

# Special Meeting Results

## Zespri shareholders vote for change

On 14 March, Zespri shareholders voted to strengthen grower ownership and control of Zespri.

The changes to Zespri's constitution were backed by more than 75 percent of shareholders voting in a Special Meeting held at Mount Maunganui. The resolutions implement a number of changes arising from recent industry consultation.

Chairman Peter McBride explains the new constitution addresses a problem of growing misalignment between growers who supply kiwifruit to Zespri and people who own shares in Zespri.

"A significant number of New Zealand kiwifruit orchard owners do not own Zespri shares and over 18 million shares are held by people who have left the kiwifruit industry," explains Peter.

The constitution puts in place a share cap with a maximum shareholding of four shares for each tray of production and introduces dividend restrictions on shareholders who do not grow kiwifruit. "Without these measures, there is a risk that, over time, ownership of Zespri would progressively move away from the

current growers supplying Zespri and undermine the stability of our industry structure."

Peter says shareholders have voted to take advantage of a uniquely-important moment for the New Zealand kiwifruit industry.

"This support for change reflects the cohesiveness of our industry and a common interest among growers and former growers in seeing it prosper. The measures require a huge amount of goodwill but ultimately they will support Zespri's ability to deliver strong, sustainable value to kiwifruit growers and shareholders over the long term. It's a fantastic legacy for the next generation of people in our industry."

Another step to improve alignment is a targeted share issue and buyback programme. This was supported through a shareholder resolution and is planned for the second half of this year. It will be based on an independent valuation and will target the share issue to unshared and under-shared growers, and the buy-back offer to non-producers and over-shared shareholders.

The changes to Zespri's constitution followed a long period of consultation with growers, spanning nearly five years. This included a grower referendum in 2015, which saw the highest turnout in a horticultural referendum in recent history, and was followed by amendments to the Kiwifruit Export Regulations last year.

"There are diverse shareholder positions in our industry and we have been committed to a fair process, respectful of all shareholders," says Peter. "The changes will come into effect over a number of years, with a substantial transition period in place. The steps we have taken will help us to deliver sustainable wealth to New Zealand kiwifruit growers, the wider kiwifruit industry and the communities which rely on our industry."



Constitution changes: backed by more than 75 percent of shareholders voting.



A uniquely important moment for the industry.

Resolution	Description	% voting FOR
1	<b>All producer shareholders:</b> Any of the three possible sets of changes to the constitution.	93.37
2	<b>All shareholders – one vote per share:</b> Any of the three possible sets of changes to the constitution.	93.55
3	<b>Producer interest group:</b> Share cap and voting cap changes.	94.97
4	<b>Non-producer interest group:</b> Dividend cap changes that apply to future non-producers.	87.50
5	<b>Producers:</b> Dividend cap changes that apply to future non-producers.	91.38
6	<b>Non-producer interest group:</b> Dividend cap changes that apply to current non-producer shareholders.	76.69
7	<b>All producer shareholders:</b> Share issue, buyback and distribution as a 'major transaction.'	91.79

## NZ kiwifruit industry set to gain in CPTPP

Zespri has welcomed the signing of the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP) this month in Chile, with the New Zealand kiwifruit industry set to benefit significantly from the agreement.

The CPTPP will create significant value for the industry by eliminating tariffs on kiwifruit exports into all 11 Asia-Pacific signatory nations. As Chief Executive Dan Mathieson explains, the other countries in the agreement – Brunei, Chile, Singapore, Australia, Peru, Vietnam, Malaysia, Mexico and Canada – either do not have tariffs on kiwifruit, have existing free trade agreements with NZ or do not currently import NZ kiwifruit.

"We see the benefits most clearly in Japan, where New Zealand kiwifruit growers paid over \$26 million in tariffs last season. This tariff relief will mean savings for our growers and benefits for Japanese consumers by supporting our competitiveness against other fruit in market," says Dan.

Japan has been one of Zespri's top markets for volume and value over two decades and annual sales volumes to Japan are expected

to increase around 25 percent over the next five years. Zespri has grown sales in Japan by approximately one-third over the past three seasons in challenging market conditions, achieving sales of \$514 million in the 2016/17 season.

"Our industry is on track to more than double global sales to \$4.5 billion by 2025, as we increase production to meet rising global demand for fresh, healthy premium food. The reality is that New Zealand's economy is underpinned by exports, and agreements like these are critical to securing our ongoing access and competitiveness around the world.

"We congratulate the government on successfully concluding this important trade agreement and acknowledge the commitment and dedication of MFAT and MPI trade officials and previous ministers over the years," says Dan.

"We congratulate the government on successfully concluding this important trade agreement and acknowledge the commitment and dedication of MFAT and MPI trade officials and previous ministers over the years," says Dan.

## New shipping service a boost for Northland kiwifruit

Northland's growing kiwifruit industry has received an extra boost, courtesy of a new shipping service for the region.

From May this year, Northland kiwifruit will be able to travel directly to Singapore thanks to a new Mediterranean Shipping Company (MSC) service out of Northport's Marsden Point facility. This move will allow Zespri to deliver kiwifruit to the MSC ship every two weeks to be shipped directly to Singapore, and sold around the world.

Geneva-based MSC recently announced the decision to load fortnightly at Northport, with the leading global transportation and logistics company even naming the new service 'Kiwi Express' in honour of its major target crop.

The shipping line's New Zealand General Manager Steve Wright says, "MSC has always supported regional New Zealand ports and exporters."

"We are delighted to support Northland's fruit producers and to provide local customer service and global transportation solutions to exporters in New Zealand, whether it be for kiwifruit, citrus produce, timber or other cargo," Steve says.

Kerikeri-based grower, coolstore and packhouse operator Alan Thompson is thrilled with the announcement. "We've been trying to get this for 18 or 20 years," he says. "It's a major step forward for the growers up here. It's better for the fruit and it's better for us."

The Marsden Point option will significantly lower transport costs with kiwifruit no longer sitting on trucks unchilled for 12 hours at a time. Reducing truck numbers on the roads will also lower the carbon footprint of kiwifruit supply chains.

Northland produces 3.5 million trays of kiwifruit each year and volumes are likely to double within three years. The new service – the first of its kind for the region – is a coup for the port and it brings an economic boost to the region.

Zespri and MSC are finalising details of the service that will start in May and will run until the end of the kiwifruit season in late August.

# From the markets

Last month saw the cultivation of customer relationships and sales across our international markets.

## Australia, Japan, Mexico, Taiwan and USA in NZ

Every Zespri visitor tour to NZ plays a vital role in deepening customer appreciation of the Zespri system, demonstrating to an international audience how we grow the world's best kiwifruit and supply it just right, and ready for eating. However this month's Costco tour was a particular 'feather in the cap' for Zespri.

The visit by representatives from one of Zespri's largest customer accounts, American multinational Costco, was the result of several years of ongoing effort by CEO Dan Mathieson, Global Commercial Development Manager Steven Bunyan, Market Manager North America Glen Arrowsmith and USA Market Development Manager Susan Noritake.

The world's second largest retailer, Costco operates a chain of membership-only warehouse clubs with 90 million members worldwide and 741 stores across 11 countries. Currently retailing in Australia, Canada, Japan, Korea, Mexico, Spain, Taiwan, UK, USA, Iceland and France, the multinational has plans to expand further globally. They have identified Zespri as a partner in this effort. Zespri is actively engaged with Costco, providing input where strategic future partnership opportunities exist for the growth of kiwifruit sales both in the US and globally.

Costco international buyers and general merchandising managers were taken on a two-and-a-half-day action-packed tour learning about our industry, systems and standards. Costco also took part in a full-day workshop with Zespri, discussing future partnership opportunities and learning more about each other's business operations. Zespri would like to extend a special thanks to everyone who supported the success of the landmark Costco visit.



Zespri welcomes landmark visit by world's second largest retailer, Costco.

## Brussels

Zespri Benelux hosted an event last month to thank loyal Belgian wholesalers and greengrocers. The event included drone flying using virtual reality glasses, a photo booth with souvenirs, and closed with a dinner. During the event, Zespri Benelux also took the opportunity to present to the group on their plans for the season ahead.



Loyal Belgian customers enjoy marketing event.

## Netherlands

Our loyal customers in the Netherlands were also invited to an informative and entertaining event this month. Zespri Benelux invited key Dutch clients to attend an exclusive cooking workshop and fine dining experience with De Heeren van Driebergen in the township of Driebergen-Rijsenburg, central Netherlands.

The event opened with Zespri presentations providing an overview of the Dutch produce market and Zespri goals for future growth. Time was also provided for a question and answer session, where customers could query and discuss points raised in the presentation.

Following the presentation, our guests rolled up their sleeves and went to work. The group was split into three teams and took turns to prepare fine-dining courses under the tuition of a top chef, to taste and select wine to pair with the course, or to relax and enjoy the ambience.

Good wine, delicious food and a fun, relaxing cooking tutorial made for an exceptional event enjoyed by all. The day encouraged open, insightful discussion between our key customers and our marketing team.



Marketing event cooks up customer loyalty in the Netherlands.

## Netherlands

Zespri brand visibility was in the bag at the Huishoudbeurs fair held last month in Amsterdam. The clever Zespri Benelux marketers provided a Zespri-branded carry bag to Dutch consumers visiting Huishoudbeurs, one of the largest household expos in the Netherlands. The nine-day event attracts approximately 250,000 visitors displaying everything from food to fashion, to interior design and healthy lifestyle products. With plenty to pick up at the fair, the view of the crowd presented a sea of Zespri green, making Zespri one of the most prominent visible brands at the event.



Zespri carry bags for Dutch Huishoudbeurs fair-goers.

## Japan

Shooting is underway for the next season of our super-star Kiwi Brothers. In its third year running, the popular campaign will air on Japanese television from early May. Two television commercials will air in the new campaign series promoting the great taste of Zespri Kiwifruit.



Shooting of next Kiwi Brothers TV commercial now underway.

## North America

Zespri North America kicked off the season with a little help from 'The King.' The team exhibited at the first regional trade event of the season, the Southern Exposure Expo held in Florida, USA. Bringing to life the conference theme, 'Where Produce is King,' the team enjoyed a special appearance from the king himself, Elvis Presley, who joined Zespri at their booth.

Hosted by the Southeast Produce Council (SEPC), the event welcomed over 2,400 visitors, 270 exhibitors and 450 retail and foodservice attendees. Zespri North America met with buyers and decision makers from our key regional accounts discussing plans for the coming season at the expo, where our 2018 merchandising units, point-of-sale materials and packaging offerings were on display. Zespri also sponsored the Tom Page Golf Tournament Awards Reception allowing us to meet with key retailers among the golfers. Tournament proceeds were donated to local charities.

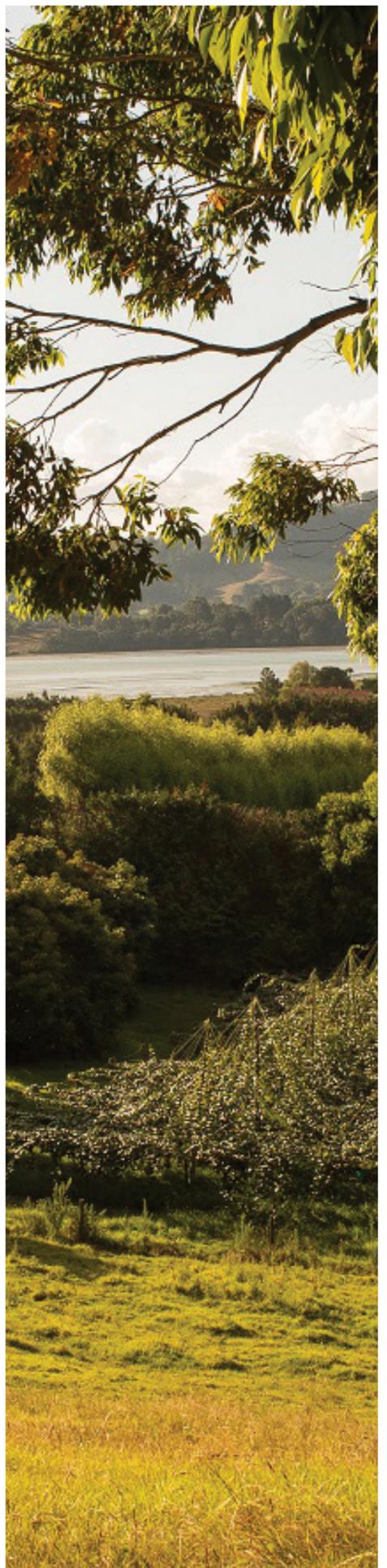


Zespri North America welcome 'The King' to their stand at the Southern Exposure Expo held in Florida.



Top 5 canopy.zespri.com PAGES

1. Quality manual
2. Up-2-Date
3. Tropical armyworm
4. EDI manual
5. OPC field days



# Applications open for 2018 Gold3 Licence Release

This year's licence applications are now open. However before you begin, we recommend taking the time to read the Licence Application Overview and Rules (LAOR). This document contains a number of important terms and conditions that you need to be aware of before you submit your application. The LAOR can be found on canopy.zespri.com at Canopy>Growing Kiwifruit>Zespri® Variety Licences>Licence Release>2018 Licence Release Application Process & Timeline.

## 2018 licence application

There are two ways a grower can apply for a licence this year.

1) Growers can download and print a copy of the application form from Canopy, and manually fill in and post the completed form along with the deposit payment to Cooney Lees Morgan before **5pm on Wednesday 11 April**.

2) Alternatively, growers can visit the Industry Portal to complete an **online application form**. Once you have completed the online form, you will receive a copy by email to review. After checking all the details are correct, print and post the completed form along with the deposit payment to Cooney Lees Morgan before **5pm on Wednesday 11 April**.

**Please note: both options still require you to print and post the application form along with your deposit payment to Cooney Lees Morgan before 5pm on 11 April.**

**If you are relying on NZ post to deliver your application forms please be aware of and allow for the Easter Public Holidays in terms of delivery times. If you do not wish to rely on NZ Post, you can alternatively courier your application forms, or if you live in the Bay of Plenty, hand deliver them to Cooney Lees Morgan's office at Level 3, 247 Cameron Road, Tauranga.**

**As stated in Rule 6.3 of the Licence Application Rules, by prior arrangement and on an exceptions basis, bids can be sent by email or fax to Cooney Lees Morgan, with originals following by post or courier. If you wish to make arrangements to fax or email your bid and then post the original, please contact Jody Renwick at Cooney Lees Morgan on 07 927 0552 or email jrenwick@clmlaw.co.nz.**

**In all cases, it is your responsibility to ensure that your bid is delivered to Cooney Lees Morgan by 5pm on 11 April 2018. Please note that Cooney Lees Morgan will not be able to confirm receipt of your bid by post or courier prior to the deadline. This is because all bids received are stored securely in bulk and are not opened until after 5pm on 11 April 2018 as required by the Licence Application Rules.**

## How do I complete an online application form?

To complete an online application through the Industry Portal, log on to canopy.zespri.com. If you have previously saved the Industry Portal to

your favourites, you can access it here. If not, type 'Industry Portal' into the search field. Next, under the Industry Portal click on the 'Online Licence' tab as shown in the image below. When completing the online form, your KPIN and legal entity details will be available for you to select, and once selected, will automatically pre-populate on the form.



After completing the online process, you will receive a copy of your application by email to review. As outlined previously, you will need to post, scan or courier a copy of the completed application form along with the deposit payment to Cooney Lees Morgan before **5pm on 11 April**.

**Please note: the online application process is only available until 11 April.**

For assistance with the online licence application, the LAOR download, or any other questions relating to the application process for the Unrestricted Licence Release or the Organic Gold3 Only Licence Release, please call Zespri Grower Support Services on 0800 155 355 or email new.cultivars@zespri.com.

## 2018 Process – Gold3 Unrestricted 700 hectares

- **No deferred payment** terms to be offered – 25 percent due upon application with the balance 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 this year.

## 2018 Process – Organic Gold3

- **No deferred payment** terms to be offered – 25 percent due upon application with the balance due 20 July.
- **Minimum bid area:** 1ha.
- **Maximum bid area:** 10ha.
- **Must be new plantings** – no producing Hayward conversion.
- **A 'use it or lose it'** grafting requirement expiring 31 January 2020 will apply to all licences issued this year.

The LAOR documents contain the rules and the application forms for each of the allocations. There is also a separate LAOR and licence terms & conditions for the Organic Gold3 process. All growers considering making an application for the licence are encouraged to inform themselves, seek appropriate advice and read the LAOR and licence document before applying.

# Understanding sales of Zespri PVR varieties

Once again Zespri licensed variety growers can this year sell Class 2 and Class 3 (reject) kiwifruit through Gate Sales Agreements, or through registered suppliers who have domestic market service level agreements (SLAs) with Zespri. However, it is important for growers to understand that unless the sale is to a registered supplier, selling Zespri plant varieties from the orchard gate for commercial resale by wholesalers, retailers and other commercial operators is prohibited. This means that you cannot sell your Class 2 and Class 3 Zespri PVR (Plant Variety Right) kiwifruit to a third party who intends to on-sell it.

**The options available for the sale of Class 2 and 3 Zespri PVR variety kiwifruit are:**

1. **Class 2 and Class 3:** kiwifruit sold at the orchard gate by the grower, or at farmers' markets by the grower. Growers must have a signed Gate Sales Agreement with Zespri.
  2. **Class 2 only:** kiwifruit sold via the grower's registered supplier on the domestic market. Registered suppliers must have signed an SLA with Zespri.
  3. **Class 3:** kiwifruit sold via the grower's registered supplier to a Zespri licensed processor for processing. It is important to note that Class 3 fresh fruit commercial sales of Zespri PVR varieties are prohibited.
  4. **Please note:** Zespri is required to pay royalties to Plant and Food Research on any Zespri PVR variety kiwifruit sold.
- I. Gate Sales Agreement (Class 2 and Class 3) key conditions that apply include:**
1. Gate sales must stop by 31 December 2018.
  2. Growers can sell kiwifruit at their orchard gate, the grower's own roadside stalls, or at farmers' markets provided the grower, not a third party, is selling the kiwifruit at the farmers' market.
  3. All kiwifruit must be packaged and include the KPIN number on the packaging.
  4. All sales of kiwifruit will only be made to individual end-consumers and any such individual sales will be in quantities no greater than 5kg per sale.
  5. Growers must submit an estimate of the number of kilograms they expect to sell at their gate over the season and keep records of the actual volumes sold. An invoice equating to three percent of Gold3 and Green14 gate sales received by the grower will be issued by Zespri at the end of the season, once the parties determine the actual sales volumes and revenues.
  6. No association with Zespri may be made in relation to the fruit; fruit must not have Zespri logos, branding or other association.

## II. Sales via registered suppliers through a domestic market SLA (Class 2 only)

All kiwifruit sold under this arrangement must comply with Zespri's annual supply agreement and quality manual, which includes maturity clearance, quality, food safety requirements, crop protection specifications and residue testing consistent with the supply of Class 1 and Class 2 fruit. Growers who have been approached regarding retail sales arrangements should contact their registered supplier to find out what is required.

## Does Zespri permit sales programmes direct from orchard to retailers or wholesalers?

No, retail sales are only allowed through a registered supplier under a domestic market SLA.

## Why does Zespri have rules prohibiting sales from the orchard gate to retailers or wholesalers?

The primary reasons include:

1. **Food safety.** For the PVR varieties, Zespri wants to ensure that all kiwifruit that is commercially sold in New Zealand is compliant with the Zespri Quality Manual for all aspects including quality and food safety. The best way to achieve this is to ensure supply is through a registered supplier who understands the steps required to ensure kiwifruit is compliant and safe.
2. **Increased returns for all growers.** Zespri upholds strict quality standards in the market to strengthen consumer perception of Zespri's brands and products. Registered suppliers invest time and labour into ensuring quality standards are met and have built a strong domestic market for Zespri PVR varieties. When kiwifruit circumvents those quality processes and enters the market, it is often at a lower price, and undermines quality standards. This drags down market pricing which in turn impacts all legitimately sourced fruit.

No Zespri PVR variety fruit can be sold at orchard gate or farmers' markets without a signed gate sales agreement. To register your interest in a gate sales agreement, please contact Zespri Grower Support Services on 0800 155 355 or email new.cultivars@zespri.com.

## What are the implications of growers selling direct to commercial sale?

Direct to commercial sales are a breach of the growers licence conditions and Zespri reserves its right to take action in relation to the same, including the retrieval of the product at the grower's expense, termination of the grower's licence and accounting for profits.

**For alternative domestic sales arrangements, please contact your registered supplier.**

Date	Action
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 with at least three days' advance notice issued by email.
28 May onwards	Licence packs distributed.
20 July	Balance of settlement monies due.



# 2017/18 Season return analysis

Class 1 - Approved Progress Payment 13 April 2018	Average on Net Submit	16/18/22	25/27	30/33	36	39	42
Zespri Green	<b>\$0.10</b>	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10
Zespri Organic Green	<b>\$0.12</b>	\$0.10	\$0.15	\$0.15	\$0.10	\$0.10	\$0.10
Zespri Gold	<b>\$0.10</b>	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	No supply
Zespri Gold3 & Organic Gold3	<b>\$0.12</b>	\$0.15	\$0.10	\$0.10	\$0.10	\$0.10	No payment
Zespri Green14	<b>\$0.12</b>	\$0.10	\$0.10	\$0.13	\$0.13	\$0.13	\$0.10

**Notes**

- Progress payments are paid on submitted trays and reversed for onshore fruit loss.
- Net submit trays = gross submitted trays less onshore fruit loss trays.

## 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.

### April 2018 approved progress payments on Net Submit trays

Approved per tray progress payments for 13 April 2018:

Class 1	
Zespri Green	\$0.10
Zespri Organic Green	\$0.12
Zespri Gold	\$0.10
Zespri Gold3 & Organic Gold3	\$0.12
Zespri Green14	\$0.12

## Share Briefs

As at **19 March 2018** the last Zespri share price trade was **\$7.70** traded on **16 March 2018**. There were two buyers at **\$7.70** and **\$7.68**. There were six sellers at **\$7.72, \$7.74, \$7.76, \$7.77, and \$8.00**.

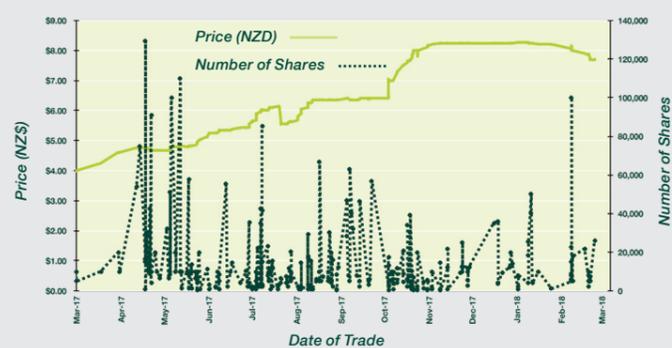
To trade Zespri shares please contact one of the registered USX brokers – See <https://canopy.zespri.com/EN/grow/zespri/Shares> for more information.

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

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

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

**Zespri Group Limited Share Trades 19 March 2017 to 19 March 2018**



**Want to see current buyers and sellers?**

To get a list of the price for current buyers and sellers and the associated shares go to [www.usx.co.nz](http://www.usx.co.nz). The Zespri Group Limited listing code is 'ZGL.' The USX website shows:

- Latest prices
- Market depth – to see the parcels of shares for sale and the parcels and price that buyers are seeking.
- Last 10 trades
- Market announcements

Below is the current Market Depth information as at **19 March 2018**.

Quote Line at Monday 19 March as at 8.40am						
Code	Bid (\$)	Offer (\$)	Last (\$)	High (\$)	Low (\$)	Volume
ZGL	7.700	7.720	7.700	7.700	7.700	26000

Market Depth					
BIDS			OFFERS		
Orders	Quantity	Price (\$)	Price (\$)	Quantity	Orders
1	1,000	7.700	7.720	1,000	1
1	1,000	7.680	7.740	1,000	1
			7.760	30,395	1
			7.770	30,000	1
			8.000	2,550	1
			8.000	42,065	1

Last 10 Trades			
Date/Time	Quantity	Price (\$)	Value (\$)
16/03/18	26,000	7.700	200200.000
13/03/18	5,000	7.700	38500.000
13/03/18	7,430	7.750	57582.500
12/03/18	8,000	7.850	62800.000
12/03/18	2,000	7.850	15700.000
12/03/18	5,000	7.850	39250.000
12/03/18	10,000	7.860	78600.000
12/03/18	5,000	7.880	39400.000
9/03/18	21,850	7.900	172615.000
1/03/18	17,740	8.000	141920.000

**Director share trading**

For the month of March (as at **19 March**), there were 2,036,977 shares traded by entities associated with Zespri Directors. Please note these shares were traded off-market between related entities. See 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.

## Shareholder statements following Special Meeting

Following changes to Zespri's constitution as a result of the Special Meeting on 14 March, all shareholders have been sent a statement advising as to their position under the new rules, including the share cap and dividend cap.

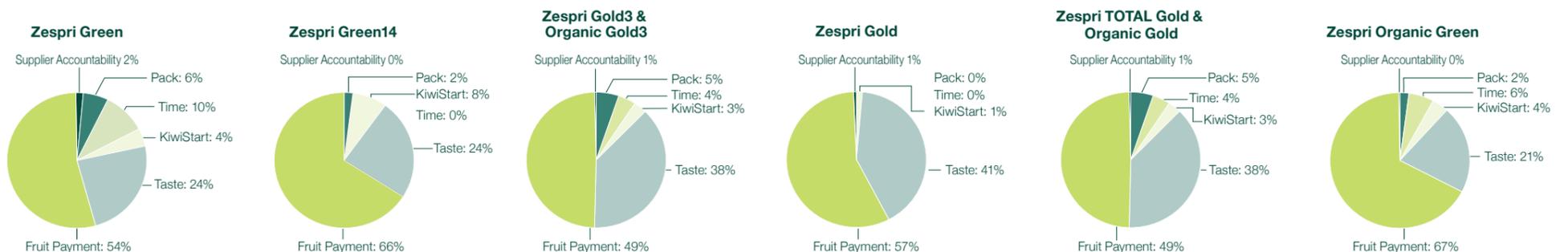
If you are a shareholder and have not received a statement by mid-April, please contact Grower Support Services on 0800 155 355 or email [shares@zespri.com](mailto:shares@zespri.com).

Any queries regarding your statement can also be directed to Grower Support Services.

**Please note: future statements will also include the allocation of votes for all shareholders.**

## 2017/18 Season Grower Payments Portions - Total Fruit and Service Payments

2017/18 - February Forecast



# Class 1 Fruit and Service Payments and Timings

## (Including Loyalty Premium)

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

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

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

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

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

### Note

1. In the February edition of *Kiwiflier* there was 17c per TE allocated for Green progress payments in May. This was due to the risk of an additional supplier accountability incentive payment of 6c per TE, as a result of an industry dispute. As this payment has now been confirmed and paid in March, the remaining progress payment has been reduced to 11c accordingly.

Zespri Green MARCH								
ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / FOBS TE	% of Pool Paid YTD
Apr-17	\$2.25	\$0.02					\$2.27	22%
May-17		\$0.11					\$0.11	24%
Jun-17		\$0.10					\$0.10	25%
Jul-17		\$0.03	\$0.00	\$0.26	\$0.61		\$0.90	34%
Aug-17		\$0.15	\$0.18	\$0.42	\$0.20		\$0.96	43%
Sep-17		\$0.29		\$0.72	\$0.12		\$1.14	54%
Oct-17		\$0.38	\$0.27	\$0.32	\$0.18		\$1.14	66%
Nov-17		\$0.31	\$0.06	\$0.60	\$0.60		\$1.56	81%
Dec-17		\$0.18	\$0.02	\$0.05	\$0.43		\$0.67	88%
Jan-18			\$0.00			\$0.10	\$0.10	89%
Feb-18		\$0.00	\$0.00	\$0.00	\$0.50		\$0.50	94%
Mar-18			\$0.06 <sup>1</sup>		\$0.21		\$0.27	96%
Apr-18					\$0.10		\$0.10	97%
May-18					\$0.11 <sup>1</sup>		\$0.11	99%
Jun-18						\$0.15	\$0.15	100%
<b>Paid YTD</b>	<b>\$2.25</b>	<b>\$1.56</b>	<b>\$0.59</b>	<b>\$2.37</b>	<b>\$2.85</b>	<b>\$0.10</b>	<b>\$9.72</b>	
<b>Balance to pay</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.21</b>	<b>\$0.15</b>	<b>\$0.36</b>	

Total fruit and service payments - 2017/18 forecast **\$10.07**

Zespri Organic Green MARCH								
ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / FOBS TE	% of Pool Paid YTD
Apr-17	\$2.25						\$2.25	19%
May-17		\$0.01					\$0.01	20%
Jun-17		\$0.07					\$0.07	20%
Jul-17		\$0.02	\$0.07	\$0.29	\$0.67		\$1.04	29%
Aug-17		\$0.11	\$0.15	\$0.46	\$0.92		\$1.64	43%
Sep-17		\$0.22		\$0.83	\$0.11		\$1.15	53%
Oct-17		\$0.24	\$0.24	\$0.23	\$0.73		\$1.43	66%
Nov-17		\$0.11		\$0.54	\$1.08		\$1.73	80%
Dec-17		\$0.11		\$0.03	\$0.78		\$0.92	88%
Jan-18			\$0.01			\$0.10	\$0.11	89%
Feb-18		\$0.00		\$0.00	\$0.66		\$0.66	95%
Mar-18					\$0.21		\$0.21	97%
Apr-18					\$0.12		\$0.12	98%
May-18					\$0.10		\$0.10	99%
Jun-18						\$0.15	\$0.15	100%
<b>Paid YTD</b>	<b>\$2.25</b>	<b>\$0.89</b>	<b>\$0.47</b>	<b>\$2.38</b>	<b>\$5.14</b>	<b>\$0.10</b>	<b>\$11.22</b>	
<b>Balance to pay</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.22</b>	<b>\$0.15</b>	<b>\$0.37</b>	

Total fruit and service payments - 2017/18 forecast **\$11.60**

Zespri Green14 MARCH								
ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / FOBS TE	% of Pool Paid YTD
Apr-17	\$2.80	\$0.11					\$2.91	33%
May-17		\$0.10					\$0.10	34%
Jun-17		\$0.01					\$0.01	34%
Jul-17			\$0.70	\$0.68			\$1.38	50%
Aug-17			-\$0.05	\$0.68	\$0.18		\$0.81	59%
Sep-17		\$0.00		\$0.28	\$1.03		\$1.31	74%
Oct-17		\$0.00		\$0.00	\$0.83		\$0.83	84%
Nov-17				\$0.41	\$0.07		\$0.48	89%
Dec-17					\$0.22		\$0.22	92%
Jan-18						\$0.10	\$0.10	93%
Feb-18					\$0.17		\$0.17	95%
Mar-18					\$0.07		\$0.07	96%
Apr-18					\$0.12		\$0.12	97%
May-18					\$0.11		\$0.11	98%
Jun-18						\$0.15	\$0.15	100%
<b>Paid YTD</b>	<b>\$2.80</b>	<b>\$0.22</b>	<b>\$0.65</b>	<b>\$2.05</b>	<b>\$2.57</b>	<b>\$0.10</b>	<b>\$8.39</b>	
<b>Balance to pay</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.23</b>	<b>\$0.15</b>	<b>\$0.38</b>	

Total fruit and service payments - 2017/18 forecast **\$8.77**

### Note

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

Zespri TOTAL Gold and Organic Gold MARCH									
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	36%
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	76%
Nov-17		\$0.00	\$0.02	\$1.06	\$0.54	\$0.01		\$1.62	88%
Dec-17		\$0.01	\$0.00	\$0.00	\$0.56			\$0.56	92%
Jan-18			\$0.01				\$0.10	\$0.11	93%
Feb-18		\$0.00	\$0.00	\$0.00	\$0.51			\$0.51	96%
Mar-18			\$0.00		\$0.16	\$0.00		\$0.16	97%
Apr-18					\$0.12			\$0.12	98%
May-18					\$0.11			\$0.11	99%
Jun-18							\$0.15	\$0.15	100%
<b>Paid YTD</b>	<b>\$2.80</b>	<b>\$1.29</b>	<b>\$0.47</b>	<b>\$5.28</b>	<b>\$3.79</b>	<b>\$0.03</b>	<b>\$0.10</b>	<b>\$13.76</b>	
<b>Balance to pay</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.22</b>	<b>\$0.00</b>	<b>\$0.15</b>	<b>\$0.37</b>	

Total fruit and service payments - 2017/18 forecast **\$14.13**

Zespri Gold MARCH									
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	34%
Aug-17			\$0.07	\$1.23	\$0.51			\$1.81	49%
Sep-17			\$0.01	\$1.33	\$0.94			\$2.27	69%
Oct-17			\$0.08		\$0.64			\$0.71	75%
Nov-17			\$0.04	\$0.95	\$0.35			\$1.34	86%
Dec-17			\$0.00		\$0.50			\$0.49	90%
Jan-18							\$0.10	\$0.10	91%
Feb-18			\$0.00		\$0.49			\$0.48	95%
Mar-18					\$0.14			\$0.14	96%
Apr-18					\$0.10			\$0.10	97%
May-18			\$0.03		\$0.14			\$0.17	99%
Jun-18							\$0.15	\$0.15	100%
<b>Paid YTD</b>	<b>\$2.80</b>	<b>-\$0.01</b>	<b>\$0.19</b>	<b>\$4.73</b>	<b>\$3.56</b>	<b>\$0.00</b>	<b>\$0.10</b>	<b>\$11.38</b>	
<b>Balance to pay</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.03</b>	<b>\$0.00</b>	<b>\$0.24</b>	<b>\$0.00</b>	<b>\$0.15</b>	<b>\$0.42</b>	

Total fruit and service payments - 2017/18 forecast **\$11.80**

Zespri Gold3 and Organic Gold3 MARCH									
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	36%
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	76%
Nov-17		\$0.00	\$0.02	\$1.06	\$0.54	\$0.01		\$1.62	88%
Dec-17		\$0.01	\$0.00	\$0.00	\$0.56			\$0.56	92%
Jan-18			\$0.01				\$0.10	\$0.11	93%
Feb-18		\$0.00	\$0.00	\$0.00	\$0.51			\$0.52	96%
Mar-18			\$0.00		\$0.16	\$0.00		\$0.16	97%
Apr-18					\$0.12			\$0.12	98%
May-18					\$0.11			\$0.11	99%
Jun-18							\$0.15	\$0.15	100%
<b>Paid YTD</b>	<b>\$2.80</b>	<b>\$1.30</b>	<b>\$0.47</b>	<b>\$5.28</b>	<b>\$3.79</b>	<b>\$0.03</b>	<b>\$0.10</b>	<b>\$13.77</b>	
<b>Balance to pay</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.22</b>	<b>\$0.00</b>	<b>\$0.15</b>	<b>\$0.37</b>	

Total fruit and service payments - 2017/18 forecast **\$14.14**

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



# The month ahead – April

The picking season is already underway for some growers and not far off for others, making it a good time to review a few top tips. Below is a summary of our orchard management tips for April. You'll find the full version at [Canopy > Growing kiwifruit > The month ahead > The month ahead: April](#).

**If your harvest is underway or complete, consider:**

- Working with picking gangs to provide immediate feedback on picking performance.
- Taking the opportunity during a break in harvesting to carry out a final male pruning round.
- Applying a post-harvest copper and Actigard - only apply Actigard if you've still got relatively good leaf condition. These have been shown to reduce Psa symptoms in spring. **Important note:** if you are using the same sprayer on crops not yet harvested, be extremely thorough with your clean down to avoid residue issues. Remember to be aware of neighbouring crops that are yet to be harvested as they could be impacted by spray drift.
- Taking some time to review your results before heading into next season. What were your targets at the start of the season? How have you performed against them? What has stopped you from achieving them? What will you do differently next season?

**If your harvest is on the horizon:**

- Check you are ready for harvest by reviewing the 'Month Ahead for March' available on Canopy which covers preparing the crop, preparing the site, preparing tools and services, preparing the paperwork, and KiwiStart or not? Another great tool to read through is the pre-harvest checklist which can be found on Canopy at [Canopy > Growing Kiwifruit > Orchard Management > Maturity & Harvest > Preparing for Harvest > NK02 - Harvest preparation checklist](#).
- Review your orchard's performance. Look at the types of wood that have worked best for you and target those for winter pruning. Are there areas of clearly small fruit that

might point to a lack of male in that area? Has wind been a problem and can shelter be improved?

- Visit the 'Maturity and Harvest' page on Canopy for information on best practice orchard productivity guidelines to ensure the quality and maturity of your fruit is optimal at the time of harvest and has maximum storage potential.
- Monitor maturity. Brix at harvest is an important indicator of the storage quality of your crop. Keep a close eye on brix and firmness - once the fruit reaches 8-9 brix, dry matter accumulation will slow or stop so there is little point in holding out for more taste.
- Read the article below about our improved OGR estimator. It's a useful tool to help you estimate an OGR for up to three target harvest dates. You'll find a link to the OGR Estimator on Canopy at [Canopy > Zespri & The Kiwifruit Industry > Tools & Calculators > Calculators & Apps > OGR Estimator](#).
- What is the value of a pre-harvest thin? It's not too late to go through again. Check out the thinning cost-benefit calculator found on Canopy at [Zespri & The Kiwifruit Industry > Tools & Calculators > Calculators & Apps > Thinning Cost-Benefit Calculator](#).
- If you've been waiting for harvest, check the date your residue test expires. If it expires soon, ask your packhouse to request another one as they can take up to 14 days to process.
- Autumn is a high-risk period of Psa infection so control sprays should recommence if there have been limited applications over summer.
- Be particularly cautious when using your sprayer to spray both harvested and non-harvested vines. Traces of non-approved products in the tank or from spray drift could result in unacceptable fruit residues. Report any concerns to Zespri.
- When applying fruit-cleaning sprays, ensure the sprayer is set up correctly to get good coverage of fruit and consider a double pass travelling in both directions.

## OPC pre-harvest field days

The OPC team has been travelling all over New Zealand delivering pre-harvest field days. With massive industry growth ahead, everyone realises we need to store more fruit for longer, making good harvest decisions more important than ever.

While the field day sessions began with a wider industry context for grower goals, they also aimed at providing an insight into kiwifruit maturity and ripening processes and how these processes are impacted by the environment.

We took a deeper look at what information post-harvest is using to make decisions on which crops to ship quickly, and which to prioritise for long storage. This helped to clarify some of the key metrics which growers can keep an eye on, outlined in the clearance report.

Using real case studies, growers were invited to think how post-harvest might categorise crops for storage or fast shipping, and how maturity and variability at harvest can impact on the final customer experience. Select picking was discussed as an option to mitigate some of this variability, and while not a tool for all growers, it can be very useful for others.

As part of the field days, the team has produced a lot of awesome resources which can be found on the event page at [Canopy > Growing Kiwifruit > Orchard Productivity > OPC Events & Webinars](#).



Pre-harvest field days held across New Zealand.

## New improved OGR estimator

You are planning to harvest your Gold3 but your 36s, 39s and 42s haven't cleared yet. So are you financially better off to harvest anyway and go for KiwiStart or to wait for sizes to improve?

This is a question many growers struggle with when working through what options will make the best financial sense for them.

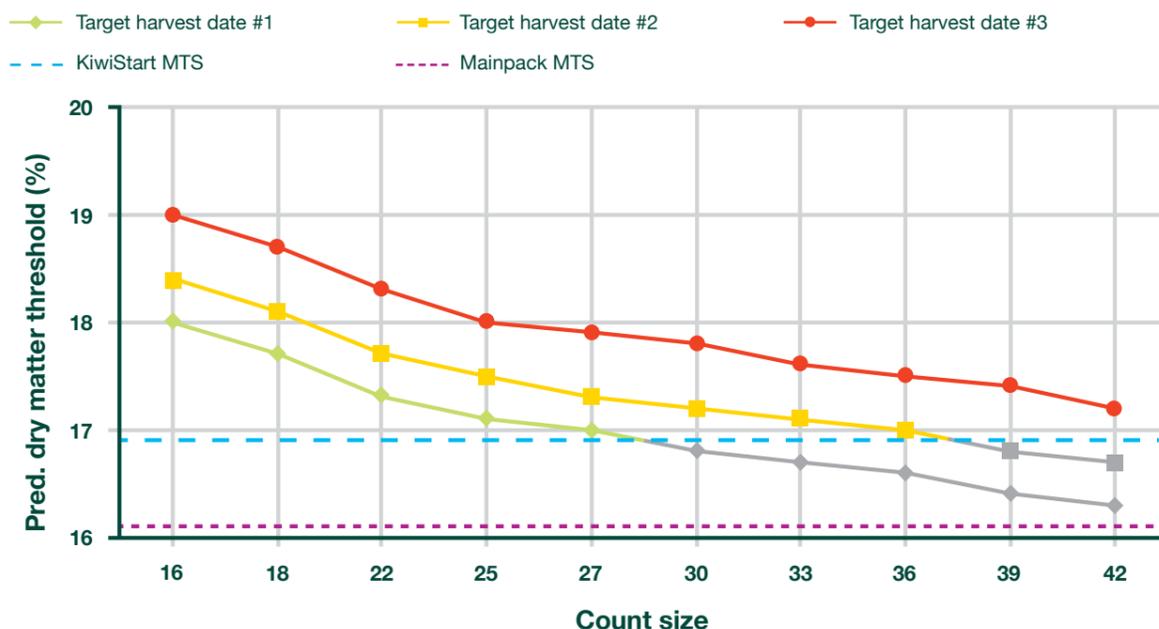
The OPC team has refreshed the OGR estimator for 2018. This is used to calculate an **estimated OGR**, (emphasis on the estimated!), for up to three different harvest dates using your Eurofins sample result. Used alongside your knowledge of your orchard, plus post-harvest advice, the estimator can give an indication of the financial difference of harvesting at different dates.

The estimator now generates a graph showing which Gold3 sizes are predicted to clear at the target harvest dates you entered. We're also planning to launch some new features for those contemplating select picks - stay posted for further updates.

The estimator is available on [canopy.zespri.com](#) or by going to [www.nzbackpocketgrower.co.nz/ogr](#), where you can:

- Read the limitations and disclaimer.
- Select the variety you want, enter the necessary information from your Eurofins sample report, select up to three different harvest dates and click on the calculate button. This will present you with a table showing financials for the different harvest dates.
- Click on 'view full result set' to understand more about the calculations. Or email the results to yourself for future reference.

Please note: the estimator uses industry averages and doesn't take into account regional or orchard specific information. Please carefully read through its limitations and use the tool with your knowledge and your postharvest facility's knowledge of your orchard.



## Grower health and safety guidance

During the Zespri roadshows, NZKGI introduced some helpful new guidance for growers. The first document reviews health and safety software options based on a report compiled by BECA of the 12 health and safety software products available in New Zealand. Using software is not a requirement for growers, however some may find it useful. The comparison table is available on the NZKGI website.

In collaboration with Zespri, a second document was produced for the roadshow to help growers to understand their obligations as a PCBU ('person conducting business or undertaking') on the orchard. It provides a four-step guide on how to best manage health and safety obligations. For copies of this new health and safety material, please email [info@nzkgi.org.nz](mailto:info@nzkgi.org.nz).



## Zespri supports future leaders

ZESPRI IN THE COMMUNITY

The Rangatahi Summit 2018 held late last month in the Bay of Plenty encouraged tomorrow's leaders to find their voice. Zespri sponsored the two-day summit geared to create a platform for young Māori leaders to explore potential pathways, and encouraging innovation and enterprise in our next generation.

Up to 150 rangatahi (young people) between the ages of 16 – 24 attended, participating in workshops which fostered leadership, innovation and critical thinking. The group listened to inspirational speakers and a panel of iwi leaders.

Attendees were also invited to share their own thoughts at a forum session designed to explore the aspirations and priorities of rangatahi. The challenges today's Māori youth encounter were voiced at the session as well as solutions they have created to overcome barriers.

The event was held at Mount Manganui's ASB Baypark and was organised by Priority One, He Mauri Ohooho - Bay of Connections Māori Economic Development Strategy Group and Te Awanui Huka Pak - Kiwi Leaders Programme.



Left to right: the opening of the 2018 Rangatahi Summit, and Zespri's Amy Porter with Monique Corbett and Ngaria Rolleston from Te Awanui Huka Pak – Kiwi Leaders Programme.

## More room for good at Tauranga Community Foodbank

ZESPRI IN THE COMMUNITY

Tauranga Community Foodbank held an event last month to show supporters its facility and to thank them for their ongoing support. Senior External Relations Advisor Amy Porter was among those invited to the evening.

"Tauranga Community Foodbank is a force for good in our community," says Amy.

By the end of last year the foodbank had clocked up over 6,000 food parcels distributed to needy families and helped over 17,000 people across Tauranga.

"What the foodbank achieves through community fundraising and volunteer efforts is remarkable but with housing rent prices in the region – the need continues to rise," says Amy.

A long-term supporter of the not-for-profit, Zespri has provided both fruit and food and financial resources through ongoing staff charity events including its annual Christmas food drive fundraiser.



Amy Porter in attendance with Sharon Hitchcock, Tauranga Community Foodbank Chairperson.

## Industry Supply Group (ISG) meeting

Main agenda items discussed on 22 March:

- Class 2 and special programmes
- Packaging management policy
- Additional coolstorage SLA
- 'China Time' rates
- Duty of care
- Sedex registration

The next meeting will be held 19 April.

## Six-year old stink bug finder



KVH was thrilled to get a report from a local primary school about the discovery of a potential unwanted stink bug.

Before leaving school for the day, a six-year old student at Matahui School in Katikati found a stink bug nymph. He then had mum take a photo, and proudly showed the critter off to dad. His dad knew about the Brown Marmorated Stink Bug (BMSB) from KVH so he knew to make a report when he saw something unusual.

Formal identification by the Ministry for Primary Industries (MPI) found that the bug was a native Australian Green Shield Bug, which has been established here for some time rather than the BMSB. However the story provides a

great example of environmental awareness at work within a community.

The Principal at Matahui School Max Muller, says the school promotes this type of learning, encouraging their young scientists who are constantly exploring and investigating their local environment to report anything unusual.

KVH is passionate about raising public awareness. Our ultimate goal is for all New Zealanders to become biosecurity conscious by 2025 – that's 4.7 million biosecurity volunteers protecting New Zealand for good.

## Launch of biosecurity kit for classrooms



An exciting new biosecurity education kit is being test-driven in Bay of Plenty classrooms.

Officially launched by the House of Science, the kit is a biosecurity focused classroom pack for school children in years 1 to 8. It is available for participating schools which can book the kit for a week at a time.

Designed to engage students in hands-on science activities in the classroom, the kit includes bug identification, insect trapping, surveillance and border inspection activities.

The activities come together to form a challenging board game where players must work as a team to manage a biosecurity system to prevent some of the world's nastiest invaders such as fruit flies and stink bugs.

The new classroom tool aims to create an experience for kids and teachers that is engaging and memorable, fostering awareness and interest with tomorrow's biosecurity champions. Social scientists will be measuring the change in biosecurity awareness resulting from use of the kit, as well as its retention over time.



Biosecurity education kit in Bay of Plenty classrooms.



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

# Q.&A. from the field



## Q1: Why has Eurofins not collected my clearance sample?

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

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

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

## Q2: Can I import kiwifruit seeds and grow different kiwifruit varieties?

**A2:** There are strict rules around importing any kiwifruit seed. Seed intended for growing requires a permit to import and a phytosanitary certificate. It must be imported into post-entry quarantine where it will be grown and checked for a range of viruses and other plant disease organisms. No seeds will be given biosecurity clearance; only plants which have been inspected and tested will be eligible for clearance.

The Ministry for Primary Industries (MPI) enforce all requirements and investigate any report of kiwifruit plants grown from unapproved seed imports. Please alert MPI if you are aware of any unapproved kiwifruit seed imports by calling the MPI exotic pest and disease hotline on 0800 80 99 66.

## Q3: Will Zespri supply Gold3 budwood for the 2018 licence release?

**A3:** Yes, Zespri will supply budwood to growers who do not have their own Gold3 budwood on their KPIN. In consultation with KVH, it was agreed that the Psa risk is reduced where a grower can use their own budwood from their existing Gold3 at an individual KPIN level. Zespri will collect a provision of budwood for failed grafts in spring, however, wherever possible, growers are encouraged to collect budwood for themselves. For any queries regarding budwood please contact Jane Ritchie on 027 511 1056.

## Q4: I need a Justified Approval. Can I request it online? If so, how?

**A4:** Yes, you can now request a Justified Approval online through your Spray Diary. Simply go into your Spray Diary and select the button 'Request Justified Approval' (see below). Next, enter the details for the proposed spray. This will record a proposed spray line in the Spray Diary and will send a notification to the Crop Protection team requesting approval. The approval process will take 1-2 working days.

If approved, an automatic notification will be sent back to the applicant by email. The approval will show in the justified approval screen and also in the proposed spray line in the spray diary. After the spray application has been completed, the grower can turn the proposed spray line into an actual spray line to record the spray application.



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

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.

## Q5: Have there been any changes to the harvest clearance criteria for the 2017/18 season?

**A5:** There are no changes to the clearance criteria this season. There is however, a new Gold3 dispensation clearance available if a maturity area fails on colour. This means the maturity area can be reassessed based on the colour of the fruit pieces from the sizes cleared for dry matter. The Green14 fruit drop dispensation is also available again this year.

## Q6: I'm not sure my Gold3 licence application will make it in the mail before the cut-off date, what should I do?

**A6:** To ensure that your application is received in time, you can scan and email your application before posting it. Ring Cooney Lees Morgan, organise to email a copy of your scanned application and they will give you instructions on how to satisfy the deposit requirements. Contact Cooney Lees Morgan by phoning 07 578 2099.

## Zespri seeking expressions of interest for pre-commercial trials

Zespri is seeking expressions of interest from growers keen to participate in a pre-commercial block trial that may start this winter. Each year, the Zespri Board reviews data from potentially promising new cultivars in Zespri clonal trials. This data guides the decision on whether to put some into pre-commercial block trials and whether to extend existing pre-commercial varieties being trialled.

If new trialists are needed, growers are selected based on specific criteria including the location

and quality of the site, and the ability for the site to develop canopy and deliver high fruit yields in the shortest possible time following grafting.

This process should not be confused with commercial variety licences. Expressions of interest forms will be available on the Canopy from 1 April. Please ensure you have submitted your expression of interest by 5pm on 4 May 2018. Any queries can be directed to your Grower Liaison Manager or Growers Services Coordinator, Jenny Beirne at jenny.beirne@zespri.com or 027 836 3426.

## Top tips for orchard hygiene



Harvest season is a high-risk period for spreading Psa or other biosecurity risks because of the number of vehicles, machinery and people involved. Growers are responsible for protecting their orchards and others, by minimising movements and restricting orchard access.

Top tips for harvest hygiene preparation:

- Clear loadout areas of weeds before harvest.
- Clearly mark parking and hygiene control areas.
- Allow only essential vehicles into the production area.
- Limit access to established roads and tracks.
- Make sure contractors and staff understand your hygiene requirements.
- Check all equipment (harvest bins, harvest machinery, picking bags etc.) coming on to your orchard is free of plant and soil material.
- Ensure people check that their clothing, particularly headwear and footwear, is free of plant material when they come on and off orchards.
- Do not allow workers to bring imported fruit onto the orchard.
- Make overseas workers aware of the need for excellent orchard hygiene and check their footwear was cleaned and sanitised in their home country or at the border.
- Ensure orchard gate signs are current and positioned at each access point. If you need new signs, these are available free from KVH by phoning 0800 665 825 or emailing info@kvh.org.nz

## STOP BIOSECURITY AREA

### NO UNAUTHORISED ACCESS

PROTECT OUR INDUSTRY



PLEASE CONTACT BEFORE ENTERING

NAME:



**Do not enter property without prior approval.**

**Plant material, vehicles, people and equipment can carry pests and diseases.**

Let's work together to protect New Zealand's kiwifruit industry from unwanted pests and disease threats  
[www.kvh.org.nz](http://www.kvh.org.nz)