



MAKE YOUR VOTE COUNT! SPECIAL MEETING 2018

14 March | It's time to have your say!



Zespri is holding a Special Meeting of Shareholders on Wednesday 14 March, commencing at 1pm. The Special Meeting is a uniquely important moment for our industry, providing an opportunity to strengthen grower ownership and control of Zespri through improving the alignment between production and Zespri shareholding.

The recommendations to be voted on at the meeting have been developed as an outcome of the Kiwifruit Industry Strategy Project, with proposals to improve alignment receiving overwhelming support in the 2015 grower referendum. The need is significant. A growing number of New Zealand kiwifruit growers do not own Zespri shares – today, over 18 million shares are held by people who have left the industry.

The recommendations include two key aspects:

- A share cap to improve alignment between production and shareholding, with a maximum shareholding of four shares for each tray of production. A requirement to sell would only apply to currently over-shared producers after a transition period. Similarly a voting cap would be introduced with one voting share for each tray of production.
- Dividend restrictions on shareholders who are no longer producing shareholders. This would also only apply after a transition period.

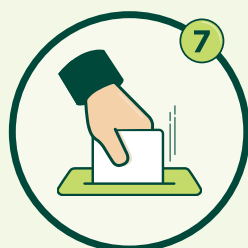
Zespri Chairman Peter McBride notes, “The recommended changes are vital for the longevity of our industry structure, which underlines the delivery of sustainable value to growers over the long-term. The Board of Directors therefore

recommends the full set of changes be approved by shareholders.”

A Special Meeting Voting Pack will be posted on 20 February. Alternatively, please visit www.kisp.co.nz to view the voting pack (available on 20 Feb).

“I STRONGLY ENCOURAGE YOU TO VOTE, EITHER IN PERSON AT THE MEETING, ONLINE, THROUGH POSTAL VOTING OR THROUGH APPOINTING A PROXY.”

- Peter McBride, Chairman, Zespri



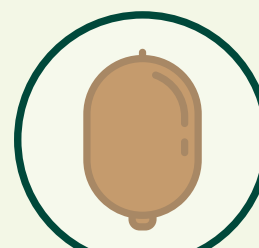
RESOLUTION 7 NEW ADDITION TO THE VOTE

A new resolution has recently been added to the voting agenda for the Special Meeting, 14 March.

Subject to the current voting cap under the constitution, Resolution 7 seeks approval for a proposal by Zespri to conduct a targeted share-issue, buy-back and distribution where the overall value of the transaction exceeds the major transaction threshold set out in the Companies Act 1993.

Under the Companies Act 1993, transactions which exceed a certain financial size require the approval of shareholders of a company by way of a special resolution as ‘major transactions.’ The share issue, buy-back and any subsequent distributions to shareholders, when taken together, may exceed the financial threshold set out in the Act. While the Board has yet to determine the full scope of the transaction, Zespri is seeking shareholder approval in the event where we do fall over the threshold.

The targeted share-issue and buy-back process was instigated to promote better grower/shareholder alignment at a level closer to one share per tray. Read more about Resolution 7 at www.kisp.co.nz.



LESSEES WITHOUT LEASES?

Up until very recently, Zespri has operated on a trust system in relation to shareholding by lessees.

However, given the proposed changes to its constitution, including the changes to shareholding entitlements, Zespri needs to be sure that its records are accurate.

We also need to be sure that lessees who want to purchase shares, are in fact producers, i.e. have a lease of one year or more of land in New Zealand for the supply of kiwifruit to Zespri.

Zespri has sent out letters with declaration forms requesting copies of leases and for the declaration to be completed in accordance with the instructions provided.

We urgently need lessees that haven't yet done so, to send the information back to us.

What are the consequences of not providing evidence that I have a valid lease of a KPIN?

If you are a lessee shareholder and Zespri does not have the required evidence of a valid lease, and all the constitutional amendments are adopted in March next year, you will be:

- Recorded as a dry shareholder;
- Lose dividends on your shares after the specified time period;
- Lose the right to vote your shares at the annual meeting; and
- You will not be permitted to buy any more Zespri shares.

We are happy to explain what you need to do to complete the declaration, please feel free to call Grower Support Services. Freephone 0800 155 355 or email contactcanopy@zespri.com



IMPLEMENTING THE
**KIWIFRUIT INDUSTRY
STRATEGY PROJECT**



THE VOTING PROCESS AT A GLANCE

There are seven resolutions to be voted on at the Special Meeting. However, not all shareholders will need to vote on the same resolutions.

- **Producers will be voting on resolutions 1, 2, 3, 5 and 7**
- **Non-producers will be voting on resolutions 2, 4 and 6**



PRODUCER

The voting options below show how you as an individual producer might vote, based on which particular outcome you wish to support. For example, if you wish to support the full package of recommended changes to the Constitution which are consistent with the proposals voted for in the KISP referendum, (as permitted under the Regulations) including the share cap, voting entitlement and dividend cap, you would vote in favour of resolutions one, two, three and five. There are basically three options.

A

Resolution 1:
CONSTITUTION
VOTE on change
to constitution
FOR ✓

+

Resolution 2:
REGULATORY
VOTE on change
to constitution
FOR ✓

+

Resolution 3:
PRODUCER
INTEREST GROUP
VOTE ON SHARE
CAP/VOTING
ENTITLEMENT
FOR ✓

+

Resolution 5:
DIVIDEND CAP
ON FUTURE
DRYS (3 YEARS)
FOR ✓

=

NEW
CONSTITUTION
FULL PACKAGE OF
RECOMMENDED
CHANGES

B

Resolution 1:
CONSTITUTION
VOTE on change
to constitution
FOR ✓

+

Resolution 2:
REGULATORY
VOTE on change
to constitution
FOR ✓

+

Resolution 3:
PRODUCER
INTEREST GROUP
VOTE ON SHARE
CAP/VOTING
ENTITLEMENT
FOR ✓

+

Resolution 5:
DIVIDEND CAP
ON FUTURE
DRYS (3 YEARS)
AGAINST ✗

=

NEW
CONSTITUTION
SHARE CAP,
VOTING
ENTITLEMENT,
BUT NO DIVIDEND
CAP FOR FUTURE
DRYS

C

Resolution 1:
CONSTITUTION
VOTE on change
to constitution
AGAINST ✗

+

Resolution 2:
REGULATORY
VOTE on change
to constitution
AGAINST ✗

+

Resolution 3:
PRODUCER
INTEREST GROUP
VOTE ON SHARE
CAP/VOTING
ENTITLEMENT
AGAINST ✗

+

Resolution 5:
DIVIDEND CAP
ON FUTURE
DRYS (3 YEARS)
AGAINST ✗

=

STATUS
QUO
(No change)



NON-PRODUCER

The voting options below show how you as an individual non-producer might vote, based on which particular outcome you wish to support. For example, if you wish to support the full package of recommended changes to the Constitution, including the share cap, voting entitlement and dividend cap for both current and future non-producers, you would vote for resolutions two, four and six. If you support the share cap and voting entitlement for producers but not either of the proposed dividend restrictions then you would vote for resolution two but against resolutions four and six. There are basically four options.

A

Resolution 2:
REGULATORY
VOTE on change
to constitution
FOR ✓

+

Resolution 4:
NON-PRODUCER
INTEREST
GROUP VOTE ON
DIVIDEND CAP
ON FUTURE
DRYS (3 YEARS)
FOR ✓

+

Resolution 6:
NON-PRODUCER
INTEREST
GROUP VOTE ON
DIVIDEND CAP
ON CURRENT
DRYS (7 YEARS)
FOR ✓

=

NEW
CONSTITUTION
FULL PACKAGE OF
RECOMMENDED
CHANGES

B

Resolution 2:
REGULATORY
VOTE on change
to constitution
FOR ✓

+

Resolution 4:
NON-PRODUCER
INTEREST
GROUP VOTE ON
DIVIDEND CAP
ON FUTURE
DRYS (3 YEARS)
FOR ✓

+

Resolution 6:
NON-PRODUCER
INTEREST
GROUP VOTE ON
DIVIDEND CAP
ON CURRENT
DRYS (7 YEARS)
AGAINST ✗

=

NEW
CONSTITUTION
SHARE CAP,
VOTING
ENTITLEMENT,
DIVIDEND CAP ON
FUTURE DRYS, NO
DIVIDEND CAP ON
CURRENT DRYS

C

Resolution 2:
REGULATORY
VOTE on change
to constitution
FOR ✓

+

Resolution 4:
NON-PRODUCER
INTEREST
GROUP VOTE ON
DIVIDEND CAP
ON FUTURE
DRYS (3 YEARS)
AGAINST ✗

+

Resolution 6:
NON-PRODUCER
INTEREST
GROUP VOTE ON
DIVIDEND CAP
ON CURRENT
DRYS (7 YEARS)
AGAINST ✗

=

NEW
CONSTITUTION
SHARE CAP,
VOTING
ENTITLEMENT, NO
DIVIDEND CAP ON
FUTURE OR
CURRENT DRYS

D

Resolution 2:
REGULATORY
VOTE on change
to constitution
AGAINST ✗

+

Resolution 4:
NON-PRODUCER
INTEREST
GROUP VOTE ON
DIVIDEND CAP
ON FUTURE
DRYS (3 YEARS)
AGAINST ✗

+

Resolution 6:
NON-PRODUCER
INTEREST
GROUP VOTE ON
DIVIDEND CAP
ON CURRENT
DRYS (7 YEARS)
AGAINST ✗

=

STATUS
QUO
(No change)

Please note: in addition to the six resolutions that relate to the proposed constitution changes, shareholders will be asked to consider Resolution 7. This is a vote of all shareholders under the current voting cap to approve share issue, buy-back and distribution as a major transaction. See www.kisp.co.nz for further information.

Did you know you can vote electronically? Refer to the 'Virtual Meeting Guide' in your Special Meeting Voting Pack to find out more. Visit www.kisp.co.nz for more information on your voting options.

New executive structure for Zespri

Zespri has announced an executive-level restructure to better align the business for the strong growth ahead.

Zespri Chief Executive Dan Mathieson says the strengthened executive will set the company up to achieve its challenging mission of more than doubling global sales to NZ\$4.5 billion by 2025.

"It is clear to all that our mission is a bold one; one we will only achieve with strong, decisive and active leadership and clear priorities.

"Our Executive Team combines expertise and experience, leveraging the fresh perspective that we have acquired in the last few years with the deep industry insight that has made us so

successful to date. It's about bringing everyone together to create One Zespri with One Industry mission.

"This team represents all the mission critical areas of our global strategy and ensures our industry will be even more closely connected to and led by the changing needs of our consumers and customers," says Dan.

The main changes are:

- Including in the Executive Team the portfolios of Supply Chain, Grower & Alliances and International Production, with the role of Chief Operating Officer not being replaced.
- Separating the Sales and Marketing portfolios to create Chief Marketing Officer and Chief Market Performance Officer

positions. This will ensure that Zespri has the focus to not only continue to deepen our win-win relationships with key customers around the world, but also the focus to strengthen our ability to understand consumers' needs and engage them with better experiences.

- Creating a new Executive portfolio for Digital Technology to help Zespri embrace the possibilities of technology, integrate our increasingly global organisation and improve our core business.
- Creating a new Executive portfolio for Innovation and Sustainability.

Further information about Zespri's Executive Team can be found on The Canopy and on www.zespri.com.

Enduring funding mechanism

Following the endorsement of an enduring funding mechanism by the Industry Advisory Council (IAC) on 2 November, we confirm formal approval of the agreement is now complete.

In December, the **Enduring Funding Agreement** was ratified by Registered Suppliers, Zespri and New Zealand Kiwifruit Growers Incorporated (NZKGI). Confirmation of the new funding mechanism also activated the IAC approval of amendments to the loyalty contract, as well as the adoption of the Zespri Segment Allocation Manual. The **enduring funding mechanism** is a key milestone towards the outcomes of the Kiwifruit Industry Strategy Project (KISP).

Based on principles outlined in KISP, the mechanism aims to ensure Zespri is funded appropriately, balanced against the need for appropriate cost control, to ensure that the benefits of economies of scale are shared between growers and shareholders. It replaces the former industry convention of renegotiating funding/margin arrangements every three years, and instead delivers an automatic margin resetting mechanism targeting a New Zealand supply EBIT of approximately one percent.

Implementation will mean Zespri's New Zealand supply margin in 2018/19 will be approximately \$3.5 million to \$4.0 million lower compared to the previous calculation – equivalent to around 2.5 cents per tray on average. The mechanism also includes a further reduction in Zespri's gross margin on New Zealand kiwifruit sales in 2019/20, so the margin decreases by approximately \$7.0m to \$8.0m, or 5.0 cents a tray on average, compared to the current calculation. From 2020 an automatic margin resetting mechanism has been agreed that targets a New Zealand supply EBIT of approximately one percent.

Loyalty payments

Any earnings before interest and tax from NZ supply over one percent of net NZ kiwifruit sales (if applicable) will now be equally shared with growers in the form of increased loyalty payments. Loyalty payments for the 2017/18 season are currently at 25 cents per tray, and any applicable additions to loyalty payments will take effect from June 2018. The loyalty payment will continue to be paid in two instalments. The first instalment is paid in January of the year following harvest and the remainder is paid in June of the same year. The first instalment of the 2017 loyalty payment, being \$0.10 per Class 1 tray supplied FOBS, was paid 15 January.

What will growers need to do to take advantage of the new loyalty structure?

Growers will not need to take any action to take advantage of the new loyalty structure. As directed in December's *Kiwiflier*, Zespri will update the loyalty contract immediately to reflect the IAC approved changes, and all current loyalty contracts will automatically transfer to the new wording effective immediately. Any growers who required a new loyalty contract for the 2017 season will have already been contacted by Zespri to complete a new form.

For further detail pertaining to the enduring funding mechanism please visit Canopy > Zespri & The Kiwifruit Industry > News > Chairman's Update, or alternatively contact your Grower Liaison Manager.



www.canopy.zespri.com

Top 5 PAGES

1. The Month Ahead: February
2. Girdling
3. Quality Manual
4. Crop Protection
5. Standard Cost Models

Gold3 Licence Release: 2018 mechanism and process

The Licence Application Overview and Rules (LAOR) will be published and available to view on Canopy (canopy.zespri.com) on 7 March. Please note as per the timetable below, the application window will open on **28 March**.

The release of this documentation follows the Board's decision in October to release 700 hectares of Gold3 licence and 50 hectares of Gold3 Organic licence in 2018.

2018 online licence application

There are two ways a grower can apply for licence this year. Growers can either complete the application form (downloaded from Canopy) manually, or you have the option to complete an online form via the Industry portal, which is also found on Canopy. If you choose to complete the application via the Zespri Industry Portal (available from **28 March till 5pm on 11 April**), 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 for you to view and finalise your bidding details, ready to be posted to Cooney Lees Morgan prior to the close of the application window.

Both options still require the applicant to print and post a copy of their application form along with their deposit payment to Cooney Lees Morgan before **5pm on 11 April**.

To complete an online application via the Industry Portal, log on to Canopy. Next, under the Industry Portal click on the Online Licence tab as below (note: only available from 28 March–11 April).



For assistance with the online licence application, LAOR download or any other questions relating to the application process, please call Zespri Grower Support Services on 0800 155 355 or email contactcanopy@zespri.com

2018 process – Gold3 (Unrestricted)

- **No deferred payment terms** to be offered – 25 percent due upon application and the balance is due 20 July.
- **A maximum of 20ha** in total may be successfully bid by any legal entity.
- **A 'use it or lose it' grafting requirement expiring 31 January 2020** will apply to all licences issued in 2018.

2018 process – Gold3 organic

- **Minimum bid area:** 1 hectare
- **Maximum bid area:** 10 hectares
- **Must be new plantings** (no Hayward conversion)
- **No deferred payment terms** to be offered – 25 percent due upon application and the balance is due the 20 July 2018.
- **A 'use it or lose it' grafting requirement expiring 31 January 2020** will apply to all licences issued in 2018.

The LAOR documents contains the rules and the application forms for each of the allocations. There will be a separate LAOR for the Gold3 Organic Process. There are strict rules regarding the Gold3 Organic Licence and significant consequences for not complying with the terms and conditions, so all growers considering making an application for the licence are encouraged to inform themselves, seek appropriate advice and read the LAOR before applying.

Licence allocation timeline:

Date	Action
7 March	Licence Application Overview and Rules published.
28 March	Application process opens.
11 April	Closing date for bids – applications must be received by Cooney Lees Morgan before 5pm.
27 April	Pre-validation and collation of all bids completed by Cooney Lees Morgan.
Week of 30 April	Evaluation Panel makes decisions regarding allocation of licences and successful bidders notified as soon as possible thereafter.
1 May onwards	Successful bidders' deposit cheques banked (At least three days advance notice by email will be given).
28 May onwards	Licence packs distributed.
20 July	Balance of settlement monies due.

It's registration time again

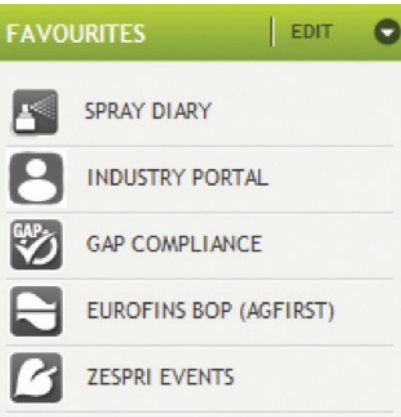
The 2018 KPIN and grower registrations are now due. Growers are encouraged to complete these online through the Zespri Industry Portal. If you would like to receive this in the mail, please contact Grower Support Services. An icon in the top right-hand corner by your name on your portal home screen will indicate that you have a notification waiting.

Once you have clicked on the icon you will receive instructions on how to complete your registration. Please note that you are required to complete two separate registrations: one for your KPIN and a second one for the entity that owns the orchard.

What is the portal?

The portal is a window into Zespri - this displays all the information regarding your orchard that we hold.

Growers can access Zespri Industry Portal by using their Canopy username and password, no additional login is required. To access the portal, navigate to: Canopy > Zespri & The Kiwifruit Industry > Tools & Calculators > Zespri Industry Portal. Or you can add this to your Canopy Favourites.



Growers are encouraged to complete the registration forms for submission as soon as possible. A completed registration form is required by Zespri even if there are no changes to your details.

Growers can request updates of any information that Zespri holds about them through the portal and these will be processed within 24 hours.

KPIN registration block information
As no block information is captured on this registration form, growers should check that the correct block information for their orchard is updated in their spray diary.

If you are unable to complete the forms online, or you wish to update block information, growers should contact their post-harvest facility or Zespri Grower Support Services on 0800 155 355 or email contactcanopy@zespri.com.

2017/18 Season return analysis

Class 1 - Approved Progress Payment 15 February 2018	Average on Net Submit	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.50	\$0.20	\$0.60	\$0.60	\$0.35	\$0.35	\$0.45
Zespri Organic Green	\$0.66	\$0.75	\$0.75	\$0.70	\$0.70	\$0.70	No payment
Zespri Gold	\$0.49	\$0.35	\$0.45	\$0.55	\$0.50	\$0.65	No supply
Zespri Gold3 & Organic Gold3	\$0.50	\$0.50	\$0.50	\$0.55	\$0.50	\$0.65	No payment
Zespri Green14	\$0.17	\$0.25	\$0.20	\$0.15	\$0.20	\$0.20	\$0.05

Class 1 - Indicative Progress Payment 15 March 2018	Average on Net Submit	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10
Zespri Organic Green	\$0.09	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	No payment
Zespri Gold	\$0.10	\$0.10	\$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	No payment
Zespri Green14	\$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™ / Replacement Program - Approved Progress Payment 15 February 2018	Average on Net Submit	16/18/22	27	30	33	36	39	42	Non-Standard Supply - Approved Progress Payment 15 February 2018	42	46
Family Kiwi™ / Replacement Program Green	\$0.05	No payment	\$0.15	No payment	No payment	No payment	No payment	No payment	Zespri Green		\$0.10
Family Kiwi™ Organic Green	\$0.72	\$0.80	\$0.80	\$0.70	\$0.65	\$0.60	\$0.60	\$0.45	Zespri Organic Green		\$0.30
Family Kiwi™ / Replacement Program Gold3	(\$0.00)	No payment	No payment	\$0.25	No payment	(\$0.23)	(\$1.12)	(\$4.16)	Zespri Gold3 Low DM	\$0.05	
Family Kiwi™ / Replacement Program Organic Gold3	(\$0.06)	(\$0.04)	No payment	(\$0.44)	\$0.10	\$0.15	No payment	No supply	Zespri Organic Gold3 Low DM	\$2.00	



Briefs

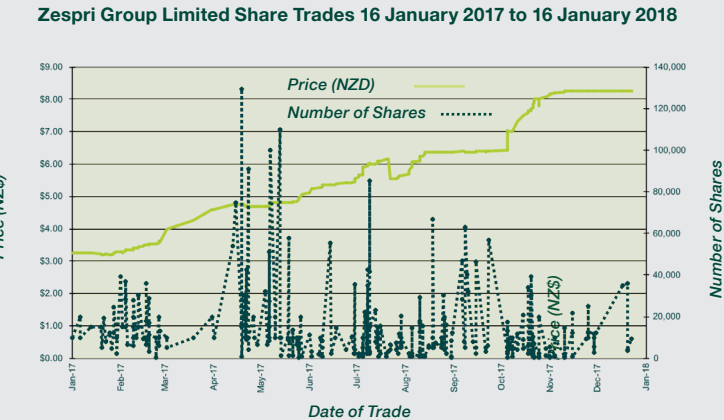
Share Briefs

As at **16 January 2018** the last Zespri share price trade was **\$8.25** traded on **11 January 2018**. There were two buyers at **\$8.22** and **\$8.20**. There were five sellers at **\$8.26**, **\$8.27**, **\$8.30**, **\$8.32** and **\$8.50**.

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

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

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
 - 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 **16 January 2018**.

Quote Line at Tuesday 16 January as at 11.19am								
Code	Bid (\$)	Offer (\$)	Last (\$)	At	High (\$)	Low (\$)	Volume	Value (\$)
ZGL	8.220	8.260	8.250	11/01/18 14:29	-	-	0	0.000

Market Depth					
BIDS			OFFERS		
Orders	Quantity	Price (\$)	Price (\$)	Quantity	Orders
1	8,000	8.220	8.260	1,000	1
1	8,000	8.200	8.270	8,000	1
			8.300	5,000	1
			8.320	8,000	1
			8.500	5,000	1

Last 10 Trades			
Date/Time	Quantity	Price (\$)	Value (\$)
11/01/18 14:29	9,500	8.250	78,375.000
8/01/18 16:23	4,100	8.250	33,825.000
8/01/18 16:11	3,800	8.250	31,350.000
8/01/18 16:11	36,060	8.250	297,495.000
5/01/18 14:21	35,000	8.250	288,750.000
19/12/17 12:39	12,245	8.250	101,021.250
18/12/17 16:06	10,000	8.250	82,500.000
18/12/17 11:34	5,600	8.250	46,200.000
18/12/17 11:34	2,500	8.250	20,625.000
18/12/17 11:32	11,900	8.250	98,175.000

Director share trading
For the month of January (as at 16 January), there were no shares traded by entities associated with Zespri Directors. See the Canopy for details: Canopy > Growing Zespri Kiwifruit > Working with Zespri > Shares. Alternatively search for 'Director Shares' using the search function.

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

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 2018 approved progress payments on Net Submit trays
Approved per tray progress payments for 15 February 2018:

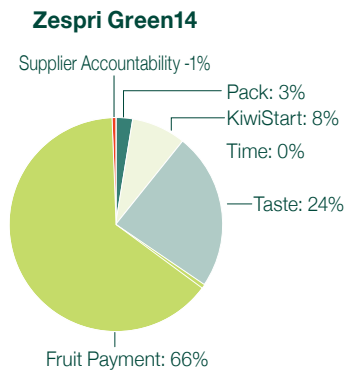
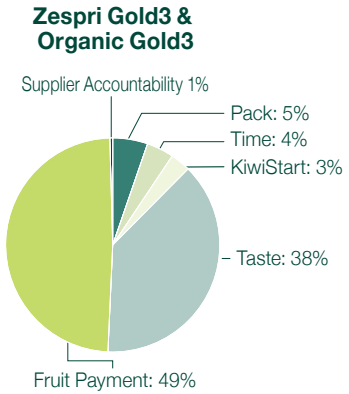
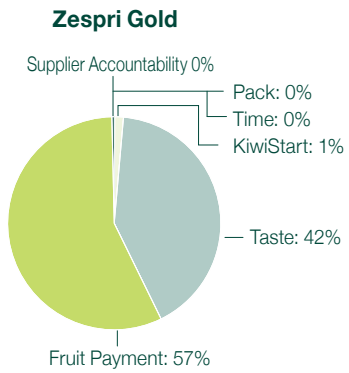
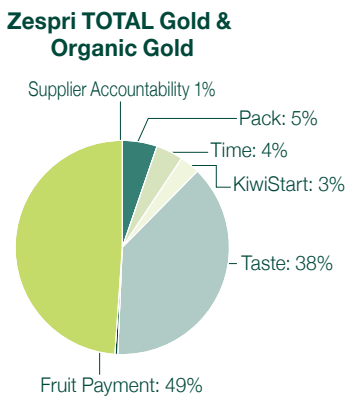
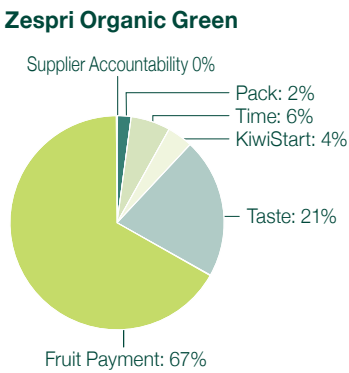
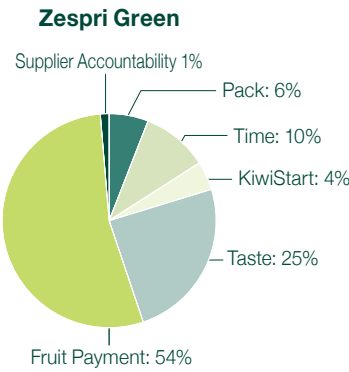
Class 1	
Zespri Green	\$0.50
Zespri Organic Green	\$0.66
Zespri Gold	\$0.49
Zespri Gold3 & Organic Gold3	\$0.50
Zespri Green14	\$0.17

March 2018 indicative progress payments on Net Submit trays
Indicative per-tray progress payments for 15 March 2018:

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

Season grower payments portions - Total Fruit and Service Payments

2017/18 - December forecast



Save the date: Grower Roadshows

Come 27 February, we'll be on the road! Dates have now been set for the first 2018 Grower Roadshows across the country. Travelling from Nelson to Kerikeri, the Zespri executive team will be meeting with our growers from 27 February to 7 March. Come and hear about the 2017/18 wrap up, as well as Zespri's vision and outlook for the season ahead.

See you there!

Date	Venue	Time
Tuesday, 27 February	Nelson Top 10 Holiday Park, 10 Fearon Street, Motueka	11am-1pm
Wednesday, 28 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
Thursday, 1 March	Opotiki Opotiki Golf Club, Fromow Road, Opotiki	10am-12pm
	Edgecumbe Awakeri Events Centre, Edgecumbe	2- 4pm
Friday, 2 March	Auckland Counties Inn, 17 Paerata Road, Pukekohe	10am-12pm
	Waikato Prince Albert, Victoria Street, Cambridge	2:30-4:30pm
Monday, 5 March	Kerikeri The Centre, 43 Cobham Road, Kerikeri	9:45-11:45am
	Whangarei A'Fare, 197 Lower Dent Street, Whangarei	1:30-3:30pm
Tuesday, 6 March	Katikati Katikati Rugby Club, Moore Park, Fairview Road, Katikati	10am-12pm
Wednesday, 7 March	Te Puke The Orchard, 20 MacLoughlin Drive, Te Puke	10am-12pm
	Tauranga Tauranga Racecourse, Cameron Road, Greerton, Tauranga	4-6pm

Register interest in US organic tour

Zespri is set to host a self-funded grower tour to North America in July 2018. The tour will hold a specific focus on the US organic market, with visits to Los Angeles, Monterey and San Francisco.

The tour was instigated to provide growers with invaluable insights into our organic markets, emphasising the importance of the Zespri system. Our North American markets, employees, and customers will also enjoy the opportunity to hear first-hand from Zespri growers.

The tour is planned to coincide with the Organic Produce Summit held in Monterey, USA in mid-July. Dedicated to organic fresh produce, the event brings together retailers, growers, processors and distributors, for a programme which includes highlights such as a field tour and the opportunity to learn from innovative and insightful presenters. Visit www.organicproducesummit.com for more details on this summit.

Places on this tour are limited, so please register your interest for the tour with Jenny Beirne on 027 836 3426 or jenny.beirne@zespri.com by 9 February. Deposits will be payable by 16 February, to secure your spot.

2018 Expression of Interest for registered suppliers

Zespri is now seeking Expressions of Interest from parties who wish to be contracted registered suppliers with Zespri for the supply of kiwifruit and/or services in respect of kiwifruit to be supplied by Grower numbers, for the 2018 season.

Registered suppliers will be party to the annual Supply Agreement with Zespri.

Subject to industry consultation, individual growers seeking a direct annual contract with Zespri are required to register during the grower contracting process, commencing January 2018.

Expressions of Interest are to be advised in writing no later than COB Friday 16 February to:

Susan King, Commercial Support Coordinator
Email: susan.king@zespri.com
PO Box 4043, Mount Maunganui South, 3149

Zespri Organic Field Day

Zespri will hold an organic-focused field day 13 February, from 9:45am-12:30pm. The Organic Field Day is set to provide an excellent opportunity for those considering growing organically, whether through a greenfields development, or the conversion of a conventional orchard.

Hosted at Jeff and Shirley Roderick's orchard 72 Roderick Lane, Te Puke, attendees will learn from leading experts about organic certification and organic orchard management practices. Zespri's Organic Field Day welcomes experts from OPC and BioGro, and suppliers on-hand to share their knowledge.

Registration and coffee will start from 9:45am, with an official kick off at 10am. A light lunch will also be provided following the close of the morning's agenda.

Where: Jeff & Shirley Roderick's orchard, 72 Roderick Lane, Te Puke
When: Tuesday, 13 February, 9:45am- 12:30pm
So, now's the time to book out 13 February on your calendar and we'll see you there!

New approved provider for maturity clearance services 2018 to 2020

Zespri has run a tendering process for the industry's maturity clearance services over the past four months.

The Zespri Board and Industry Advisory Council has approved a new provider, Verified Lab Services (VLS), to process around 20 percent of laboratory testing requirements for non-regionally-processed samples. The existing service provider Eurofins Bay of Plenty (Eurofins) has been retained for all other maturity clearance services including sampling. Eurofins will sub-contract sampling and laboratory testing services for the Hawke's Bay and Nelson regions. All reporting will continue to be provided through the eurofinsbop.co.nz website.

VLS is a subsidiary of Seeka Limited, a post-harvest supplier and is accredited by IANZ to ISO 17025 for all kiwifruit maturity clearance tests. All samples processed by VLS will be blinded so VLS is not aware of the

growers or maturity areas they are processing. This sample blinding will avoid any perceived conflict of interest that could arise from a laboratory testing service provider being affiliated with a post-harvest supplier.

The intention is for Zespri to negotiate three-year contracts with both Eurofins and VLS for all services except for reporting. In addition to the three-year term, an extension option will be available of up to two years at Zespri and the industry's discretion – this is intended to encourage price reduction and/or service improvement during the contract term. Once contracts are agreed with both Eurofins Bay of Plenty and VLS, a 2018 standard price list will be published.

Class 1 Fruit and Service Payments and Timings


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


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


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


- Submit is paid in the early months when fruit is submitted into inventory.


- Pack and Time, KiwiStart and Taste Zespri is paid on FOBS, i.e. when fruit is shipped. Some of the Supplier Accountability payments are subject to SLA terms.
- Progress will be paid in the remaining months at levels subject to Zespri Management approval.
- Average payments per TE are based on the 2017/18 December forecast trays and actual payments to date.
- YTD amounts for Pack and Time may move from previous Kiwifliers due to SLAs being paid late in a month.


Zespri Green								
 ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / FOBS TE	% of Pool Paid YTD
Apr-17	\$2.25	\$0.02					\$2.27	23%
May-17		\$0.11					\$0.11	24%
Jun-17		\$0.10					\$0.10	25%
Jul-17		\$0.03	\$0.00	\$0.26	\$0.61		\$0.90	34%
Aug-17		\$0.15	\$0.18	\$0.42	\$0.20		\$0.96	44%
Sep-17		\$0.29		\$0.72	\$0.12		\$1.13	55%
Oct-17		\$0.38	\$0.27	\$0.32	\$0.18		\$1.14	67%
Nov-17		\$0.31	\$0.03	\$0.59	\$0.60		\$1.54	82%
Dec-17		\$0.15	\$0.03	\$0.06	\$0.43		\$0.66	89%
Jan-18			●			\$0.10	●	●
Feb-18					\$0.50		●	●
Mar-18					\$0.10		●	96%
Apr-18					●		●	●
May-18					●		●	●
Jun-18						\$0.15	●	100%
Paid YTD	\$2.25	\$1.53	\$0.51	\$2.37	\$2.15	\$0.00	\$8.81	
Balance to pay	\$0.00	\$0.01	\$0.03	\$0.00	\$0.80	\$0.25	\$1.09	
Total fruit and service payments - 2017/18 forecast							\$9.90	

Zespri TOTAL Gold and Organic Gold									
 ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Gold OB Premium	Loyalty Premium	Total payment / FOBS TE	% of Pool Paid YTD
Apr-17	\$2.80	\$0.16						\$2.96	21%
May-17		\$0.13						\$0.13	22%
Jun-17		\$0.19						\$0.19	23%
Jul-17		\$0.04	\$0.00	\$0.93	\$0.89			\$1.87	37%
Aug-17		\$0.29	\$0.18	\$1.46	\$0.33	\$0.02		\$2.29	53%
Sep-17		\$0.41	\$0.02	\$1.78	\$0.20			\$2.41	70%
Oct-17		\$0.05	\$0.24	\$0.05	\$0.61			\$0.95	77%
Nov-17		\$0.00	\$0.01	\$1.06	\$0.54	\$0.01		\$1.62	88%
Dec-17		\$0.01	\$0.01	-\$0.01	\$0.56			\$0.56	92%
Jan-18			•				\$0.10	•	•
Feb-18					\$0.50			•	•
Mar-18					\$0.10	•		•	98%
Apr-18					•			•	•
May-18					•			•	•
Jun-18							\$0.15	•	100%
Paid YTD	\$2.80	\$1.29	\$0.47	\$5.28	\$3.12	\$0.02	\$0.00	\$12.99	
Balance to pay	\$0.00	\$0.00	\$0.01	\$0.00	\$0.80	\$0.00	\$0.25	\$1.06	
Total fruit and service payments - 2017/18 forecast								\$14.05	

Zespri Organic Green								
 ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / FOBS TE	% of Pool Paid YTD
Apr-17	\$2.25						\$2.25	20%
May-17		\$0.01					\$0.01	20%
Jun-17		\$0.07					\$0.07	20%
Jul-17		\$0.02	\$0.07	\$0.29	\$0.67		\$1.04	29%
Aug-17		\$0.11	\$0.15	\$0.46	\$0.92		\$1.64	44%
Sep-17		\$0.21		\$0.83	\$0.11		\$1.15	54%
Oct-17		\$0.24	\$0.24	\$0.23	\$0.72		\$1.43	66%
Nov-17		\$0.11	\$0.00	\$0.54	\$1.08		\$1.73	81%
Dec-17		\$0.07	\$0.00	\$0.04	\$0.78		\$0.88	89%
Jan-18			●			\$0.10	●	●
Feb-18					\$0.66		●	●
Mar-18					\$0.09		●	96%
Apr-18					●		●	●
May-18					●		●	●
Jun-18						\$0.15	●	100%
Paid YTD	\$2.25	\$0.85	\$0.46	\$2.37	\$4.27	\$0.00	\$10.20	
Balance to pay	\$0.00	\$0.05	\$0.00	\$0.00	\$0.96	\$0.25	\$1.26	
Total fruit and service payments - 2017/18 forecast							\$11.47	

Zespri Gold									
 ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Gold OB Premium	Loyalty Premium	Total payment / FOBS TE	% of Pool Paid YTD
Apr-17	\$2.80							\$2.80	24%
May-17								\$0.00	24%
Jun-17		-\$0.01						-\$0.01	24%
Jul-17				\$1.23				\$1.23	35%
Aug-17			\$0.07	\$1.23	\$0.51			\$1.81	50%
Sep-17			\$0.01	\$1.33	\$0.94			\$2.27	70%
Oct-17			\$0.08		\$0.64			\$0.71	76%
Nov-17			-\$0.01	\$0.95	\$0.35			\$1.29	87%
Dec-17			-\$0.01	\$0.00	\$0.50			\$0.48	91%
Jan-18			•				\$0.10	•	•
Feb-18					\$0.49			•	•
Mar-18					\$0.10			•	97%
Apr-18					•			•	•
May-18					•			•	•
Jun-18							\$0.15	•	100%
Paid YTD	\$2.80	-\$0.01	\$0.12	\$4.74	\$2.93	\$0.00	\$0.00	\$10.58	
Balance to pay	\$0.00	\$0.00	-\$0.01	\$0.00	\$0.78	\$0.00	\$0.25	\$1.02	
Total fruit and service payments - 2017/18 forecast								\$11.60	

Zespri Green14								
 ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / FOBS TE	% of Pool Paid YTD
Apr-17	\$2.80	\$0.11					\$2.91	33%
May-17		\$0.10					\$0.10	34%
Jun-17		\$0.01					\$0.01	34%
Jul-17			\$0.71	\$0.68			\$1.39	50%
Aug-17			-\$0.05	\$0.68	\$0.18		\$0.81	59%
Sep-17		\$0.00		\$0.28	\$1.03		\$1.31	74%
Oct-17		\$0.00		\$0.00	\$0.83		\$0.83	84%
Nov-17			\$0.00	\$0.41	\$0.07		\$0.48	89%
Dec-17			\$0.00	\$0.00	\$0.22		\$0.22	92%
Jan-18			●			\$0.10	●	●
Feb-18					\$0.17		●	●
Mar-18					\$0.10		●	96%
Apr-18					●		●	●
May-18					●		●	●
Jun-18						\$0.15	●	100%
Paid YTD	\$2.80	\$0.22	\$0.65	\$2.05	\$2.33	\$0.00	\$8.06	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.47	\$0.25	\$0.72	
Total fruit and service payments - 2017/18 forecast							\$8.78	

Zespri Gold3 and Organic Gold3									
 ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Gold OB Premium	Loyalty Premium	Total payment / FOBS TE	% of Pool Paid YTD
Apr-17	\$2.80	\$0.17						\$2.97	21%
May-17		\$0.13						\$0.13	22%
Jun-17		\$0.19						\$0.19	23%
Jul-17		\$0.04	\$0.00	\$0.93	\$0.89			\$1.87	37%
Aug-17		\$0.29	\$0.18	\$1.47	\$0.33	\$0.02		\$2.29	53%
Sep-17		\$0.41	\$0.02	\$1.78	\$0.20			\$2.42	70%
Oct-17		\$0.05	\$0.24	\$0.05	\$0.61			\$0.95	77%
Nov-17		\$0.00	\$0.01	\$1.06	\$0.54	\$0.01		\$1.62	88%
Dec-17		\$0.01	\$0.01	-\$0.01	\$0.56			\$0.56	92%
Jan-18			•				\$0.10	•	•
Feb-18					\$0.50			•	•
Mar-18					\$0.10	•		•	98%
Apr-18					•			•	•
May-18					•			•	•
Jun-18							\$0.15	•	100%
Paid YTD	\$2.80	\$1.30	\$0.47	\$5.29	\$3.12	\$0.02	\$0.00	\$12.99	
Balance to pay	\$0.00	\$0.00	\$0.01	\$0.00	\$0.80	\$0.00	\$0.25	\$1.06	
Total fruit and service payments - 2017/18 forecast								\$14.06	

Note

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

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



The month ahead: February

Below is a small excerpt from 'The Month ahead for February,' the full version has much more information which we encourage you to read on the [Canopy > growing kiwifruit > The month ahead > The month ahead: February](#).

As we approach harvest, there are lots of tasks to tick off and some key events to help support you in making the harvest decision.

Monitoring

It's getting to that time when fruit monitoring samples are kicking off and we're getting an indication of how fresh weight and dry matter accumulation compare to previous seasons. Monitoring is a critical part of making the harvest decision and these early samples will give a good indication of how much of the season's potential you've captured.

Pre-harvest orchard management

There are lots of tasks to tick off pre-harvest and getting them done soon will make orchard life a bit less stressful in the weeks to come. Check out the 'Harvest Checklist Need to Know' on the [Canopy > Zespri & The Kiwifruit Industry > Publications > Need to Knows](#).

Crop protection

A dry summer usually means more sooty mould from passionvine hopper (PVH). Control this annoying pest with applications of pyrethrum - use PyGanic or ZETaPY to avoid market restrictions. Make sure you consult the Crop Protection Standard to check for any rule changes and if you're not subscribed to the pre-harvest news and updates email, register now by visiting [Canopy > Zespri & The Kiwifruit Industry > Publications > KiwiTips](#).

Check for giant willow aphid (GWA) in shelter. Trimming shelters can reduce the population.

Second generation scale crawlers are on the move so monitor as now is the time to control these but note that Gold3 skin is sensitive to damage from oil applications up to 90 days after fruitset.

Trunk girdling on Bounty71

Bounty71 is promoted as a rootstock that increases fruit dry matter by about one percent compared to Bruno. It is possible that this increase in dry matter results from Bounty reducing the vigour of vines. If so, girdling vines grafted on Bounty may not result in the same dry matter gains as girdling Bruno.

Kris Kramer-Walter, Peter Blattmann and Bill Snelgar from Plant & Food Research ran a trial in 2017 to look at whether trunk girdling Gold3 on Bounty had the same effect on dry matter as trunk girdling Gold3 on Bruno. As the vines were still

young, only one summer trunk girdle was applied per vine. Girdles were applied on one of two dates, 26 January or 23 February.

The results showed that trunk girdling vines on Bounty worked. By 4 April, girdling had provided an additional one percent (January girdle) or 0.6 percent (February girdle) dry matter compared to non-girdled vines. Summer trunk girdling of Gold3 on Bounty71 rootstocks appears to be just as effective as girdling on Bruno rootstocks.

Find out more on [Canopy > Zespri & The Kiwifruit Industry > Publications > NZ Kiwifruit Journal](#).

Want to hear more from OPC?

The OPC team has a number of communication channels to share information with growers. If you would like to hear more from the team, read the below and sign up for these timely, useful communications.

KiwiTips

Every two weeks OPC delivers this topical e-newsletter to subscribers. From winter pruning through to harvest, KiwiTips provides timely technical reminders together with links through to important publications – delivered right to your inbox every month. You can also sign up to receive GraftCare - tips for grafting.

Not receiving this and would like to? Sign up for KiwiTips newsletter by visiting the [Canopy > Zespri & The Kiwifruit Industry > Publications > KiwiTips](#).

Organic focused KiwiTips

Every three months, OPC deliver a special organic focused KiwiTips e-newsletter to subscribers.

Want to receive this? Sign up for KiwiTips newsletter by visiting the [Canopy > Zespri & The Kiwifruit Industry > Publications > KiwiTips](#).

Text reminders

We also send short text messages reminding you about events in your area.

If you would like to receive these, email opc@zespri.com with your name, mobile phone number and address and we will add you to the list.

Have you read the latest Kiwifruit Journal?

Articles in the November/December Kiwifruit journal include information on:

- The performance of Bounty71 rootstock
- Trunk girdling with Bounty (see summary below)
- Grafting Bounty71
- Work underway to understand carbohydrate source and sink relationships in kiwifruit
- Hayward grower survey results
- Can late-season strung cane improve dry matter?
- Establishment and pre-harvest news and updates

Pre-harvest

FIELD DAYS

Identifying and assessing variability | Harvest maturity
Risks and threats to your business | Your responsibilities
Preparing for harvest

The OPC team will be on the road again from mid-February to bring you a series of pre-harvest field days.

Our objective is to help you understand, identify and address variability at harvest, understand select picking, identify, assess and manage key risks to your business, and get ready for harvest. We know people learn best when they have to work at things, so come along prepared to put your brain to work! There will be plenty of opportunity for discussion along the way and lots of useful resources to take home.

Based on feedback from last year, this season we're planning to be out there a little earlier, and we're also running an additional event in Paengaroa, aimed at KiwiStart growers in the Western Bay of Plenty. There will be other events in the BOP a little later that will suit main pack growers better. We know there are a lot of meetings going on during this period but growers who've recently been to an OPC field day told us they really got value from it, so get it in your diary now - see below.

Week 8

Gisborne

Thu 22 Feb, 2pm-4pm

Hika Orchard, 1289 Ormond Road

Coffee from 1.30pm

Hawke's Bay

Fri 23 Feb, 2pm-4pm

Camp David Orchard, 91 Allen Road, Hastings

Week 9

Opotiki

Mon 26 Feb, 2pm-4pm

Tully Orchard, 101 Dip Road

Maketu: KiwiStart Focus

Thu 1 Mar, 2pm-4pm

Orchard B, 18 Maketu Rd

Coffee from 1.30pm

Week 10

Tauranga

Mon 5 Mar, 2pm-4pm

Taurikura Orchard, 149 Griffin Road

Coffee from 1.30pm

Edgecumbe

Tue 6 Mar, 2pm-4pm

SouthEast Hort, 107 Galatea Rd, Te Teko

Coffee from 1.30pm

Auckland

Wed 7 Mar, 10am-12pm

Burnside orchard, 149 Clevedon-Takanini Road, Papakura

Whangarei

Thu 8 March, 10am-12pm

Simpson Orchard, 448 Whatatiri Road

Kerikeri

Fri 9 Mar, 10am-12pm

Shepherd Orchard, 34 Darwin Road

Week 12

Te Puke

Tue 20 Mar, 10am-12pm

Waimea 5 Orchard

112b Waimea Drive

Coffee from 9.30am

Waikato

Wed 21 Mar, 10am-12pm

Treblands, 5022 Ohaupo Road

Coffee from 9.30am

Katikati

Thu 22 Mar, 10am-12pm

KWKiwi Orchard, 157 Ongare Point Road

Coffee from 9.30am

Week 13

Wanganui

Tue 27 Mar, 10am-12pm

Riverside Orchard, 13 Pauls Road

Coffee from 9.30am

Nelson

Thu 29 Mar, 10am-12pm

Haywards, 72 King Edward Street, Motueka

Coffee from 9.30am



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

Ben Hurley to host BOP Young Fruit Grower Competition Gala Dinner

Billy T Award-winning comedian Ben Hurley has been confirmed as MC for the Bay of Plenty Young Fruit Grower Gala Dinner at ASB Arena on Thursday 15 February. Ben is widely recognised from his regular appearances on TV3's 7Days, for which he is also Head Writer.

Ben Hurley says, "Given that I've recently relocated to the Bay of Plenty, I am really looking forward to learning more about the local horticulture industry and its emerging young talent competing in this event."

Katy McGinity, Chair of the Bay of Plenty Young Fruit Growers Upskilling Incorporated Society, says, "We are very excited to have secured a comedian to our regional event who is so well known across New Zealand. His great sense of humour will make it a very entertaining evening for all those who attend."

Bay of Plenty Young Grower Competition contestants will battle it out for the 2018 title in a series of competitive events followed by a speech competition during the Gala Dinner. The overall winner is also 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. Support the young people of the kiwifruit industry and don't miss out on this event – go to the website and book your tickets now!

www.bopyoungfruitgrower.co.nz



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

NZKGI Weekly Update

Will you be up-to-date on kiwifruit grower issues in 2018?

Simply sign up to the NZKGI Weekly Update by sending an email to info@nzkgi.org.nz with the words "Subscribe to Weekly Update" in the subject line. The Weekly Update is also available to non-growers.

New Chief Executive for KVH



KVH has announced the appointment of Stu Hutchings as new Chief Executive.

Stu takes over from current Chief Executive, Barry O'Neil at the end of March.



When announcing the appointment KVH Board Chairman, Adrian Gault said Stu will join the team well qualified with a wealth of relevant experience and knowledge. In his most recent management role at OSPRI, Stu has been responsible for establishing a new long-term pest and disease management plan and several innovative research projects. He has also managed relationships with the Ministry for Primary Industries and other primary industry groups.

Stu says he is looking forward to joining what he sees as a committed and future-thinking industry.

"There are a lot of innovative approaches to biosecurity challenges being led by KVH, with great support and backing from kiwifruit growers who care about the success of the industry and want to be involved. I find that incredibly exciting."

Stu is currently the Group Manager, Programme Design and Partnerships for OSPRI and has had previous roles as acting Chief Executive for both the Animal Health Board and OSPRI. A veterinarian by trade, he has also held roles within private vet practice and risk management product development for the New Zealand Veterinary Association.

Copper use after flowering



Weather station data is collected and fed into the online Psa Risk Model.

While a Psa risk typically drops when temperatures rise above 20 degrees, it's important to keep watching the online Psa Risk Model as pockets of moderate and high-risk weather can still occur.

Psa leaf spots remain a potential inoculum source if weather favours Psa so it is important cover is applied following canopy work and male pruning rounds. Ensure protection is in place prior to high-risk weather.

When applying coppers, maintain a five to seven-day gap between applications of foliar and copper to minimise risk of phytotoxicity to leaves and fruit. Do not apply sprays in poor drying conditions, or high humidity, as risk of fruit staining increases.

Also, choose low-risk weather periods when applying girdles. If copper sprays are used to cover girdling wounds, make sure correct rates are used. High rates of copper should not be applied directly to open girdles.

Visit www.kvh.org.nz/kiwi_psa to access the Psa Risk Model.

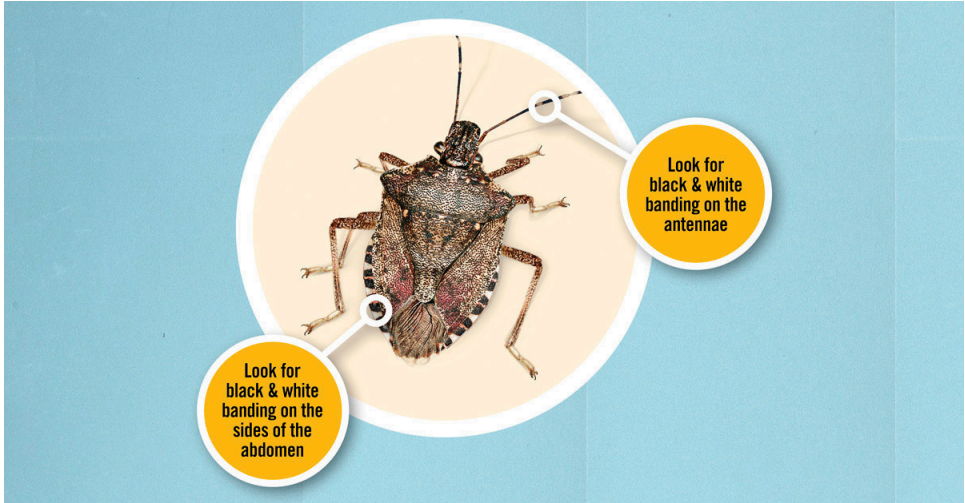
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SATURDAY 10 & THURSDAY 15
FEBRUARY 2018

Stink bug treatment for sea containers from Italy



How to identify the Brown Marmorated Stink Bug, one of the kiwifruit industry's most unwanted pests.

After KVH and other horticultural industries lobbied the Ministry for Primary Industries (MPI), we are pleased changes have been made to import requirements for sea containers loaded and exported to New Zealand from Italy.

We have been discussing with MPI the need for stricter measures to help manage the risk of Brown Marmorated Stink Bug (BMSB) because of increased finds of the bug at the border, and uncertainty around the ability of importers to verify compliance with import requirements.

Sea containers now have the same requirements as vehicles and machinery from Italy for fumigation or heat treatment which must take place before shipping. Documentation must be provided to MPI verifying this.

In place until March, the extra requirement means we, as an industry, can be more confident systems are in place that

appropriately manage the risk posed by BMSB at our border over the high-risk summer period. MPI have listened to the concerns raised and taken the right steps.

It's important that everyone understands the seriousness of a BMSB invasion, as it is not just a horticultural pest but a lifestyle pest as well. Not only can the bugs ruin crops and gardens, they can also infest buildings and houses. They like to hide in dark spaces, cracks and crevices. Keep an eye out for them and if you think you've found anything unusual catch it, snap it, and report it to MPI on 0800 80 99 66.

There are also short videos on the KVH website from the USA, where the ever-expanding BMSB population is taking over lifestyles. Share the video with your friends and family as everyone could be affected by this pest if it establishes in New Zealand.

Liquidation of the KVH Foundation



A proposed resolution to liquidate the KVH Foundation Incorporated was confirmed and passed at the pre-Christmas Special General Meeting on Tuesday 12 December.

The liquidation completes the process of Kiwifruit Vine Health Incorporated and the KVH Foundation Incorporated moving to a single entity - Kiwifruit Vine Health Incorporated - that represents the kiwifruit industry under the Government Industry Agreement (GIA).

Liquidators will formally dissolve the Foundation and complete all necessary legal requirements.

Zespri awards academic excellence in Biological Sciences



Zespri has sponsored an award for Biological Sciences with the University of Auckland to encourage postgraduate interest into biosecurity research. The award recognises excellence demonstrated by Year 4 students in the field of Biological Sciences.

Last year student, Shara Van de Pas, took out the competition for the inaugural award. Shara was presented with the Zespri prize by University of Auckland School of Biological Sciences, Head of Department, Eileen McLaughlin.



University of Auckland student, Shara Van de Pas (far right) presented with the award by Eileen McLaughlin, University of Auckland Head of Department for the School of Biological Sciences. University of Auckland Biological Sciences lecturers, Matt Templeton and Robin MacDiarmid are also in attendance.



Zespri finalist for Massey University Domestic Partnership Excellence Award

Zespri is delighted to have been selected as a finalist for the Massey University annual award for partnership excellence.

Chosen as one of five finalist organisations, the award recognises active collaboration with the University across a range of areas including: research, knowledge exchange, teaching and learning, reaching new audiences and internationalisation.

Massey University highlighted Zespri's contribution to research and development, particularly in post-harvest and human health. Closely involved in supporting tertiary research into horticulture, Zespri funds postgraduate scholarships and postdoctoral fellows, as well as contributing industrial research and learning support to Massey students and research staff. According to Massey the partnership has resulted in positive impacts on academic research, industry innovation and consumer health.

Zespri's tough competition for the award includes: Health Workforce New Zealand, Palmerston North City Council, Te Runanga Nui o Nga Kura Kaupapa Māori o Aotearoa and Venture Taranaki. The Domestic Partnership Excellence Award will be presented on 21 March at Parliament House, Wellington.

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

Q.&A. from the field



Q1: Will Zespri hold industry field days for growers to look at the pre-commercial varieties?

A1: Yes, field days will be held mid-February. An invitation will be extended through your post-harvest facility. Check with your packhouse for times and dates.

Q2: How do I become an organic grower and how long will it take?

A2: Conversion to full organic production takes three years. Typically this period starts from the time of the last conventional input on the orchard however can vary slightly between different countries' standards. Therefore it is best to register with BioGro early (i.e. close to the time of last conventional input). The first year is considered as the registration year for the orchard with the first audit taking place the following year. After the first audit, the orchard is considered to be in conversion year one. After the second audit, the orchard is in conversion year two. After successful completion of the third audit the orchard obtains full organic status, until this time, the fruit is sold as conventional kiwifruit. Whilst the orchard is in conversion, it is treated as an organic orchard in regards to spray diary audits, residue testing etc.

Upon registration with BioGro, you will need to fill out an online organic management plan. This includes, property and operation details, previous management, forward management plan, and affidavit for last prohibited input use. This organic management plan will form the basis of the annual audit and needs to be updated and submitted annually. As part of the annual renewal process with BioGro all proposed inputs are required to be submitted for approval. No inputs are allowed to be used without BioGro approval and no foliar products are allowed to be used without approval from both BioGro and Zespri.

Organic kiwifruit can be grown on the same orchard as conventional kiwifruit as long as there are appropriate barriers to mitigate the risk of cross-contamination (i.e. separate blocks segregated by shelter). If the kiwifruit are of the same variety, then this is considered parallel production and additional controls are needed to ensure the integrity of the organic product is maintained at all times.

Q3: Are there any average on-orchard costs available?

A3: Each year Zespri undertakes a survey to gauge on-orchard costs in the Industry which is useful as a benchmark for new and existing growers, and government agencies. We are asking for growers to help by providing their on-orchard costs (excluding debt servicing) to give us an accurate picture of current costings. If you can help, please contact your Grower Liaison Manager.

Q4: I have recently put up a shelter over my orchard blocks. Am I eligible for a hail insurance rebate?

A4: Orchards with blocks with solid cover or hail netting will be eligible for a rebate. The rebate will be based on 80 percent of the total cost of the hail scheme for the season for the covered blocks production.

To be eligible for this rebate, growers with covered canopies must:

- Have covered canopy erect by 01 November 2017.
- Have a minimum of 0.20 hectares covered or an entire variety on orchard covered.
- Have volume submitted into Zespri inventory that is from the area covered with hail netting or solid cover.
- Have indicated on their Spray Diary for the season, before 28 February, which blocks have hail netting or solid cover.

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FOR FURTHER INFORMATION OR FEEDBACK PLEASE CONTACT: THE ZESPRI GROWER SUPPORT CENTRE (0800 155 355)
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Q5: Can I get a Justified Approval to spray my shelters with Calypso for Passion Vine Hopper?

A5: Justified Approvals for insecticide applications to the shelterbelts/outside areas of your orchard will no longer be approved this season. Although the fruit isn't being sprayed directly, orchards are now at a stage where a residue risk is extremely high and growers should be extremely vigilant to prevent any chemical contamination of fruit.

PyGanic/ZETaPY pyrethrum products are the only PVH control options available this late in the season. To discuss any other PVH control options, contact Jemma Pryor, Crop Protection Advisor on 027 283 6192 or email jemma.pryor@zespri.com.

A sweeter season of giving



KiwiHarvest delivers perishable food to Kiwi families.

New Zealand charity KiwiHarvest and Zespri helped to make Christmas a little sweeter for families across the country in the recent festive season.

When Zespri found plenty of good fruit to share after a container performance trial in December, they got in touch with the fantastic team at KiwiHarvest Auckland. The result – the delicious, nutritious kiwifruit was delivered to the food rescue charity and was distributed straight out to community groups by KiwiHarvest staff and volunteers the same afternoon. All in all, the leftover trial fruit was enjoyed by over 50 groups from Pukekohe to Whangaparaoa.

KiwiHarvest also gave some of the fruit to fellow food rescue charity Love Soup, which was shared with families as far north as Whangarei.

