames High School this year, won the school award for significant contribution to the school and community and, for the past 18 months, has volunteered as a fire fighter at the Thames and Pauanui stations.

Raised on kiwifruit and avocado orchards, Libby also spends much of her spare time volunteering as a lifeguard with the Mount Maunganui Lifeguard Service. She was also the deputy head girl at Katikati College this year and has ambitions of joining a multinational company, specialising in corporate law, and hopefully in the horticulture realm.

"Horticulture and kiwifruit definitely have big futures," Libby



Georgia and Libby are this year's academic scholarship recipients.

said. "Our school and whole community is based around kiwifruit orchards and I've definitely learned how much a good kiwifruit season can help the community, in so many ways like sponsorship and employment. My main goal this year as deputy head girl was to inspire others, through my sport, and I'd be keen to continue that leadership in my career. I want to show that even though Katikati has a small community, we can still do big things."

Dave Courtney Zespri General Manager for Grower and External Relations said the two successful applicants were the pick of a high-calibre pool.

"Georgia and Libby are exactly the kind of future leaders Zespri is looking to support as they begin their respective careers, although we were incredibly heartened by the quality of all applicants this year," Dave explained. "We were most impressed with the level of community involvement the two girls demonstrated. The New Zealand kiwifruit industry is set for strong future growth and forming links to top young talent through the scholarship programme is critical to supporting that future."

As well as contributing to tuition fees, the scholarships also offer mentoring and support throughout the course of study, which includes the chance to build networks in the kiwifruit industry. Two scholarships are offered each year.



As part of the scholarship, Georgia and Libby will get the chance to build kiwifruit industry networks.

## Industry Governance Development Programme

Do you want to shape the future of the kiwifruit industry? Are you interested in taking on governance roles? The Industry Governance Development Programme could help you get there.

The Industry Governance Development Programme was created to identify kiwifruit industry leaders with the potential to take on governance roles and give them the education and mentoring they need to step into those roles.

The programme will incorporate media training and quarterly participant forums with leading business figures who will speak on a particular subject to share their experience and expertise.

Each participant must complete a formal learning component over the year which they will report on to the Zespri Industry Governance Development committee. This might include key governance themes over the year in the wider business community (either national or international) or having to complete a comparative study of how boards in other industries operate or deal with a particular challenge or issue.

Past participants include Simon Cook, Mark Mayston and Braden Hungerford who have all had successful governance careers in the industry since completing the programme.

Simon is Director of Kiwifruit Vine Health, Director of Trevelyan Growers Ltd, Executive Committee member of New Zealand Kiwifruit Growers Incorporated (NZKGI) and Managing Director of Ranfurly Orchard Services.

Mark is General Manager of Bruntwood Farms, Vice Chairperson of NZKGI and a Director of Apatata.

Braden is General Manager of Grower and Orchard Performance at EastPack.

Applications are now open and close on 20 February 2017.

For more information and to apply visit [www.zespri.com/Pages/IndustryGovDevPgm](http://www.zespri.com/Pages/IndustryGovDevPgm)

## Bruce Stowell Work Exchange



If working in a postharvest facility in southern France for around six weeks sounds like you, have we got the opportunity for you!

The Bruce Stowell Work Exchange was established to build relationships and share knowledge in the kiwifruit community around the world. Each year an offshore-based applicant comes to New Zealand to work for up to 90 days and a New Zealand-based applicant will then reciprocate as part of an offshore growing industry.

This year one lucky person will have the opportunity to work at Blue Whale post-harvest facility in France for around six weeks in October or November.

The ideal candidate has the following experience:

- Sound knowledge of postharvest operations, inventory, orchard estimation and assessments and the flow of fruit from orchard to packhouse.
- Computer literate and able to follow systems and programs.
- Able to work with both packhouse staff and our offshore growers

In return we have a wonderful exchange partner from Blue Whale lined up to come to New Zealand. You will need to be able to provide postharvest work and accommodation for your exchange partner who is especially interested in:

- Harvest launch
- Establishing a young orchard
- Technical postharvest work

Interested? For more information and to apply please visit [www.zespri.com](http://www.zespri.com) > Company Information > Zespri in the community > In the industry: Bruce Stowell Work Exchange Scholarship.



Contact Industry Liaison Manager Neill Malcon (027 442 3450) or Grower Liaison Managers Sue Groenewald (027 493 1987), Casie Rudnicki (027 271 2695), Tom MacMorran (027 511 2005) or Sylvia Warren (022 101 8550) for further information or to suggest questions.

# Q.&A. from the field

**Q1: Will there be any new pre-commercial block trials in 2017?**

**A1:** Zespri will seek expressions of interest in the March *Kiwiflier* from growers keen to participate in pre-commercial block trials that may start this winter. Each year, the Zespri Board reviews data from the Zespri new variety programme's clonal trials and decides whether to put some of those in to pre-commercial block trials.

**Q2: I have Leafroller / scale pest monitoring results that are over the KiwiGreen threshold. Do I need a Justified Approval (JA) to apply a spray?**

**A2:** Most orchards will now be in their monitoring period. Formal pest monitoring records are required for each orchard block to justify a spray application. If a block is over the KiwiGreen threshold (Scale 4% or Leafroller 0.5%), a spray listed in the Zespri Crop Protection Standard can be applied without a JA. The pest monitoring results must be recorded in the electronic spray diary.

**Q3: Has a Zespri Group Limited share dividend been paid?**

**A3:** A \$0.08 dividend payment was made on 9 December 2016. Record date was 2 December 2016. The dividend payment was fully imputed at a rate of 29/72. If you have any queries regarding this payment, contact the Zespri Grower Contact Centre on 0800 155 355.

**Q4: Why has my orchard been selected for residue testing months before harvest?**

**A4:** The Zespri residue programme helps mitigates the risk of residues and protects Zespri's premium brand in the marketplace. Some samples are taken well before harvest to understand and mitigate the risk certain compounds may cause by identifying any areas of potential risk for the upcoming season.

## Key dates

There is a lot happening in the first few months of the year – check out the snapshot below.

Date	Meeting
20 January – 20 February	Applications for Industry Governance Development Programme open
15 February	Gold3 Licence Application Overview and Rules published
23 February	OPC Panel Discussion: Making harvest decisions (see page 6 for more details)
27 February – 3 March	Grower Roadshows (see page 3 for more details)
1 March	Gold3 Licence Application Process opens
6 March	Connecting women in kiwifruit (see page 2 for more details)
9 March	Industry Challenge (see page 2 for more details)
10 March	'Think Sustainability, Be Sustainable' breakfast Momentum Conference Industry Hayward Medal Gala Dinner » See page 1 and 2 for more details
15 March	Gold3 Licence: Closing date for bids
14-16 June	Mystery Creek

## Green14 growers discuss pooling

In December, Zespri wrote to all Green14 growers asking them to consider moving into the Green pool. To continue the discussion, Zespri began holding a series of Green14 grower workshop drop-in sessions late this month to discuss the implications of remaining in a stand-alone pool or moving into the Hayward pool.

At the time of writing, meetings were underway and Zespri will share the outcome of these in the February *Kiwiflier*. Should Green14 growers decide they want to pursue moving into the Green pool, then Zespri will approach Green growers to outline what impact the move will have on the Green pool and determining their views of such a move.

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www.zespri.com www.zespricanopy.com EMAIL: contactcanopy@zespri.com

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New Zealand Kiwifruit Growers Incorporated (NZKGI)  
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www.nzkgi.org.nz

*Young Grower*  
of the year  
Bay of Plenty Young Fruit Grower



Ruud Kleinpaste. Rights: www.celebrityspeakers.co.nz

New Zealand's advocate for 'creepy crawlies', "the Bug Man" aka Ruud Kleinpaste, has been confirmed as MC for the Bay of Plenty Young Fruit Grower gala dinner at ASB Arena on Wednesday 15 February.

"We are absolutely thrilled to have secured Ruud. His advocacy to foster a younger generation to become science and nature-literate works hand in hand with the direction the horticulture industry is heading", says Nikki Johnson, CEO of NZKGI. "Ruud has a great knack for combining

## "The Bug Man", Ruud Kleinpaste, to host BOP Young Fruit Grower Gala Dinner

laughter and entertainment while reconnecting people to nature."

Ruud Kleinpaste is also looking forward to the evening saying, "Environmental education and community engagement are becoming an increasingly important facet of my activities and I'm pleased to be able to get to know some of horticulture's upcoming young leaders."

Bay of Plenty Young Grower contestants will battle it out for the 2017 title in a series of competitive events followed by a speech competition during the gala dinner. The overall winner is announced at the gala dinner.

The event is organised by

industry partners who are committed to supporting the future of the horticulture industry and recognising its talented future leaders. Such a challenging event tests their skills and acknowledges excellence in horticulture.

Tickets to the gala dinner are \$90 per person, with tables of 10 available. This includes a three-course meal and entertainment. Networking drinks start at 5.30pm.

Tickets are still available but selling fast! Don't miss out on this event – go to the website and book your tickets now! [www.bopyoungfruitgrower.co.nz](http://www.bopyoungfruitgrower.co.nz)

## Zespri Board appoints new independent director

The Zespri Board has appointed Peter Springford as an independent director, to replace long-serving director David Pilkington. Zespri Chairman Peter McBride said the Board sought a candidate with a strong mix of business leadership and corporate governance experience, as well as exposure to the Asian business environment.

"Peter has an extensive business track record in managing companies in Australia, New Zealand and Asia. He also has significant corporate governance experience as a previous director of the New Zealand Refining Company and now with Infratil and is also the Chairman of Nuplex Industries. We are pleased to have appointed someone of Peter's calibre."

The appointment comes into effect from 1 May, with David Pilkington retiring after 12

years as a director of Zespri. "David is one of the most highly-regarded company directors in New Zealand and has made an outstanding contribution to Zespri and to the kiwifruit industry. This includes not only his role in chairing the Board Innovation Subcommittee but also his contribution to the Kiwifruit Industry Strategy Project. We thank David and wish him well for the future," says Mr McBride.



Left: Peter Springford. Right: David Pilkington.

## Industry portal and 2017 registrations

Need help accessing or learning how to navigate around the new Industry Portal or guidance on how to do your 2017 registration?

### Top tips

- Submitting your Grower or KPIN registration forms: If you do not get a confirmation message then it is likely that you have not completed the process or have missed a mandatory field. Look for the red asterisk \* underlined section to identify the field/s which need completing. Once amended, complete the process by hitting the submit button again.
  - Please ensure that you have completed both KPIN and grower registration before logging off. The grower registration can be found under the organisation tab and the KPIN registration can be found under the orchards tab.
  - If you remove a packhouse in the Portal then you must ensure that you assign a new one. If a packhouse is not linked to a KPIN it will affect the ability to be inspected for GAP compliance and also the access the packhouse normally has to the spray diary system for the season.
1. Go to an instructional video or training guide on the Canopy website at Canopy > Zespri & The Kiwifruit Industry > Tools & Calculators > Zespri Industry Portal.
  2. Ring the Zespri Grower Contact Centre on 0800 155 355 for help.
  3. Zespri has a drop in centre at the office in Mount Maunganui where growers can sit with a Zespri Contact Centre staff member for some one-on-one training. If you wish to book an appointment call 0800 155 355 to do so. Zespri will also organise some regional training sessions over the next couple of weeks. More information on the regional sessions will follow.