

Māori Kiwifruit Grower Forum launch	PAGE 3
Annual meeting notice	PAGE 4
OPC news	PAGE 6

June forecast

The Zespri Board met on 20 June and approved the June forecast for the 2017/18 season. This is the second forecast for the season, and the broad OGR ranges recognise the uncertainty at this still early stage.

CEO Lain Jager comments, “We have had a challenging start to the season, with the weather impacting the timing of harvest with a later start for Green and Organic in particular.

Sales are tracking strongly now that all markets have Green and our sales and marketing teams are working with customers to adjust to the larger fruit profile this year.”

Daniel Mathieson, Global President of Sales and Marketing, says that despite the difficult start the demand position in general is good, supported by strong investment to build product and brand awareness, earn shelf space and support sales through retail channels.

“Green sales are getting into their stride after the late start, and the bigger size profile has also been a challenge,” says Dan. “However, our global team is expecting to deliver a strong second half with the market very short of Green kiwifruit this year and favourable market conditions.”

Dan notes that SunGold run rates have started strongly compared to 2016, and gained very strong early momentum supported by the later start to Green sales. “We’ve had a fantastic consumer response to SunGold again and are expecting a continuation of strong sales to achieve an early, clean finish to the season. We’ve been disappointed that we’ve not been able to fully support customer programmes this year with only 52 million trays of SunGold this season, up from 45 million trays last season, and we are looking forward to strong expected growth in supply next season and over the coming years.”

Organic Green volumes are considerably lower than in 2016, although demand for organic produce in general is strong and increasing. Dan notes, “While it’s disappointing not to have the volumes we’d hoped, the demand outlook continues to strengthen and we are focused on delivering a good outcome for the category, and we will be keen to encourage a discussion around increasing supply of organic kiwifruit over the next few years.”

Green14 sales in Japan are complete, with sales helped by the delayed start to the Hayward programme. The final shipment to the Europe market has arrived in Zeebrugge. Taste has been great this year, as was the early availability of the product relative to Hayward, but we are still having to manage some quality issues for this variety and more work is required to deliver the stable consistent quality we expect of Zespri varieties.

With harvest now complete, the total FOBS volume is expected to be around 121 million trays. This is lower than estimates earlier in the season, with volume impacted by higher-than-expected reject rates largely as a result of wind rub from both the high spring and summer winds as well as the impact of cyclone Cook.

CEO Lain Jager comments, “Growers have worked hard to deliver the very best crop possible in a challenging growing season. We are focused on doing the best we can to service customer programmes and optimise grower value in this relatively short supply year.”

POOLS	2017/18 Indicative Range - June forecast	2017/18 Indicative Range - March forecast
Zespri Green	\$5.65 – \$6.15 per tray	\$5.15 – \$6.15 per tray
Zespri Organic Green	\$7.65 – \$8.15 per tray	\$7.15 – \$8.15 per tray
Zespri Gold	\$8.75 – \$9.25 per tray	\$8.75 – \$9.75 per tray
Zespri Green14	\$4.20 – \$5.20 per tray	\$3.50 – \$5.00 per tray

Total Fruit and Service Payment

The forecast Total Fruit and Service Payment range (excluding loyalty) for the 2017/18 season is unchanged at \$1,350 million to \$1,450 million.

Forecast corporate profit range

The forecast range of corporate net profit after tax is \$100 million to \$105 million.

Kiwifruit GDP on track to hit \$6.14 billion, 29,000 new jobs by 2030: University of Waikato

A new report from the University of Waikato shows the new varieties breeding programme for kiwifruit, supported by the New Zealand government for many years, has been a major contributor to the New Zealand economy. It shows kiwifruit’s contribution to New Zealand GDP is set to increase from \$2.6 billion in 2015/16 to \$6.14 billion in 2030, with an additional 29,000 New Zealand jobs, driven by the new cultivar Zespri SunGold.

Zespri SunGold Kiwifruit (also known as Gold3) came out of this breeding programme and the report finds that without it, the New Zealand industry would be less than half the size of these 2030 projections.

Minister for Economic Development, Hon Simon Bridges launched the report’s finding in Parliament in late June together with Zespri and Plant & Food Research which jointly run the kiwifruit new varieties breeding programme.

Zespri General Manager Innovation Carol Ward says Zespri commissioned the report to better understand the impact the kiwifruit industry has in the regions, for Māori and for New Zealand as a whole, as well the growth ahead.

“The New Zealand kiwifruit industry has a goal of increasing kiwifruit consumption around the world and is on track to more than double global sales to \$4.5 billion by 2025, driven by this great new kiwifruit variety, Zespri SunGold.

“We are grateful for the support of the New Zealand government over the past seven years through the MBIE Research Partnership Scheme, which has resulted in Zespri SunGold. Last season (2016/17) 46 million trays of Zespri SunGold were sold with an export value of \$686 million, up 70 per cent from the previous year.

“The investment in this partnership – \$13.5 million from the government and \$29.2 million from Zespri, as well as significant internal funding from Plant & Food Research – shows the government’s commitment to supporting the aim of the horticulture sector to double the value of its earnings to \$10 billion per annum by 2020,” says Carol.

Waikato University Professor Frank Scrimgeour says the report quantifies the contribution the kiwifruit

industry and the new cultivar breeding programme makes to the economies of Bay of Plenty, Northland and New Zealand, as well as Māori growers, along with growth projections to 2030.

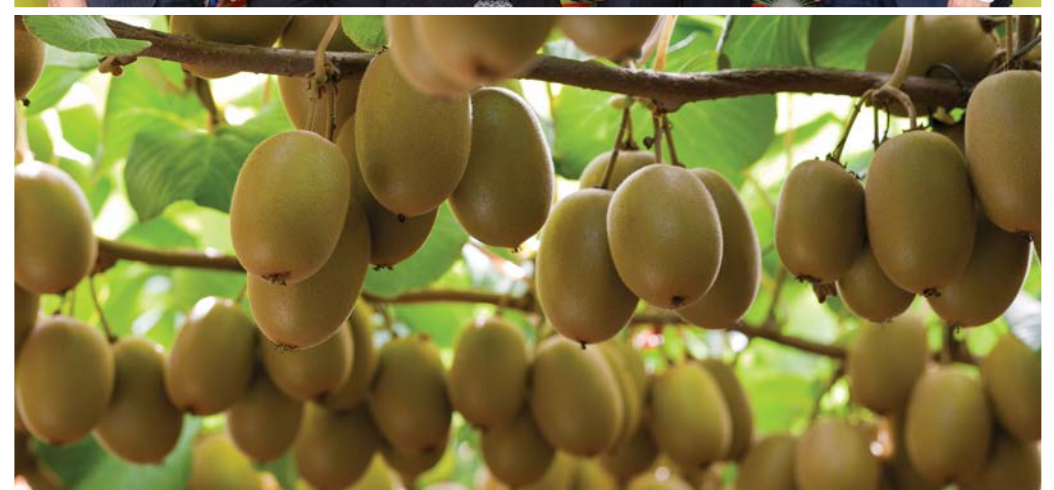
“The regional growth projections are very strong: in Bay of Plenty, kiwifruit accounts for 10,762 full-time equivalent (FTE) jobs now and an additional 14,329 jobs by 2030, along with a 135 percent increase of GDP contribution to \$2.04 billion. Northland is set to increase by 506 jobs over the same period, with contribution to GDP set to increase 135 percent to \$72 million.

“It was encouraging to see Māori are also set to benefit from kiwifruit’s growth, with grower revenue set to increase from \$271 million to \$638 million per year by 2030.

Professor Scrimgeour noted the kiwifruit industry is a leader in horticulture practice and international marketing, making it significant for the overall economy of New Zealand far beyond export receipts.

“The Plant & Food Research team is thrilled to have contributed to the New Zealand economy in such a positive way,” says Dr Bruce Campbell, COO of Plant & Food Research.

“Breeding a new cultivar is complex work, linking deep science knowledge with understanding of the needs of both growers and consumers. The long-term commitment by both Zespri and the New Zealand Government in the kiwifruit breeding programme has allowed us to deliver a game-changing new kiwifruit, for the horticultural industry and the nation. This is a great example of a NZ Inc investment focused on creating value by delighting consumers.”



Left to right: Director General MPI, Martyn Dunn, Minister of Primary Industries Hon Nathan Guy, Zespri General Manager Innovation, Carol Ward, Zespri CEO, Lain Jager and Transport Minister Hon Simon Bridges.

A million reasons to celebrate

On June 6 the Port of Tauranga celebrated their one millionth container to be shipped out of the Port and it just happened to be a forty foot reefer box full of Zespri Green and Gold Kiwifruit. A ceremony commemorating the milestone was held at the Port of Tauranga with Transport Minister Simon Bridges unveiling a plaque.

With volumes to set to grow, here’s hoping the two millionth container is full of Zespri Kiwifruit too.



Left to right: Zespri Supply Chain - General Manager, Blair Hamill, Port of Tauranga Chief Executive, Mark Cairns and Transport Minister Hon Simon Bridges revealed a plaque to celebrate the one millionth container.

From the Markets

Australia and South East Asia



Sydney Half Marathon runners enjoyed sampling over 15,000 Zespri SunGold Kiwifruit.

Zespri was proud to be the official fruit partner of the 2017 Sydney Morning Herald Half Marathon. This high-profile running event attracted over 13,000 participants, up from 12,265 entrants in 2016.

Runners and supporters enjoyed sampling over 15,000 sweet and juicy Zespri SunGold Kiwifruit at the finishing line area and at expo demos over the two days leading up to the race.

Consumer feedback on Zespri's involvement was overwhelmingly positive – some even passed on their thanks after the event, with one participant writing: "Thank you for the delicious kiwis and you were all so sweet, just like the kiwis."

This event sponsorship is part of Zespri's 2017 SunGold-focused Australian marketing campaign that includes TV advertising, shopping centre advertising, social and digital media, fruit sampling and in-store point of sale materials.



Add Zespri Kiwifruit to your life and 'Feel Alive'.

This year, Zespri teams in Southeast Asia and Australia will continue to drive brand awareness, product relevance and preference with a new regional campaign – "Feel Alive With Zespri Kiwifruit".

Psychologists say that zest is one of the five characteristics that make people satisfied with their lives. The other four are curiosity, gratitude, optimism and the ability to love and be loved.

The dictionary defines zest as great enthusiasm and energy. So if you're looking for a way to increase your life satisfaction, add some zest to your life! Zespri is that zest. With 100 percent of your daily intake of vitamin C in one fruit, Zespri Kiwifruit has the power to help people break out of their tired shells and get more life out of life.



A Zespri-branded London cab in front of the iconic building, the Houses of Parliament.

Adding our delicious, nutrient-rich Zespri Kiwifruit to life can provide the zest and vitality to leave their tired selves behind and embrace the moment ahead of them. The 'Feel Alive' campaign includes TV and print ads and point of sale material and will be tailored to each country market.

Europe

In the back, on the sides and even on receipts, one lucky London cabbie is now driving a fully-branded Zespri taxi cab around the city. Branding a London cab is one example of Zespri Europe's 2017 marketing campaign to encourage national consumer awareness via outdoor media, PR and ground-breaking social media work. So if you're in London this spring, keep your eyes open and you might spot our cab.

Europe

Also in Europe, the 2017 marketing campaign has begun with a 50,000 fan event at a consumer lifestyle expo, held at the Birmingham National Exhibition Centre, hosted by daytime television show 'This Morning Live'.

Out of hundreds of exhibitors, the Zespri stand was judged in the top ten best stands. This is no surprise, given fans were able to sample delicious Zespri SunGold, make smoothies on smoothie bikes, and enjoy mascots and competitions.

Crowd favourites, Zespri #snacksquad healthy lifestyle brand ambassadors, 'London Muscle', along with popular 'mummy bloggers', joined our Zespri stand. TV presenter Alison Hammond dropped by and some New Zealanders may recognise This Morning's Live anchorman Phillip Schofield, posing backstage with our demonstrator Naomi. All in all, a fantastic showcase for Zespri Kiwifruit.



UK TV hosts and celebrities pose with Zespri staff at a lifestyle Expo held in Birmingham's National Exhibition Centre.



Top 5 www.canopy.zespri.com PAGES

1. Quality Manual
2. Up-2-Date
3. Submit Information
4. Shares
5. OPC Winter Workshops

Japan



Entertaining family shoppers and sampling Zespri Kiwifruit at Maruetsu Lake-town mall in Japan.

Zespri Japan held their biggest kiwifruit sampling roadshow at Maruetsu LakeTown, situated on a 1,000 square meter site within the shopping mall. A group of 24 Zespri staff helped 36,480 shoppers sample Zespri Kiwifruit.

Over the two-day event, many family shoppers enjoyed our sampling sessions, games, photo booths and hanging out with Zespri Kiwifruit mascots, the Kiwi Brothers.

As a result our Japan team hit a new sales record of 5.18 million JPY (NZ\$70,000) and will continue to focus on selling trays and building brand awareness through sampling events this season.

Zespri recognised for China trade

Increasingly savvy Chinese consumers and significant market investment have helped Zespri win both the supreme China business award and exporter of the year at the HSBC New Zealand-China Trade Association business awards in Auckland held in early June.

Zespri has been exporting to China for over a decade but the past three seasons have seen sales volumes more than double, with sales of more than \$400 million last year.

Zespri chief operating officer Simon Limmer says signing e-commerce and Importer of Record agreements, along with moves to work more closely with larger, quality-focused retail customers, have been key factors to sustain that growth.

"We're incredibly proud of these awards and we're delighted we can go back to our growers and tell them our sales strategy in China is thriving," says Simon. "Our forecasts this season suggest China could overtake Japan as our biggest market for kiwifruit and the potential for further growth is extraordinary. None of this could have been achieved without a lot of hard work and strong vision."

The NZCTA awards have been running since 2004, Zespri took out both the HSBC Supreme China Business Award from all six categories of awards, and the NZTE Excellence in Export or Import prize from a quality field of contenders including Fonterra, GMP Pharmaceuticals Limited, NIG Nutritionals Limited and OJI Fibre Solutions.

Although the Zespri brand is the most-recognised fruit brand in the cities where its fruit is sold, Zespri is expanding distribution into more tier 2 cities, opening a regional office in Beijing and launching regional representation in Guangzhou, Xian and Chongqing. Zespri now employs over 50 staff in China to support that growth.

Zespri has invested heavily in ecommerce, with China on track to become the world's largest ecommerce market, as well as working more closely with key retailers. Last year, online distributor Fruitday became the first ecommerce retailer to buy directly from Zespri, while JD.com recently set up a flagship store for Zespri Kiwifruit to serve its 225 million consumers.

Simon says becoming the Importer of Record in China had also made a huge difference to Zespri's business, mirroring the model used in Japan and major European markets.

"It gives us more flexibility and responsiveness in China and lets us develop those connections with retailers and online consumers."

Zespri is also looking into sourcing premium quality kiwifruit from China with trials in their second year in Shaanxi Province, which could provide 12-month supply to Asian markets in the New Zealand off-season. By supporting the Chinese kiwifruit industry and partnering with Chinese businesses and government, Zespri has made huge strides to establish a sustainable, long-term business.



Zespri Chairman Peter McBride with Sir John Key at the HSBC New Zealand-China Trade Association business awards.

Plenty to celebrate for Zespri at Mystery Creek

Kiwifruit’s growing importance to the rural economy was celebrated at Fieldays 2017 at Mystery Creek earlier this month, together with the 20-year anniversary of the Zespri brand.

Zespri had a large presence at the biggest agricultural and horticultural event in the Southern Hemisphere, hosting growers and industry stakeholders at our hospitality site over the four-day event.

In the midst of another bumper season, Zespri chief operating officer Simon Limmer says Zespri is delighted to share the kiwifruit success story and plenty of Zespri Kiwifruit with the wider New Zealand public with an additional eye-catching sampling site in the Main Pavilion.

“The industry is finishing up harvesting our second-largest crop ever, as we look to build on last season’s \$2.26 billion fruit sales revenue,” Limmer said. “The Fieldays gives us a great chance to thank the rural community for their support over the past 20 years and acknowledge the commitment and hard work from so many across the industry.”

The Fieldays theme this year is “Leading Change”, something that resonates with the Zespri ethos.

Since 1997 when the brand was born, more than \$21 billion of premium kiwifruit has been sold under the Zespri brand, with much of this income returned to communities around New Zealand as fruit and service payments. Zespri is on track to double sales to NZ\$4.5 billion and increase volumes to 260 million trays by 2025, as the industry aims to increase overall kiwifruit consumption around the world and grow the global kiwifruit category.

“In a changing world and global market, we need to be adaptable and relevant and our continued investment in innovation is helping to underpin that, with around \$35 million invested annually by the kiwifruit industry,” Mr Limmer added.

There was strong interest in the release of an additional 400 hectares of SunGold licence in New Zealand again earlier this year, while the announcement of a further 1800 hectares of licence for Europe over the next three years will

double Zespri’s offshore production of the variety to meet growing demand for 12-month supply.

Mr Limmer says Zespri is also investing in the structure to support this growth, growing globally to include a Singapore sales and marketing hub, offices in 22 countries and more than 200 employees around the world.

“This is one of the most significant offshore networks of any New Zealand company and allows us to focus on deeply-executed sales and marketing in 59 countries this year, right through to the consumer – a real competitive advantage in the market,” says Mr Limmer.

This season has had its challenges, with high rainfall around the main growing regions just before harvest, but Mr Limmer says growers had responded well and continued to deliver to the high standards consumers demand around the world for tasty, premium fruit.

Watch Zespri’s Mystery Creek Fieldays video at zespri.com/companyinformation/newsroom



Zespri’s pavilion site at Mystery Creek, celebrating the 20th anniversary of the Zespri brand with the public.

Governance programme candidates selected

The kiwifruit industry’s next leaders will bring a breadth of experience to their future roles, with the selection of four strong candidates to the Industry Governance Development Programme.

Kiritapu Allan, Debbie Oakley, Colleen Neville and Ngaire Scott have been selected for the programme, which is part-funded by Zespri. The programme is designed to give participants a solid grounding in governance, strategy and risk.

It’s the second intake of the programme, after it was established two years ago. John Cook, Chairman of the programme committee, said the four shone through in an impressive field of nine.

“Our intention was to have three in the programme but we ended up with four absolutely outstanding candidates and felt it was appropriate to put four people through,” Cook said. “Diversity is becoming more and more part of industry leadership, as the industry matures and evolves, and we’ve got strong diversity across these four as well, even though it’s purely coincidental they’re all female”

Whakatane-based Kiritapu Allan, who is the Labour Party candidate for East Coast, has

a commercial law background. She is on the executive of the Māori Kiwifruit Growers Forum and was one of the founding governors of the Te Kaha Landowners Group Limited Partnership. Te Puke’s Debbie Oakley is an orchard-owner, the vice-chairperson of Seeka Growers Ltd, a member of the New Zealand Kiwifruit Growers’ Forum and their representative on the Industry Advisory Council.

Colleen Neville is a chartered accountant and is chief executive of Te Arawa Group Holding Ltd, which has large kiwifruit investments. Ngaire Scott is the chief financial officer of Trinity Lands Ltd, which harvests kiwifruit from more than 110 hectares, making it one of Zespri’s largest growers.

The programme will see the four candidates paired with a Zespri Board member, who will act as a mentor, and incorporate four Institute of Directors courses. There will also be media training. Participants will also get the opportunity to travel to a key Zespri market or offshore growing region to gain market insight and experience.



Ngaire Scott.



Debbie Oakley.



Colleen Neville.



Kiritapu Allan.

Zespri CEO scoops top prize

Zespri chief executive Lain Jager was awarded the winner of the 2017 Ravensdown Agricultural Communicator of the Year earlier this month at an awards dinner in Hamilton.

Having joined the company in 1999, Lain has served as Zespri CEO since 2008. During his time with Zespri, global sales have increased from just over \$500 million to \$1.9 billion in 2016/17, with \$1.1 billion of that returned to communities around New Zealand.

Recognised for his open, accessible and direct style of communication, he was nominated for the Business Herald Business Leader of the Year in 2015, and the Rural News editorial team also acknowledged him earlier this year as the top leader in the agribusiness sector in its 2016 in Review.

Lain’s understanding of complicated information and the way he can make this accessible to a wide range of audiences makes him an outstanding communicator.

Organisers described him as generous with his time, addressing forums such as the Kelloggs Rural Leadership programme each year as well as delivering monthly CEO video updates to all Zespri staff and even jumping out of a plane for the Drop Your Boss charity drive.

This is the 31st year the Agricultural Communicator of the Year title has been awarded, and is the first year of involvement by the new sponsor Ravensdown, after 30 years of sponsorship by Landcorp.

This year there were seven people nominated and the decision was reached by a panel of 10 judges from around the country.

New Zealand Guild of Agricultural Journalists and Communicators president Ali Spencer said: “There was a range of high standard nominations from our members this year, but for our judges, Lain stood out as most excellent primary sector communicator in 2017.

“We salute his skills and knowledge, and congratulate him on this award.”

She also congratulated him on his decision to donate his prize money to the Child Cancer Foundation.

Ravensdown provides the prize for the winner, part of a sponsorship package of nearly \$6000 for the Guild. The additional funding assists with administration costs for the award, including the awards dinner.



Ravensdown general manager of innovation and strategy Mike Manning awarding Zespri chief executive Lain Jager with the 2017 Ravensdown Agricultural Communicator of the Year award.

Launch of Māori Kiwifruit Growers Forum an industry first

The Māori Kiwifruit Growers Forum was officially launched in June, representing a first for the New Zealand kiwifruit industry.

This forum has been created to advocate for the interests of Māori growers in the kiwifruit industry and is a partnership between Māori kiwifruit growers, Te Puni Kōkiri - Ministry of Māori Development and Zespri.

Also attending the launch was Zespri CEO Lain Jager, who says Zespri is proud to support the development of a really strong and cohesive eco-system for Māori growers in the New Zealand kiwifruit industry. “Māori have recognised the need for this forum, where specific skills and information sharing will help grow the success of their kiwifruit investment”, comments Lain.



The Māori Kiwifruit Growers Forum was officially launched in June, representing a first for the kiwifruit industry.

2017/18 Season Taste Zespri Payments

This table details the calculation of the Maximum Taste Payment and Average Taste Zespri payments for the 2017/18 Season based on the December 2016 forecast.

● Payments are made on FOBS volumes (i.e. volumes shipped).

● As the July and August payments are based on the December 2016 forecasts, the 15 September 2017 payment will include an adjustment following the August 2017 forecast.

● Trays shipped between the payment dates will receive a catch up payment on the 15th of the month following load-out.

2017/18 Season Taste Zespri Payments – based on adjusted December 2016 forecasts	Zespri Green \$ per TE	Zespri Organic Green \$ per TE	Zespri Green14 \$ per TE	Zespri Hort16A Total ¹ \$ per kg	Zespri SunGold Total ¹ \$ per kg
Adjusted Dec 2016 forecast fruit payment	\$4.36	\$5.27	\$6.43	\$1.63	\$1.63
Plus adjusted Dec 2016 taste payments	\$1.87	\$2.27	\$1.92	\$1.25	\$1.25
Adjusted Dec 2016 forecast fruit payments including taste	\$6.23	\$7.54	\$8.35	\$2.88	\$2.88
Percentage payable as Taste Zespri *	60%	60%	60%	70%	70%
Maximum taste payment - per Kilogram				\$2.02	\$2.02
Average Kilogram per Tray Conversion ²				3.12	3.50
Maximum taste payment (MTP) per TE	\$3.74	\$4.52	\$5.01	\$6.30	\$7.06
2017/18 average TZG	0.55	0.43	0.45	0.65	0.66
Average Taste Zespri payment 2017/18 Season per TE	\$2.06	\$1.95	\$2.25	\$4.10	\$4.66
Payment Schedule					
14 July 2017 (based on December 2016 forecast)	30%	30%	30%	30%	30%
15 August 2017 (based on December 2016 forecast)	30%	30%	30%	30%	30%
15 September 2017 (based on August 2017 forecast)	20%	20%	20%	20%	20%
15 November 2017 (based on August 2017 forecast)	20%	20%	20%	20%	20%

* Green Taste payment has been adjusted for the change in the percentage payable as Taste from 50% to 60%.

Notes:

1. The Zespri Gold cultivars share a pooled Fruit plus Taste Payment per Kilogram.

2. Average Kilogram per Tray are derived using the individual size conversions published in the 2017 Pack Conversion Guide.

2017/18 Season Return Analysis

Class 1 - Approved Progress Payment 14 July 2017	Average on Net Submit	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.60	\$0.50	\$0.75	\$0.65	\$0.40	\$0.40	No Payment
Zespri Organic Green	\$0.66	\$1.15	\$0.85	\$0.75	\$0.60	\$0.60	No Payment
Zespri Gold & Organic Gold	No Payment	No Payment	No Payment	No Payment	No Payment	No Payment	No Supply
Zespri Gold3 & Organic Gold3	\$0.90	\$0.95	\$1.00	\$0.75	\$0.75	\$0.20	\$0.60
Zespri Green14	No Payment	No Payment	No Payment	No Payment	No Payment	No Payment	No Payment
Class 1 - Indicative Progress Payment 15 August 2017	Average on Net Submit	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.07	\$0.10	\$0.10	\$0.05	\$0.05	\$0.05	\$0.05
Zespri Organic Green	\$0.77	\$1.15	\$0.85	\$0.75	\$0.85	\$0.85	\$0.15
Zespri Gold & Organic Gold	\$0.49	No Payment	\$0.45	\$0.65	\$0.65	No Payment	No Supply
Zespri Gold3 & Organic Gold3	\$0.58	\$0.25	\$0.65	\$0.90	\$0.95	\$0.60	\$0.60
Zespri Green14	No Payment	No Payment	No Payment	No Payment	No Payment	No Payment	No Payment

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.

Annual Meeting



Zespri’s Annual Meeting is scheduled as follows:

Date: Thursday 24 August 2017

Time: 1pm

Venue: ASB Arena, 81 Truman Lane, Mount Maunganui

Shareholders will receive their Annual Meeting packs from late July, including the

● Annual Review,

● Annual Report (if requested),

● Notice of Meeting,

● Proxy Form,

● Director Biographies,

● Director Remuneration

● Committee Report

● and online voting instructions.

The Zespri Board has this year approved the introduction of online voting, offering shareholders the opportunity to vote online for resolutions ahead of the Annual Meeting.

By enabling online voting, Zespri hopes to increase shareholder/voting participation for those that are unable to attend the Annual Meeting in person, particularly in the regions.

Casting your vote

You may cast your vote in one of two ways online as detailed below:

1. Online postal vote: The Board has determined that postal voting is permitted. Postal voting is a direct vote and there is no requirement for you to appoint a proxy. A postal vote is counted as if the shareholder is present at the meeting. This form of voting will assist our corporate shareholders as they can now vote without having to appoint a proxy. If you are unable to attend the meeting, you are encouraged to lodge an online postal vote. Online postal voting instructions will be included in your proxy form.

2. Appoint a proxy to vote: Alternatively, you may still appoint a proxy to attend the meeting and vote on your behalf as you have done for previous meetings.

As with proxy information, no information regarding votes cast by shareholders electronically will be made available to Zespri until 30 minutes ahead of the Annual Meeting. Shareholders that wish to vote at the meeting however will still be

required to either appoint a proxy/corporate representative or to attend in person.

Closing date and time for online voting for both postal and proxy is 48 hours before the meeting date and time.

All shareholders will receive a letter in the coming weeks with further information regarding the online voting process.

Shareholders should have received an email from Computershare earlier in the month inviting them to elect to receive shareholder related communications from Computershare electronically rather than by post. This will include documents such as dividend statements and securities transactions statements.

Please do not confuse the option to elect to receive your shareholder communication by email with your option to vote online. You will receive an email from Computershare when it is time to vote online if you have elected to receive your shareholder communication electronically. If you have not chosen to receive your shareholder communications electronically, you will receive your communication by mail.

Briefs

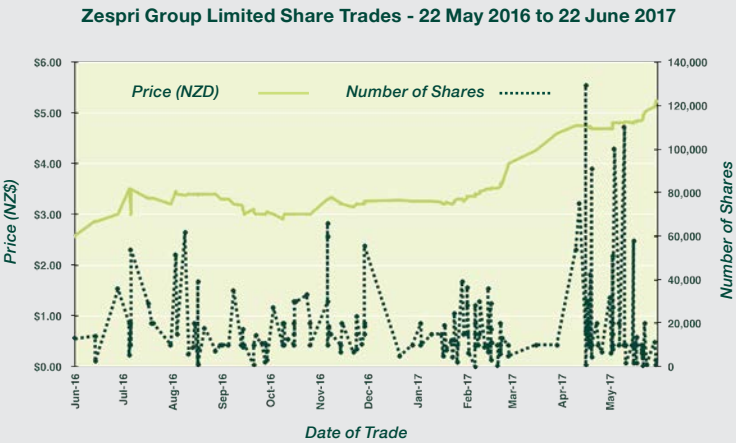
Share Briefs

As at **22 June 2017** the last Zespri share price trade was **\$5.25** traded on **21 June 2017**. There were 10 buyers at **\$5.26, \$5.25, \$5.20, \$5.16, \$5.12, \$5.10, \$5.05, \$5.00, \$4.80** and **\$3.56**. There were two sellers at **\$5.30** and **\$5.35**.

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

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 www.unlisted.co.nz. The Zespri Group Limited listing code is 'ZGL'. The Unlisted 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 **22 June 2017**.

Quote Line at Thursday 22 June 2017 as at 11.40am								
Code	Bid (\$)	Offer (\$)	Last (\$)	At	High (\$)	Low (\$)	Volume	Value (\$)
ZGL	5.260	5.300	5.250	21/06/17 16:38	-	-	0	0.000

Market Depth					
BIDS			OFFERS		
Orders	Quantity	Price (\$)	Price (\$)	Quantity	Orders
1	2,000	5.260	5.300	1,000	1
1	44,000	5.250	5.350	1,000	1
1	3,500	5.200			
1	10,000	5.160			
1	9,000	5.120			
1	10,000	5.100			
1	20,000	5.050			
1	19,760	5.000			
1	40,000	4.800			
1	20,010	3.560			

Last 10 Trades				
	Date/Time	Quantity	Price (\$)	Value (\$)
-	21/06/17 16:38	1,000	5.250	5,250.000
-	21/06/17 13:49	3,000	5.230	15,690.000
-	20/06/17 9:02	11,345	5.120	58,086.400
-	15/06/17 9:10	1,000	5.050	5,050.000
-	14/06/17 13:49	20,000	5.000	100,000.000
-	13/06/17 16:46	240	4.950	1,188.000
-	13/06/17 16:46	6,000	4.950	29,700.000
-	13/06/17 13:32	5,000	4.950	24,750.000
-	13/06/17 13:02	10,000	4.950	49,500.000
-	13/06/17 13:02	4,000	4.920	19,680.000

Director share trading

For the month of June (as at **19 June 2017**), there were **201,220** 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.

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.

July 2017 Approved Progress Payments on Net Submit Trays

Approved per tray progress payments for 14 July 2017:

Class 1	
Zespri Green	\$0.60
Zespri Organic Green	\$0.66
Zespri Gold	no payment
Zespri Gold3 & Organic Gold3	\$0.90
Zespri Green14	no payment

August 2017 Indicative Progress Payments on Net Submit Trays

Indicative per tray progress payments for 15 August 2017:

Class 1	
Zespri Green	\$0.07
Zespri Organic Green	\$0.77
Zespri Gold	\$0.49
Zespri Gold3 & Organic Gold3	\$0.58
Zespri Green14	no payment

Unauthorised plantings of Zespri proprietary varieties

Zespri has recently been made aware of a number of unauthorised overplantings of Gold3. With the increase in Gold3 licence values and high Gold3 returns, it is crucial that Zespri continues to protect growers' investments in the variety. Zespri will be investigating all instances of overplanting that it becomes aware of and will take comprehensive enforcement action against infringers.

Zespri understands that in some cases, overplanting is minor and unintentional. However it is clear in some other cases that Zespri has identified, that growers have deliberately or recklessly exceeded their licensed planting area. It is important for growers to understand Zespri does not have a "minimum area" under which they will not pursue unauthorised plantings, every unauthorised planting will be considered on its merits to determine if it is "minor and unintentional". Growers should not assume that they will automatically fall into this category if they have a small area of unauthorised plantings. Such cases are a clear breach of both the Zespri Kiwifruit Variety Licence and the Plant Variety Rights (PVR) Act 1987, and undermine the value of other growers' licences. In such cases, the remedies available to Zespri will be strictly enforced.

Zespri has a standard process for dealing with overplanting that requires the orchardist to remedy the breach of their licence and the PVR Act by obtaining additional licence, or removing and destroying the plant material within a specified timeframe. Failure to take action within the specified timeframe will result in Zespri exercising its rights under the licence terms and conditions and under the PVR Act, including:

1. Under the Zespri Kiwifruit Variety Licence: a) termination of the licence; b) removal of all Gold3 plant material from the property i.e. not just the overplanted area; c) claims for damages.
2. Under the PVR Act: a) a court order requiring the removal of illegally grafted material; b) claims for damages.

In addition to the above measures, it is also Zespri's policy that any grower who breaches a Zespri Kiwifruit Variety Licence by overplanting will not be eligible to participate in any future Zespri licence release for the following five years, including the commercialisation of any new variety. This is included as a condition in the Allocation Process Rules for each licence release.

Zespri also reserves the right to consider prior breaches of its intellectual property rights when considering eligibility for new opportunities for licences or new variety trial activities.

Growers are reminded that if they are converting or grafting an area with Gold3, it is their responsibility to ensure the area to be grafted or planted does not exceed their entitlement and which is clearly stated in their licence. If this requires the orchard area to be GPS mapped – growers are required to do this at their own cost. GPS mapping can be done by any of Zespri's approved mapping providers, as listed on the Canopy website, please note that GPS-it is Zespri's preferred GPS Mapping provider. If mapping provider GPS-it has previously mapped the orchard, they may be able to calculate the area to be grafted from the information they already hold. There is still a cost involved with this and in some instances a visit may be required by GPS-it. Growers are urged to ring GPS-it on 0800 247 748 if they wish to explore this further.

If Zespri becomes aware of any overplanting, they may either conduct a site visit and/or may add that orchard to be re-visited by GPS-it at any stage.

If you have any doubt about the licenced area that you are entitled to, for example because you have a number of separate licences on a single KPIN, please contact the Zespri Grower Contact Centre on 0800 155 355 to confirm this.

If you would like to discuss this topic further or you believe that you may be overplanted and wish to rectify the situation, we urge you to contact the Zespri Licence Team either by contacting the Zespri Grower Contact Centre on 0800 155 355, or a Zespri Grower Liaison Manager.

The Unauthorised Grafting Policy can be found on the Canopy at Canopy > Growing Kiwifruit > Zespri® Variety Licences > Licence Management > Unauthorised Grafting.

Industry Supply Group (ISG) meeting 22 June

- The main agenda items discussed were:**
- NZKGI grower health and safety obligations
 - Market update
 - Operational update
 - Quality update
 - Maturity clearance review process
 - Pack differential – GA survey
 - Hail insurance
- The next meeting will be held on **Thursday 20 July**.





Meet the team

Over the past year, the OPC team has had a major refresh. We want to introduce you to some of the new team, and let you know you will continue to see a fresh approach to our programmes. So if you haven't made it to an OPC event lately, make the time to come to one of the events we have coming up over the next few months and meet the team. In another issue, we'll introduce our other team members who work behind the scenes to support growers and work with data.



Beth Kyd.

Beth Kyd took over managing the OPC team last year, joining OPC in 2014, after 10 years working for Zespri, initially for Aragorn and later in a market access role in Zespri's Quality team. Beth's brought together a great team to support growers to make confident decisions, and you'll see some significant changes to the way we deliver events and information.



Cam Clayton.

Cam Clayton is the new OPC technical manager. This role is responsible for looking forward to what's coming up, and new technologies. Cam joined OPC from Eurofins and his understanding of the technical side of maturity testing is a useful skill set. The data analysis and grower trials functions report to Cam.



Neale Cameron.

Neale Cameron has taken on the role of OPC on-orchard manager, and is responsible for the team's extension programmes. Neale has a background in post-harvest, and has also been a grower and a beekeeper in previous lives, so brings a wealth of experience and contacts to the team.



Chrissy Stokes.

Chrissy Stokes and Sophie Headley are the orchard productivity extension leaders, focussed on delivering extension programmes to industry.



Sophie Headley.

While all of the team is involved in designing and delivering events, Neale, Sophie and Chrissy have this as their key focus. Sophie's been at Zespri for 11 years, and has held roles in the technical and communications teams. Chrissy has been part of the OPC team for the past 6 years, in several roles. You'll see some great content in the Kiwifruit Journal from these two!



Edgecumbe discussion group – flood affected orchards

Late last month, the OPC team hosted a get together for Edgecumbe growers and orchard managers who are involved with flood-affected orchards. Held at the Awakeri Event Centre, around 15 people gathered together to discuss their plan for flood affected vines going into next season and pick up some tips from other growers. Also present was Noel Brown, ex-Plant and Food scientist from Gisborne who has research knowledge on waterlogged vines.

Discussions centered around approaches to improving drainage and aeration, altering crop loads, nutrient input and the debate over whether or not to girdle affected vines. Thanks to everyone who made the effort to attend, and we hope to get together again in the spring to reassess different recovery pathways and discuss how vines are looking leading up to flowering.



Wrap up: Winter workshops

Over the past few weeks, the OPC team have been around the regions rolling out winter workshops. These workshops have given growers and post-harvest a chance to sit down and have robust discussion around how the past season has gone, influential orchard management techniques, and learnings to carry forward to next season. Winter pruning specifications, monitoring and feedback were also discussed within groups and around the room.

The format of these workshops has been slightly different than past years, giving

growers a comfortable setting to share their region specific learnings with each other. These discussion-orientated workshops complement other planned OPC events for the rest of the year, such as the upcoming budbreak events which will have a more technical, research based focus.

Resources from these winter workshops can be found using the search function on Canopy. Search "Mitigating your climatic risk", "Winter Pruning at a Glance", and "Setting your targets 2017".



Growers sharing information and learning together.



Copper and oil trial for scale control in organic orchards

A two-year project trialling the inclusion of a late August oil plus copper spray into a scale management programme has shown good results in reducing summer scale population, in addition to current methods. Key findings were:

- A late August oil plus copper spray was trialled on dormant vines.
- Results show reduced live scale on the leaves in summer, in both Gold3 and Hayward.
- No visible signs of plant damage were observed
- Trial suggests oil and copper can be tank mixed for application to dormant vines with no adverse effects.

These results are encouraging, particularly for organic growers, however trials involving

winter oil have been limited to three seasons and typically one timing (late August). It is recommended that growers set up a trial on part of their orchards before including this approach on a wide scale.

A journal article summarising the trial was published in the May/June edition of the Kiwifruit journal and OPC has recently published a summary "Need to Know" document on the Canopy website > Growing Kiwifruit>Pest & Disease Management> KiwiGreen> Additional Resources>Scale Control in Organics.

Four reasons to come to the 2017 Horticulture Conference, 12-14 July, ASB Baypark, Tauranga

Learn something new every day - our speakers will traverse everything from future disruptors and meeting the needs of a consumer-led market, to managing the issues that worry you like Worksafe investigations, compliance, and biosecurity at the border.

Add something to improve your business - 30 trade displays will showcase ways you can add to or change your business for the better.



Access innovation - our field trips will take you to: Eastpack, one of the most advanced packhouses in the world; Plant & Food

Research; an orchard; and Jenkins Freshpac Systems where pioneering technology addresses end-to-end packaging solutions.

Rub shoulders with key industry players - network with the Boards: of Horticulture New Zealand, Vegetables New Zealand and Tomatoes New Zealand; other growers; industry leaders; and Primary Industries Minister Nathan Guy who will speak at the conference dinner.

Find the full programme here: confer.co.nz/hortnz2017/programme/





ORCHARD PRODUCTIVITY CENTRE

The month ahead

Winter Pruning

- Before you make a start on winter pruning, it's important to work out what your target for next season is. Most likely this target will be both about numbers (working towards a final volume of trays) and quality - so take the time to think about both of these parameters. Get clear on what you want, communicate this to your pruning crew, and monitor and provide feedback on their performance to make sure you get the outcome you want!
- Remember it's not just about getting the target number of buds in a bay - it's about achieving an even distribution of buds right across the bay. What strategies might you employ to get sufficient buds tied in close to the leader? This area is often challenging to fill, and sometimes using a separate crew to focus on this area can achieve a better outcome.
- How many buds per square meter do you need? Use the Winter Bud Calculator on Canopy (Canopy > Zespri & The Kiwifruit Industry > Tools & Calculators > Calculators & Apps > Winter Bud Calculator) to calculate the required number of winter buds for your target crop load. Try a couple of different winter chill scenarios - what is the difference between a warm and a cold winter in terms of king flowers per winter bud? What are the implications for pruning and bud numbers?
- We know the quality of a winter pruning job is just as important as the numbers. Getting the right type and size of wood, that has spent the summer in the sun, grew early in the previous season, and has fat, pregnant buds, is sometimes a challenge, but should be a large component of your winter pruning specifications. These two Kiwifruit Journal articles ("Life after Hi-Cane", Part 1 (Hayward) and Part II (Gold3)) provide a great summary.
- Describe clearly what you do and don't want pruners to retain in the canopy.
- In older Hayward canopies and even some more established Gold3 canopies, it may be appropriate to focus on removing large crowns - one per bay makes a big difference. This activity is both about opening up to improve light (and therefore budbreak and new growth points) on the leader, and reducing overwintering sites for scale insects.

Leaf drop sprays

- Even though you might be keen to get going on the winter pruning job, if there are still lots of leaves on the vine it will be difficult.
- There is the option to use a leaf-drop spray. The recommendation is to wait until natural leaf fall in underway before this is done. Copper sulphate is typically applied at 12.5kg/ha, however an OPC trial in 2013/14 showed that lowering the rate to 9kg/ha, and adding urea at 2%, was just as effective as double this copper rate for dropping leaves in a Hayward canopy in early June. You should seek advice on appropriate rates as these may be higher or lower depending on canopy density and leaf condition at the time of application. Either way, ensure you use enough water to get good coverage and wetting - likely between 1500 and 2000L/ha this time of year.

Passionvine hopper and cicada management

- Immediately after leaf-drop is the time to start managing passionvine hopper and cicada populations. Check out the "post-harvest" and "dormancy" sections of the Crop Protection Standard for options for winter control of these annoying and economically significant pest species.

Start Clean, Keep Clean

- Don't let your winter development work lead to any nasty unwanted surprises. Make sure you start with clean plant material. New plants and budwood pose the highest risks of disease transfer - we may have learnt to manage Psa, but the next big threat could be here and spreading.
- Source only certified plants from Kiwifruit Plant Certification Scheme (KPCS) nurseries to reduce the risks of introducing new diseases to your orchard.
- Check out the latest advice on collecting budwood, and the rules around budwood movement on the KVH website. Use the cleanest source of budwood, and from your own orchard where possible. Traceability is important so records of budwood supplied and received must be maintained and kept with grower GAP records.
- If you are unsure of the movement controls or have any queries, please contact KVH on 0800 665 825, or email info@kvh.org.nz



ORCHARD PRODUCTIVITY CENTRE

The Budbreak Event

INFLUENCING | PREDICTING | ENHANCING | MEASURING
NEW SCIENCE & SOLUTIONS

Tauranga Wed 12 July | Kerikeri Tues 18 July

How does what you did last season influence budbreak and flowering next season? How do we measure winter chill? Can stringing change how many flowers I get next season? Should I be spraying hydrogen cyanamide at night time?

These and many others are questions are ones we'll be discussing with experts invited to present at the upcoming budbreak event.

Guest speakers include: Annette Richardson and Alastair Hall from Plant & Food Research and consultants David Manktelow and Robyn Gaskin.

Register to reserve your spot now – this event is free to attend but you do need to book.

Te Puke: Wednesday 12 July, 9am-12pm (www.zesprievents.co.nz/budbreakBOP)

Kerikeri: Tuesday 18 July, 9am-12pm (www.zesprievents.co.nz/budbreakKK)

The Pollination Event 2017



Tue Aug 15 (pm): Update on pollination research & trials
Wed Aug 16 (am): Pollination strategy workshop

Register for one or both sessions. Venue to be confirmed (BOP).

Following on from the success of the 2016 pollination event, this year's event will be focussed on helping growers design a pollination system that matches the orchard situation. There have been a significant number of research trials undertaken in the last year and this is an opportunity for growers to hear about these trial results and consider what they might mean for their pollination planning this season.

August 15 (afternoon): a science update where Dr. Mark Goodwin and his team will update us on the results of trials they have undertaken over the last year

● **August 16 (morning):** Develop a pollination strategy for your orchard,

selecting approaches and methods that will help ensure your pollination is optimised

More information will be available soon – but save the dates for now!



NEW ZEALAND KIWIFRUIT GROWERS

New Zealand Kiwifruit Growers Incorporated (NZKGI)
ph: (07) 574 7139 or toll free on 0800 232 505
www.nzkgi.org.nz

Notice of Annual General Meeting – New Zealand Kiwifruit Growers Inc.

The Annual General Meeting (AGM) of New Zealand Kiwifruit Growers Inc. (NZKGI) is scheduled as follows:

- Date: Thursday 24 August 2017
- Time: 11:00am
- Venue: ASB Arena, 81 Truman Lane, Mount Maunganui

The AGM pack will be posted to growers in early August.

The NZKGI AGM will be following by the Zespri AGM at the same venue. A bagged lunch will be available to growers between the AGMs.

New Zealand Kiwifruit Growers Incorporated (NZKGI)
Phone: 0800 232 505
www.nzkgi.org.nz



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

Q.&A. from the field

Q1: How do I buy and sell Zespri shares?

A1: There are two ways to buy or sell Zespri shares. Shares can either be traded privately between two parties. An off-market share transfer form must be completed by both parties and you will need to organise the exchange of monies between yourselves to transfer the shares. Once completed, return this form to Zespri along with the original share certificate for processing. Off-market share transfer forms are available on the Canopy website.

Alternatively, Zespri shares can be purchased/sold on the open market via the Unlisted share trading platform (www.unlisted.co.nz), through one of the six Unlisted registered brokers: ANZ, Craigs Investment Partners, First NZ Capital, Forsyth Barr, Hamilton Hindin Greene and JB Were. The brokers will check with Zespri that the buyer is eligible to hold Zespri shares. The broker will then place a valid buy or sell order on-market. When a buyer is matched with a seller, the trade will occur and the broker will notify Computershare to update the share register once the transaction has settled.

Purchasers must be the legal owner or lessee of a New Zealand kiwifruit orchard. To see the latest market depth information, go to www.unlisted.co.nz and search 'Zespri' in the Stock Lookup search bar at the top right-hand side of the screen.



For any more information regarding share trading contact Zespri on 0800 155 355.

Q2: How do I vote at the Zespri Annual Meeting?

A2: The 2017 Annual Meeting will be held at 1pm on Thursday 24 August, at ASB Arena Baypark, 81 Truman Lane, Mount Maunganui. The Zespri Board approved the addition of electronic postal voting for the 2017 Annual Meeting, as an alternative to existing voting options. By using the secure online voting option, shareholders who are unable to attend the meeting will no longer need to appoint a proxy, and they will be able to cast their votes ahead of time. Computershare Investor Services Limited is authorised to receive and count postal votes at the meeting, independent of Zespri. Corporate shareholders that wish to attend and vote at the meeting will still need to appoint a proxy at least 48 hours prior to the meeting.

Q3: Can I vote online and still attend the Zespri Annual Meeting?

A3: Yes. The option to use the secure online voting is available to all shareholders whether they choose to attend or not. By enabling online voting, we hope to increase shareholder/voting participation for those that are unable to attend the Annual Meeting in person, particularly in the regions.

Q4: I submitted an Expression of Interest for a pre-commercial block trial and received notification that I was unsuccessful. Why?

A4: The criteria by which applications were evaluated by Zespri included but was not limited to growers offering mature rootstocks, good, well-sheltered sites, a good production history, an ability to achieve high fruit production quickly and a spread of growing locations to evaluate performance in various production environments. These criteria were not exhaustive but were used as a guide. The selection process is audited to ensure it is fair and unbiased. A total of 157 applications were received and 34 were accepted into the pre-commercial trial programme. If you would like further specific information about your application, contact your Grower Liaison Manager.

Q5: I was successful in the 2017 tender round and I am grafting this winter. Do I need to GPS map my orchard prior to grafting?

A5: Growers should be certain of the size of the area that is being grafted prior to grafting. If a grower is unsure of an area, they should organise the area to be GPS mapped. A list of approved GPS mapping providers is available on the Canopy. When measuring the area, it should be measured from the outer most point of the support structure. Where a support structure is cantilevered, it should be measured from the point on the ground below the outer most point of the canopy. All males plants in the contiguous canopy area should be included in the measurement. There is no allowance for overplanting.

Q6: I specified on my successful 2017 licence bid that I require budwood from Zespri. When can I collect it?

A6: The budwood coolstore will be open every Tuesday and Thursday from 27 June until further notice. The opening hours are 10am – 12pm.

Quick view: biosecurity risk at a glance

Growers can now use the KVH Dashboard for a quick overview of biosecurity risk and the work KVH is doing to manage risk to the kiwifruit industry.

The Dashboard is produced every three months to provide the industry with a view of the current biosecurity threat levels and ability to respond and manage these threats should they arrive.

The single page view includes links to more detail available online and summarises risk information relevant to the kiwifruit industry from latest reports by the Ministry for Primary Industries.

View the dashboard at www.kvh.org.nz/resources



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

DISCLAIMER: ZESPRI GROUP LIMITED OR A SUBSIDIARY COMPANY OF ZESPRI GROUP LIMITED (ZGL) MAKES NO WARRANTY OR REPRESENTATION AS TO THE ACCURACY OR COMPLETENESS OF THE INFORMATION, PHOTOGRAPHS OR OTHER PUBLISHED MATERIAL ("PUBLISHED MATERIAL") IN THIS PUBLICATION. PUBLISHED MATERIAL AUTHORED BY A PERSON OTHER THAN ZGL REFLECTS THE VIEW OF THE AUTHOR AND NOT THE VIEW OF ZGL. THE PUBLISHED MATERIAL MAY BE SUBJECT TO COPYRIGHT AND SHALL NOT BE REPRODUCED IN ANY MANNER WITHOUT FIRST OBTAINING THE WRITTEN CONSENT OF ZGL. ZGL SHALL NOT BE LIABLE TO ANY PERSON FOR LOSS, INJURY OR DAMAGES ARISING FROM THAT PERSON'S RELIANCE ON THE PUBLISHED MATERIAL. ©2017 ZESPRI GROUP LIMITED.

Practical science update meeting for growers



Zespri and KVH invite growers and the wider kiwifruit industry to a practical science update meeting at The Orchard, 20 MacLoughlin Drive, Te Puke on Friday 28th July, commencing at 10.00am.

The meeting will update growers on:

- The latest research findings on novel pest and disease control options
 - The latest findings on improved management of G3 to mitigate the impacts of Psa
 - Up-to-date information on spray coverage and water rates
 - An update on Psa resistance to control products and what this might mean going forward
- We encourage all growers to attend.

Budwood movement



Once harvest is over, budwood movement will be a focus for many suppliers and growers, particularly those cutting over to new licences and those with new plantings.

Budwood poses the highest risk of disease transfer. We may have learnt to manage Psa but the next big threat could be here and spreading.

Please remember:

- Use the cleanest source of budwood, and source it from your own orchard where possible.
 - Budwood suppliers must be registered with KVH and supply a copy of their Psa-V Risk Management Plan. Go to www.kvh.org.nz/indgrafters.
 - Growers must comply with the movement controls and testing requirements outlined in the KVH Protocol: Budwood.
 - Budwood movement between Psa-V positive orchards is allowed only between orchards owned by the same legal entity within the same region. Please note, movement between Psa-V positive orchards between regions is subject to KVH authorisation and this may be withheld if alternative lower-risk options are available.
 - Maintain tool hygiene and sanitisation.
 - The budwood collection area is to be sprayed with copper within four weeks of collection.
 - Traceability is important so records of budwood supplied and received must be maintained and kept with grower GAP records.
 - In addition to the above - movement of Gold3 budwood also requires Zespri authorisation.
- If you are unsure of the movement controls or have any queries, please contact KVH on 0800 665 825 or email info@kvh.org.nz

Myrtle rust highlights needs for good hygiene protocols



Confirmations of myrtle rust plant disease presence on mainland New Zealand emphasise how important it is that good hygiene practices should always be followed.

Although myrtle rust doesn't affect kiwifruit vines, the discovery of myrtle rust is a reminder that there are unwanted pests and diseases easily spread through infected plant material and unclean machinery, tools, people and vehicles. Good hygiene practices are essential to help prevent their spread between vines, orchards and regions.

KVH hygiene recommendations are available in detail online. They key points are:

- Check and clean tools, vehicles, machinery, people and clothing.
- Ensure everything that comes on to your property is free from soil and plant material.
- Sanitise highest risk items and wash down dirty areas.
- Share information about biosecurity measures with your staff and contractors.

Myrtle rust could affect any myrtaceae trees or plants on your orchard. Check for any symptoms of the disease. You can read more about myrtle rust on the KVH website or visit the NZPPI website to view a complete list of all native and exotic myrtle plants in New Zealand.

If you see any symptoms of myrtle rust or anything else unusual, call the MPI exotic pests and diseases hotline on 0800 80 99 66. Take a photo but don't attempt to touch or collect samples of myrtle rust as this may increase spread of the disease.

