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## Targeted share offer and buy-back closes 19 October

The deadline for applications to buy or sell shares is approaching. If you have received a letter of entitlement offering an opportunity to either buy shares from Zespri or sell shares back to Zespri, please ensure your application form – with either a completed direct debit form or accompanied by a cheque – is sent to Computershare. The same deadline applies regardless if you want to take up

your entitlement under the share offer or buy-back, in part or in full. The forms must arrive no later than **5pm Friday 19 October 2018**. Applications received after this time and date will **NOT** be accepted.

Payment for shares won't be direct debited from your account and cheques won't be deposited

with the bank, until the afternoon of 19 October. So, send your application form to Computershare well in advance to avoid disappointment. Computershare's contact details for application forms and payment queries is 09 4888 777.

The Product Disclosure Statement for the share offer and the Buy-Back Disclosure Document

for the share buy-back are available at: http://www.zespri.com/Pages/Targeted-Share-Offer.aspx and on the Disclose Register for the share offer at: https://disclose-register.companiesoffice.govt.nz/ (Click 'Search Offers' and enter 'Zespri' or offer number OFR12458). The issuer and offeror of the new shares and treasury shares is Zespri Group Limited.

## Common questions - targeted share offer and buy-back

We have had a number of questions from growers and shareholders, and we set out below a few of them which may be helpful whether you are participating in the share offer and buy-back or not.

#### Q: Where does Zespri get the shares from for the share issue?

A: These are mostly newly created shares issued by Zespri. Some are shares Zespri holds in treasury stock.

#### Q: Why does Zespri have treasury stock?

A: Treasury stock are shares that were bought back in April 2018 through the minority buy-out process, following the Constitution changes.

### Q: What happens to the shares that are bought back?

A: They are cancelled

## Q: Will this share offer and buy-back dilute my shareholding in Zespri? How will it affect my dividends?

A: Whether or not the proportion of shares you hold in Zespri will be diluted or not will depend on the take up in the share issue and buy-back. If more shares are issued than bought back, then yes, a shareholder's percentage shares in the company as a proportion of all shares in the company, will reduce. This means that the dividends would have to be spread across a greater number of shares as well. However,

if there is an excess of capital from the share issue after the buy-back, and we are able to return the capital tax free, then that will be distributed to shareholders at the time of the capital return and they can choose to use this capital to buy more shares and increase their percentage of shares in the company again, (although drys and overshared shareholders can't buy more shares with the money).

## Q: Can growers and shareholders still trade on USX and off-market?

A: Yes, throughout the share offer period and afterwards you can buy and sell Zespri shares on USX or privately off-market (subject to the same rules in the constitution).

## Q: Why is the 2018 year of production not included in the historical production calculation?

A: The season is not yet complete. Zespri's constitution requires that a season has to be fully completed, which is at the end of the financial year, to be counted as part of historical production. For 2018 that is not until 31 March 2019.

#### Q: Why can't Zespri use licence revenue for the buy-back?

A: In order to be tax-free (otherwise than by reason of the individual tax position of any shareholder), the buy-back has to return capital (not revenue)

to shareholders. Zespri's generating the necessary capital from the share issue. So the share issue will provide the cash to fund the buy-back and so licence revenue does not need to be used.

#### Q: When do offers close?

A: 19 October 2018, 5pm.

### Q: If I sell shares back to Zespri, when do I get paid?

A: You will get paid on the published settlement date, which is scheduled for 5 November 2018.

#### Q: Why are lessees as well as landowners being offered shares?

A: The Kiwifruit Industry Strategy Project ownership working group determined lessees were an invested stakeholder in the industry and therefore should be given entitlements to shares. When the Zespri Board considered the terms of the share offer they also believed that this group, because they are eligible to own shares, should be eligible to participate in the share offer and have the opportunity to align themselves up to 1:1. However, in the event that the share offer may result in any individual orchard exceeding the 4:1 share cap, because of the landowner's shareholding, the lessee's entitlement will be reduced to stay within the share cap.

Further, no grower can exceed their 4:1 share cap in any event.

#### Q: Who does the share offer and buy-back target again?

A: The share offer targets growers with no shares and grower shareholders with less than one share per tray of historical production. Those growers and shareholders are offered sufficient shares to bring them up to that level, which is 1:1 alignment.

The buy-back targets shareholders who no longer supply kiwifruit to Zespri (dry shareholders) and shareholders who have 1.5 shares per tray of production or more (overaligned shareholders). Dry shareholders are given the opportunity to sell some or all of their shares, while over-aligned shareholders are offered to sell sufficient shares to bring them down to one share per tray of production.

In the buy-back, those who participate (dry or over-aligned) have to sell at least one third of the shares they hold, which is a threshold that is most likely to mean Zespri can ensure the buyback is tax free without Zespri having to take additional steps.

#### Q: Who signs the application form for a trust?

A: Usually all, trustees of a trust must sign the application forms for the share issue and the buy-back (as applicable).

## The Orchard Productivity team hits the road

The team is heading to the regions to discuss key topics associated with the high pressure period two weeks before flowering: pollination, pest and disease, canopy management and thinning. Field days will include an orchard walk, group work and lots of time for everyone to chat and share tips and tricks. Look forward to seeing you there.



# Kiwiflier online launch

Industry feedback suggests our monthly *Kiwiflier* newsletter is widely read amongst a variety of industry stakeholders, so we're excited to offer readers an easy, on-the-go alternative to a hard copy

You can now jump online at https://zespripublications.co.nz/either on a computer or a mobile device, to read the latest and back issues of *Kiwiflier*.

Some great new features include a search function, zoom-in or out to read articles and the ability to download PDF copies.

We welcome your feedback anytime – email your comments to corporate.communications@zespri.com.



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# From the markets

Market commentary from CEO Dan Mathieson

## Markets are going well with SunGold demand high and a continued focus on green run rates.

As of week 38 Zespri has sold over 105 million trays, which is around 70 percent of our planned sales volume for the season. We're well over 80 percent through SunGold and at a critical phase of the season.

Organic Green sales are tracking well with consistent demand helping to maintain strong run rates, while Organic SunGold sales are now nearly completed.

In terms of the market environment, we have seen competition from summer fruit slowly easing off in Europe and sales are picking up.

Market signals are more positive in general and we are focused on holding our momentum to drive sales and sustain our run rates. It's an exciting period, involving some innovative marketing campaigns across multiple channels and a huge effort from many people across the business.

The broader environment in key markets has been challenging. The typhoon and earthquake in Japan caused disruption to stores and distribution centres in one region and we temporarily halted sampling activities in this region until the end

of September. In the US, we have seen a high volume of cheap fruit on the market, compounded by lower US export to China, but the back-to-school period brought on increased demand and Zespri has run some great back-to-school promotions. It's worth mentioning that Zespri's sales movement in the US during September was phenomenal with record weekly sales across all kiwifruit categories.

Overall, run rates for SunGold are tracking well, and we are seeing better performance in Green

with run rates lifting in recent weeks. We have been running festive point of sales marketing campaigns in stores in China, South Korea and Taiwan and sampling programmes to promote awareness and trial.

It's certainly a challenging phase and we are focused intensely on driving sales as we move toward the back end of the season. Further information on our progress will be available in November following the publication of our next forecast for the season on 31 October.

#### Hong Kong

Zespri's stand at the Asia Fruit Logistica trade show in Hong Kong earlier this month certainly attracted attention, and with companies from 46 different countries in attendance, it was important to stand out from the crowd.

This trade show was a great chance to catch up with key industry people and plan for the season ahead.





Zespri's stand at the Asia Fruit Logistica trade show.

#### Germany

The team in Germany is using a new format of Addressable TV to reach consumers. Addressable TV advertising is the ability to show different ads to different households while they're watching the same program.

Marketing Manager Germany, Andreas Borgers, explains that using this new format of TV advertising allows Zespri to reach target groups immediately and accurately, for example young families with children in urban areas.

"In addition to our other activities, we will reach more than one million households with tailor-made spots and support the retail sector, which underpins the sales of the second part of the New Zealand kiwi crop," says Andreas.





Ad banners on show in Germany using Addressable TV.

#### Benelux

To bolster sales, especially for green kiwifruit, the team in Benelux and Luxembourg have partnered with wholesalers on a points-scoring promotion.

Wholesalers collect points simply by buying trays of kiwifruit. Their collective points based on weekly sales figures shared by participating distributors are displayed on their webpages. Once wholesalers reach 200 points or more, they receive a Zespri blender and point-of-sale material.

Wholesalers can then give all the blenders they collect to their greengrocer stores for in-store consumer promotion.



Also in the European regions, Zespri is running a school project alongside teachers and dieticians, educating children about the benefits of kiwifruit. Fun activities include recipes, arts and crafts and science experiments. Take a look at their Facebook page, by searching 'Fruit-een-lekkere-buit' on Facebook.





Take a look at the fruit-in-schools campaign running in Europe, http://www.fruiteenlekkerebuit.be/.

#### France

In order to attract consumers and meet the changing expectations of consumers around food packaging, fruit distributor, Georges Helfer France is distributing Zespri Organic SunGold and Zespri Organic Green kiwifruit packed in new environmentally-friendly packaging made entirely of cardboard.

The product is exclusively available in Monoprix stores. Olivier Fakhri, Managing Director of Georges Helfer says "As this is an innovation, we do not know precise sales figures yet, but we are convinced this new packaging will increase sales."

Zespri Marketing Manager France, Mélanie Lacomme, is excited about the trial packaging.

"We've been pro actively looking for alternatives to plastic packaging for our customers. Monoprix was a great choice to run the trial programme, as sustainability is a key strategy for them", says Mélanie.









An alternative to plastic packaging is being trialled in France.

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## ZESPRI IN THE COMMUNITY

## Mount Maunganui students praised for health book

Arataki School students have become published illustrators courtesy of a community project that aims to combat type 2 diabetes.

Pupils from the school's Māori language Kopukairoa unit drew the colourful artwork in a bilingual book that was written by Tauranga author Debbie McCauley and funded by Zespri.

Almost 90 students saw their creation for the first time in late August and each received a personal copy of 'Māia the Brave – a Type 2 Diabetes Story'.

The book is part of a wider education project, instigated and funded by Zespri, to help children and their families understand how lifestyle changes can halt progression of the preventable disease. In November last year, Zespri employees teamed up with local educators and medical experts to deliver a five-day health promotion and type 2 diabetes prevention programme that included a free breakfast, games and

lessons, as well as diabetes testing for parents and whanau.

The project has drawn praise from medical professionals who deal with diabetes at Kaitaia Hospital, Starship Hospital and Tauranga Hospital.

"It is a wonderful resource with wonderful artwork," Starship Hospital paediatric nurse specialist Rita Sigley said after receiving an advance copy of the book. "The community should be proud that they were involved in sending such an eloquent but powerful message."

Later this year, Zespri nutrition scientist Juliet Ansell will help deliver the education programme to another two schools in Te Kaha.

Author Debbie McCauley is working on a larger, hard-cover version of the book, which tells the story of a boy who helps his favourite aunt after she is diagnosed with type 2 diabetes. Ms McCauley, who also works at Tauranga City library, would love to see the educational book in every school and library in New Zealand.



Author Debbie McCauley reads the Zespri-gifted book with illustrators Julia Samuelu, eight (left) and Kayelani Edwards six

## Kiwi released into Otanewainuku Forest



Otanewainuku Kiwi Trust volunteer Dave Brown releasing Izzy into Otanewainuku Forest with Zespri Staff, growers and their families.

Late September saw the release of Zespri's second kiwi into the Otanewainuku Forest, Izzy. She was aptly named by Opotiki grower Lis Sharp after Isabel Fraser, the pioneer responsible for bringing the first kiwifruit seeds to New Zealand back in 1904 (then called the Chinese gooseberry).

Growers living nearby shared this special moment along with their families and two Zespri staff members, guided to the release site by the Otanewainuku Kiwi Trust volunteers. During the release they were updated on Koura, Zespri's first kiwi who is settling into forest life well, and watched how the tracker was put onto Izzy's foot and the nest was cleared for her.

# Women of Influence 2018

Zespri was proud to sponsor the Rural Award at Women of Influence 2018 for the second time.

Zespri Director Teresa Ciprian presented award-winner, Rebecca Keoghan, Westland Milk director and general manager of Pamu Academy, the award at a dinner held at Auckland's SKYCITY in September. Ms Keoghan was recognised for her outstanding contribution to the dairy industry over the past decade.



Zespri Director Teresa Ciprian and rural category winner, Rebecca Keoghan, at this year's Women of Influence Awards

## Dietitians Conference

Team members from Zespri's Innovation, External Relations and Tours and Events attended the Dietitians New Zealand 75th Jubilee Conference in September, sharing our great tasting kiwifruit with conference attendees.

Zespri teamed up with Dr. Anna Rolleston and Hannah Lowe from The Centre for Health to administer free health checks at the recent Dietitians Conference. We also heard from Dr John Monro from Plant and Food Research, who spoke at the breakfast seminar on the benefits of kiwifruit for glycaemic, and provided celebrity chef Nadia Lim with a couple of trays of SunGold kiwifruit to enjoy.



Innovation Coordinator Renee Hollard, Innovation Manager Juliet Ansell and External Relations Coordinator Hiraina Tangiora at the Dietitians Conference with New Zealand celebrity chef Nadia Lim (second from the left).

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## CAPEs students

A group of 16 Māori students from various New Zealand universities travelling as part of Centres of Asia-Pacific Excellence (CAPEs) Māori pilot programme spent time in Singapore recently, meeting with Zespri global hub staff members and learning about the kiwifruit supply chain, from orchard to plate.

CAPEs is a university-led centre of excellence for languages, culture, politics and economics of the Asia-Pacific region, funded through the Tertiary Education Commission.

The University of Waikato is leading a Māori pilot programme across the three Cape regions of North Asia, South East Asia and South America for the next three years connecting Māori students, businesses and tertiary providers.

Zespri and Fonterra will work together to connect the Māori student delegations travelling to those regions this year.



Left to right: Zespri's External Relations Lead Amy Porter, Cultivation Innovation Manager Bryan Parkers and External Relations Coordinator Hiraina Tongiara (bottom right), get together with CAPEs student before heading off to various parts of Asia.





CAPEs students in-market with Zespri staff.

## Te Wiki o Te Reo Māori

10 - 16 September was Te Wiki o Te Reo Māori (or Māori Language Week). To celebrate, Zespr staff were fortunate to hear from Tamoe Ngata, the author and illustrator of Mauao: Caught by the Dawn, who was inspired to write the bilingual book because it hadn't been done before.



Tamoe Ngata, author and illustrator of Mauao.

# Industry Supply Group (ISG) meeting 20 September

The main agenda items to be discussed are as follows:

- Maturity review and maturity clearance services review
- Sub group updates (schedule 2, pack diff, duty of care)
- SunGold organic pooling
- Australia DIFOTIS
- Supplier agreement process
- · Data sharing platform

The October ISG meeting will be held on the **18 October.** 





## Top 5 PAGES

- 1. Quality Manual
- 2. Up-2-Date
- 3. Crop Protection
- 4. Stolen Gold3 Plants
- 5. Grower Manual





Visit **Zespri International Facebook** for the latest updates.



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## 2018/19 Season Return Analysis

Class 1 - Approved progress payment 15 October 2018	Average on net submit	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05
Zespri Organic Green	\$0.54	\$0.60	\$0.60	\$0.60	\$0.55	\$0.55	No payment
Zespri Gold3 and Organic Gold3	\$0.33	\$0.25	\$0.35	\$0.45	\$0.20	\$0.30	No supply
Zespri Green14	\$0.42	\$0.25	\$0.55	\$0.60	\$0.35	\$0.35	\$0.20

Class 1 - Indicative progress payment 15 November 2018	Average on net submit	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05
Zespri Organic Green	\$0.49	\$0.60	\$0.55	\$0.50	\$0.50	\$0.50	\$0.20
Zespri Gold3 and Organic Gold3	\$0.20	\$0.20	\$0.20	\$0.20	\$0.20	\$0.20	No supply
Zespri Green14	\$0.20	\$0.15	\$0.25	\$0.25	\$0.20	\$0.20	\$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.

## **SHARE BRIEFS**

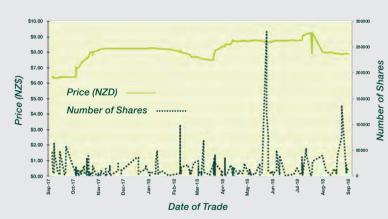
As at 24 September 2018 the last Zespri share price trade was \$7.90 traded on 20 September 2018. There were five buyers at \$7.90, \$7.88, \$7.85, \$7.80 and \$7.80. There were five sellers at \$8.00, \$8.02, \$8.05, \$9.20 and \$9.25.

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.

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 24 September 2017 to 24 Semptember 2018



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

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

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

Below is the current market depth information as at 24 September 2018.

Quote Line at Monday 24 September as at 9:10am												
Code Bid (\$) Offer (\$) Last (\$) High (\$) Low (\$) Volume												
ZGL	7.900	8.000	7.900	7.900	7.900	0						

Market Depth											
	BIDS		OFFERS								
Orders	Quantity	Price (\$)	Price (\$)	Quantity	Orders						
1	1,615	7.900	8.000	4,700	1						
1	2,540	7.880	8.020	2,700	1						
1	5,000	7.850	8.050	5,000	1						
1	2,000	7.800	9.200	10,000	1						
1	5,000	7.800	9.250	20,000	1						

	Last 10 Trades										
Date/Time	Quantity	Price (\$)	Value (\$)								
20/09/18	15,385	7.900	121,541.000								
20/09/18	15,000	7.900	118,500.000								
18/09/18	5,000	7.900	39,500.000								
18/09/18	10,000	7.900	79,000.000								
18/09/18	25,000	7.900	197,500.000								
18/09/18	5,000	7.920	39,600.000								
12/09/18	137,800	7.880	10,858,64.000								
10/09/18	75,000	7.880	591,000.000								
7/09/18	40,000	7.930	317,200.000								
7/09/18	5,000	7.900	39,500.000								

#### Director share trading

For the month of September (as at 24 September), 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 - any time 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.

### October 2018 approved progress payments on net submit trays

Approved per tray progress payments for 15 October 2018:

\$0.05
\$0.54
\$0.33
\$0.42

### November 2018 indicative progress payments on net submit trays

Indicative per tray progress payments for 15 November 2018:

Class 1	
Zespri Green	\$0.05
Zespri Organic Green	\$0.49
Zespri Gold3 and Organic Gold3	\$0.20
Zespri Green14	\$0.20

#### Orchard Gate Return

The OGR calculations reflect post-harvest cost data compiled by Ingham Mora Limited in July 2018, the August 2018 forecast fruit loss percentages and current productive hectare information.

## Unclaimed dividends

Zespri has a number of unclaimed dividend payments being held by the company. This typically occurs when shareholder bank account details are not up to date or dividend cheques have not been cashed. If you are, or were, a shareholder and believe you may have missed out on a dividend payment, please contact the Shares team on 0800 155 355 or by email

at shares@zespri.com. Shareholders can also expect to be contacted by our Shares team directly if they have any unclaimed dividends. If you have moved or changed your address for shareholder communications, please notify the team as soon as possible. Dividends unclaimed for more than five years may be forfeited pursuant to the Zespri Group Limited Constitution.

## Updates to trustees

There are many kiwifruit orchards that are owned by trusts, where the trustees have been updated over the past few years. If your orchard is owned by a trust and your trust also owns Zespri shares, please complete an off-market transfer of shares form, to transfer shares from the old trustees to the new trustees, every time your trustees change.

If you think your trustees have not been updated with Computershare or if you're planning on your trustees changing, the Shares team can provide you with the necessary documentation to update your trustee information.

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## Class 1 Fruit and Service Payments and Timings

\$0.09

\$0.09

\$1.08

\$0.92

\$0.62

26%

38%

48%

88%

(including Loyalty Premium)

Zespri Green SEPTEMBER

ISO

Apr-18

May-18 Jun-18

Jul-18

Aug-18

Sept-18 Oct-18

Nov-18

Dec-18 Jan-19

Feb-19

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.

\$0.01

\$0.09

\$0.09

\$0.01

\$0.09

\$0.14

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

\$0.00

\$0.20

\$0.02

\$0.35

\$0.53

\$0.72

\$0.09

\$0.10

\$0.05 \$0.05

\$0.10

- · 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 2018/19 August forecast trays and actual payments
- YTD amounts for Pack and Time may move from previous Kiwifliers due to SLAs being paid late

			illity	ir.				nent	
SunGold Kimfrait 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-18	\$2.80	\$0.12	\$0.00					\$2.92	20%
May-18		\$0.14						\$0.14	21%
Jun-18		\$0.18						\$0.18	22%
Jul-18		\$0.03		\$0.99	\$0.91			\$1.93	35%
Aug-18		\$0.24	\$0.23	\$1.49	\$0.48	\$0.02		\$2.46	52%
Sep-18		\$0.27	\$0.01	\$1.47	\$0.52			\$2.27	67%
Oct-18		•	•	•	\$0.33			•	•
Nov-18		•	•	•	\$0.20	•		•	•
Dec-18		•	•	•	•			•	91%
Jan-19							\$0.10	•	•
Feb-19					•			•	•
Mar-19					•	•		•	98%
Apr-19					•			•	•
May-19					•			•	•
Jun-19							\$0.15	•	100%
Paid YTD	\$2.80	\$0.98	\$0.24	\$3.96	\$1.91	\$0.02	\$0.00	\$9.91	
Balance to pay	\$0.00	\$0.56	\$0.31	\$1.79	\$1.90	\$0.01	\$0.25	\$4.80	

Mar-19					•		•	96%
Apr-19					•		•	•
May-19					•		•	•
Jun-19						\$0.15	•	100%
Paid YTD	\$2.25	\$0.43	\$0.22	\$1.24	\$0.91	\$0.00	\$5.06	
Balance to pay	\$0.00	\$1.24	\$0.31	\$1.30	\$1.07	\$0.25	\$4.15	
		Tot	al fruit and	service payr	ments - 2018	/19 forecast	\$9.21	
espri Organi	c Green							
EPTEMBER								
7espri organic Green	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / FOBS TE	% of Pool Paid YTD
Month	Suk	Pac	Kiw	Tas	Pro	Loy	Tot / Fc	Pai
Apr-18	\$2.25	\$0.00					\$2.25	19%
May-18		\$0.03					\$0.03	19%
Jun-18		\$0.03					\$0.03	20%
Jul-18		\$0.00		\$0.39	\$0.80		\$1.19	30%
Aug-18		\$0.09	\$0.35	\$0.67	\$0.67		\$1.78	45%
Sep-18		\$0.23	\$0.00	\$0.91	\$0.35	• • • • • • • • • • • • • • • • • • • •	\$1.48	57%
Oct-18		•	•	•	\$0.54		•	•
Nov-18		•	•	•	\$0.49		•	•
Dec-18		•	•	•	•		•	90%
Jan-19						\$0.10	•	•
Feb-19					•		•	•
Mar-19					•		•	97%
Apr-19					•		•	•

USO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / FOBS TE	% of Pool Paid YTD
Apr-18	\$2.25	\$0.00					\$2.25	19%
May-18		\$0.03					\$0.03	19%
Jun-18		\$0.03					\$0.03	20%
Jul-18		\$0.00		\$0.39	\$0.80		\$1.19	30%
Aug-18		\$0.09	\$0.35	\$0.67	\$0.67		\$1.78	45%
Sep-18		\$0.23	\$0.00	\$0.91	\$0.35		\$1.48	57%
Oct-18		•	•	•	\$0.54		•	•
Nov-18		•	•	•	\$0.49		•	•
Dec-18		•	•	•	•		•	90%
Jan-19						\$0.10	•	•
Feb-19					•		•	•
Mar-19					•		•	97%
Apr-19					•		•	•
May-19					•		•	•
Jun-19						\$0.15	•	100%
Paid YTD	\$2.25	\$0.39	\$0.35	\$1.96	\$1.81	\$0.00	\$6.77	
Balance to pay	\$0.00	\$0.79	\$0.42	\$1.37	\$2.28	\$0.25	\$5.10	
		Tot	al fruit and s	service paym	nents - 2018	/19 forecast	\$11.87	

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

Zespri Green <sup>*</sup> SEPTEMBER	14							
Superi Green ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / FOBS TE	% of Pool Paid YTD
Apr-18	\$2.80	\$0.06					\$2.86	28%
May-18		\$0.07					\$0.07	29%
Jun-18		\$0.00					\$0.00	29%
Jul-18				\$0.70	\$0.28		\$0.98	39%
Aug-18		\$0.00	\$0.38	\$0.70	\$0.65		\$1.73	56%
Sep-18			-\$0.00	\$0.81	\$1.05		\$1.85	74%
Oct-18		•	•	•	\$0.42		•	•
Nov-18		•	•	•	\$0.20		•	•
Dec-18		•	•	•	•		•	90%
Jan-19						\$0.10	•	•
Feb-19					•		•	•
Mar-19					•		•	97%
Apr-19					•		•	•
May-19					•		•	•
Jun-19						\$0.15	•	100%
Paid YTD	\$2.80	\$0.13	\$0.37	\$2.21	\$1.98	\$0.00	\$7.48	
Balance to pay	\$0.00	\$0.00	\$0.29	\$0.56	\$1.53	\$0.25	\$2.63	
			Total fruit and	d service pay	ments - 2018	3/19 forecast	\$10.11	

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

2018/19 Season **Grower Payments** Portions - Total Fruit and Service **Payments** 

2018/19 August Forecast









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## The month ahead — October

Key topics included in the 'month ahead' page for October are below — for more details, check out Canopy > Growing kiwifruit > Orchard Management > the month ahead: October.

Counting and thinning: Watch the Thinning and Canopy Management videos on the Canopy website > Growing Kiwifruit > Orchard Productivity > Videos, together with your orchard staff, as a refresher on why thinning is critical in SunGold and for some thinning strategies to achieve your target cropload. The videos are available in English and Punjabi.

**Pollination:** Pollination is rapidly approaching. The July/August *Kiwifruit Journal* contains many

articles about pollination and, so make sure you've got your copy to keep up-to-date with new information.

Review information from the 2017 Pollination event, including videos of the event and event summary on the Canopy > Growing Kiwifruit > Orchard Productivity > OPC Events & Webinars > 2017: The Pollination Event. Be sure to look through the new pollination workbook for some basics and a summary of new research findings.



Canopy: Getting your Hayward canopy up and running quickly, then keeping it quiet and settled after flowering, is key to good dry matter. Think about the tools you have available, and the timing and conditions you use each one in. The best growers anticipate what's going to happen, and act early.

**Taste:** Thinning, pollination and managing your canopy can help your crop taste great. Visit Canopy > Growing Kiwifruit > Orchard

Productivity > Taste to watch a video on growing for taste. This video gives a good overview of key management tools and considerations for growing both Hayward and Gold3, and is always worth a watch.

Stay healthy: Pre-flowering is a critical time for the control of many pests and diseases – consider fertilisers and remember to monitor for Psa, sclerotinia, scale and leafroller and act quickly to control them.

## **Pollination**

We have filled a few knowledge gaps over the last few years of research. This table summarises all the key facts you need to know to make your pollination plan.

	Characteristic	Hayward	Green14	Gold3
Males	Ploidy (sets of chromosomes)	Hexaploid (6 sets)	Tetraploid (4 sets)	Tetraploid (4 sets)
	Maximum distance from female	4-6 metres	-	7+ metres
Female flowers	Dehiscence (attractive to bees)	5 days	2 days	2 days
	Stigma viability	8 days	5 days	2 days
	Pollen grains (full pollination)	12,000	6,000	6,000
Honey bee pollination	Number of visits per flower	±40	20	6
	Min No. Seeds	800	800	200
	Max No. Seeds	1,200 -1,500	1,400	600-800
	Foraging bees /1000 flowers	20	-	6
Dry pollen rate, timing and	Multiple applications	4-5 days apart	3 days apart  2-3 days after peak opening	2 days apart
frequency	Single application	3-4 days after peak opening		At peak opening
Wet pollen timing	Multiple applications	8 days apart		2 days (or peak flowering if only one application)
and frequency	Single applications	5-6 days after peak flowering*		At peak flowering*

<sup>\*</sup>Peak flowering is the time when there are the most receptive flowers open.

## Pollinating under hail netting — don't forget the water

Just like all living things, bees need water to survive, and they need quite a bit of it to rear brood. Honey bee colonies are reported to need between 150ml and one litre of water per day to dilute the honey they feed to larvae and keep their hive cool. Without nets, the bees lap water up from the edges of muddy puddles or streambanks, or from morning dew. Under net, growers have tried putting water out next to hives but often find very few bees take the water.

In a Plant and Food Research trial last year, the team provided bees with pails of water with shade cloth. There were significantly more bee visits to water feeders that had a clear view of the top of the enclosure (not directly underneath the crop). This was done by putting the feeders under gaps in the crop canopy, or up above the crop on top of the pergola. This study was only carried out in one orchard in one season, so another year of study is needed to confirm this finding.



A bucket of thirsty bees: honey bees collect water and bring it back to the hive. Providing water is important, but it appears to work best if it's not presented directly underneath the crop.

## Counting and thinning — developing a thinning strategy

Once you've set your targets and you know how many flowers you need to take into pollination (B), the next job is to understand how many you have to start with (A), and to come up with a strategy to get from A to B. Depending on how close A and B are to each other, your strategy will change. In the table below, you'll find a list of suggestions for reducing crop load – the closer you are to your target, the further down the table you could start.

Technique	Description and rationale	Is it for me? ✓
Remove canes and re-space remainder	Removing large numbers of flowers, especially if canes are closely spaced at winter pruning, gets numbers down quickly and reduces the risk of excess shading. Target weak and spindly, crowded, or especially vigorous canes for removal.	
Remove whole shoots (starting with weak or poorly- positioned ones)	Removing moderate numbers of flowers (king and side flowers), especially if budbreak percentage is high, reduces numbers significantly and quickly. Can be used to thin areas of the canopy likely to become crowded.	
Remove flower buds – based on shoot size	Removing individual flower buds (king and side flowers) from smaller or weaker shoots, especially misshapen flowers, can be used to finetune the number of king flowers.	
Remove flower buds –based on fruit/leaf ratio	Removing individual flower buds from shoots with fewer leaves, especially mis-shapen flowers, can be used to fine-tune the number of king flowers.	
Remove flower buds – side flowers	Side or lateral flowers produce smaller and lower dry matter fruit. Once the target number of king flowers has been achieved, side flowers can be removed to leave only the desired number of king flowers.	
Remove late flowers	Late flowers produce lower dry matter fruit. Removing late- opening flowers (relative to the bulk of flowering) reduces this low dry matter population.	

Understanding how many flowers you have and developing an efficient strategy for getting to your target number of king flowers is key to achieving a good dry matter result. Read the research in the September/ October 2017 *Kiwifruit Journal* and summarised in the Need to Know NK7 to help you choose which flowers to thin off.

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## SEASONAL KEY DATES



Recording your key dates for the season is really important. It allows you to effectively prepare for the season at hand, as well as look back and review at seasons end. The OPC team have resources to help you do this, one of these resources is the 'snail' infographic (example pictured below). Read on to understand what key dates you should be keeping to on your orchard. Note: Dates should be recorded at block level as this is the level that management decisions are usually made.





Whatever product you're using, keeping a record of when you apply it, along with chill data and budbreak dates, will help decision making in the future.

## NATURAL BUDBREAK PROGRESSION



Understanding natural budbreak progression helps with planning for budbreak enhancer applications in following seasons. A bud has broken when it looks like the image above.

## **START OF FLOWERING**



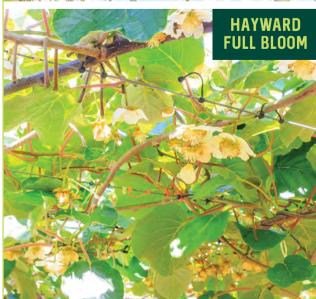
This is when the first female flowers start to open. Recording this date helps you plan your spray programme and understand when to put bees in.

#### **FULL BLOOM**

This is when is when 90 percent of flowers are fully open.

KiwiStart models use full bloom date to determine payment. You may be asked by Eurofins to provide this key date.





### **FRUIT SET**

Three days after full bloom. This is the date that is used in the spray diary to calculate monitoring periods and audit your sprays.

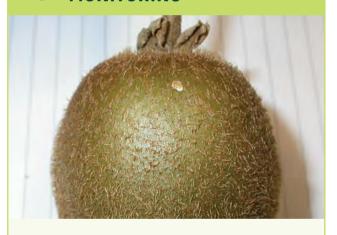






Important for review of your orchard's performance.

## START OF KIWIGREEN MONITORING



The KiwiGreen Pest Monitoring Programme is used to justify sprays against key pests (i.e. scale and leafroller) close to harvest.

Depends on pest and variety - see Crop Protection Standard.



Don't forget to mark these key dates in your diary or on the growth stages diagram (snail) on the Canopy website > Growing Kiwifruit > Orchard Productivity > Infographics.

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# Getting on top of scale in the pre-flowering period

Scale finds have been increasing for a number of years now. Although these insects don't look exotic, they are a causing frustrating market access issues as they are a quarantine pest in some of Zespri's key markets.

Scale populations tend to grow slowly and are relatively easy to keep under control when their numbers are low but are harder to get under control when they're living in an orchard in large numbers. Growers can use a combination of cultural controls and chemical options during preflowering to help control scale populations.

#### **Cultural controls**

Remove places where scale hide. Scale are known to congregate behind spray guards and vine tape on young vines. Spray guards should be removed once vines are mature enough to have had a crop, and vine tape can be removed once leaders have canes growing out into the canopy. Undervine shelter can also protect scale from sprays – consider lowering the height of the shelter or dropping it while you spray.

Apply a systemic insecticide, such as Movento to shelters which include Willows, Poplars, Leyland Cypress or Pittosporum trees. The best timing is after the shelter trees have been trimmed and before kiwifruit flowering. Ordinary airblast sprayers can't reach high enough to get good coverage on most shelters, so the use a vertical boom sprayer or an avocado volute sprayer is required to get coverage.

#### **Chemical controls**

Movento 100SC is a two-way systemic insecticide which kills young scale just after the crawlers have settled. For best results with Movento:

· Ensure leaves are in good condition.

- Mix with a spreading type adjuvant to assist with coverage. Recent trials have shown that using Du-Wett significantly improves scale control compared to Movento alone.
- If possible, don't mix with other products.
- Apply one to two weeks before flowering. An additional second spray, applied earlier should also be considered on orchards where scale was a problem last season. Apply for a justified approval.

Mineral oil suffocates scale and, provided coverage is excellent, is a very effective control. Oil requires good drying conditions to avoid marking. Adding an adjuvant should avoid drip points forming and prevent this damage. Recent research shows dormant and pre-flowering applications of copper and oil (Nordox<sup>™</sup> 75WG at 37.5 g/100 L + Excel® oil at one percent) cause no phytotoxicity or bud burning.

Bifenthrin (Talstar or Venom) and thiacloprid (Alpasso, Calypso, Commend, Topstar) are insecticides which poison any scale they touch, so excellent spray coverage is critical. Bifenthrin is highly toxic to bees and other beneficial insects, so care and attention to detail must be used when applying this product.

More information on scale control can be found on the Canopy:

Kiwiflier Insert – Spotlight on Scale, Kiwitech Bulletin N01 –
 Armoured Scale, Kiwitech Bulletin N57 – Shelter Spraying, KiwiGreen Fact Sheet – Scale, Need to Know – Scale Control in Organics.

## Don't forget your Green pre-flower girdle

A pre-flowering trunk girdle in Green varieties is a good tool for managing Psa in the spring and is widely used in the industry.

Multiple trials have confirmed that a girdle applied at 30 days pre-flowering (before the first female flower opens) is a very effective tool for reducing budrot and improving fruitset in Green varieties. Earlier girdles (40 days pre-flowering), or later (20 days) are not as effective, nor are partial girdles or very narrow girdles made with a single bladed knife. So, if you haven't already done your Hayward / Green14 pre-flower girdle, work backwards from the date your orchard began flowering last year and aim to apply a pre-flower girdle 30 days prior to this.

As always, avoid trunk girdling already stressed plants.



A 30-day pre-flowering girdle reduces budrot in Green varieties.

## New benchmarking reports launched for growers

Zespri's Orchard Productivity
Centre has added a new
reporting feature enabling
growers to run benchmarking
reports based on historical
production data. You can
access the reports through
Zespri's Canopy website.

The team has been hard at work cleansing data and pulling it all together so you can visualise your orchard performance over the past four seasons and how your orchard results compare to other maturity areas in your local supply area.

#### Who are the Grower Benchmarking Reports for?

These reports are for orchard owners. Orchard owners can grant permission for other Canopy website users, for example their orchard manager, to view these reports. You can do this by adding permissions in the orchard relationships tab.

### What can the Grower Benchmarking Reports tell me?

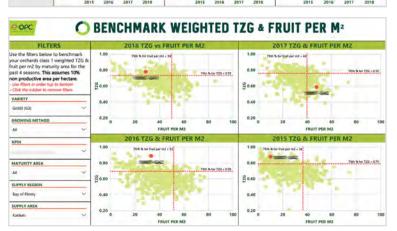
In total there are thirteen different reports where you can see:

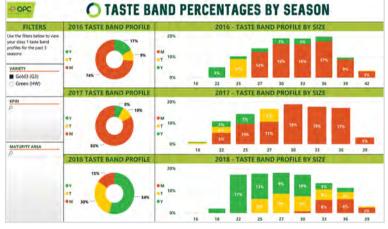
- How your dry matter percentage, weighted Taste Zespri Grade (TZG), trays per hectare, fruit per m² and fruit size compares to those around you.
- How your orchard has been performing over the past four years with key information all in one place, plus the ability to compare multiple orchards in one view.
- View your size profile and taste bands by fruit size and season.
- Where in the world your fruit has been shipped to.

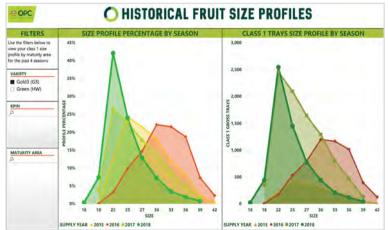
Here's a preview of some of the reports available











#### How do I access the Grower Benchmarking Reports?

Log into Canopy website and click the Industry Portal link, which can be found in the Favourites box (Edit and add Industry Portal to your favourites if you cannot see the link). Once you are logged in, click the Reports button, and select 'Grower Benchmarking Reports' from the dropdown that says 'Please Select a Report'.

If you need assistance or have questions about accessing the Industry Portal, please call the Grower Support Services team on 0800 155 355.

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# Zespri welcomes new staff to spearhead its sustainable and digital future...

We're thrilled to announce the appointment of two new team members - **Sarin Thampy** will join our Singapore office as **Chief Digital Officer** from 1 October, and **Rachel Depree** is set to take the reins as **Head of Sustainability** (based in Tauranga), also from 1 October.



Armed with a Bachelor of Engineering from Mumbai University, India, and an MBA from Kellogg School of Management, USA, Sarin brings a wealth of experience having worked in chief technology and digital officer roles for a number of global businesses such as Vodafone Americas and Olam International. He's honed his skills across the Americas, Europe, Africa and Asia and now will be responsible for driving Zespri's digital agenda.

Sarin Thampy.

Rachel Depree's position has been created to provide a stronger focus on sustainability across the value chain to ensure fruit is produced and delivered in a way that exceeds the expectations of our customers and consumers.

A seasoned sustainability practitioner with international experience in business, industry and government roles, Rachel joins us from the New Zealand Sustainability Business Council where she's been heading its climate change programme. The first items on her agenda? Prioritising Zespri's initiatives and developing a sustainability strategy, vision and roadmap.



Rachel Depree.

## ...and farewells Chief Financial Officer Dave Hazlehurst and acting Chief Digital Officer Andrew Goodin

After almost four years with Zespri, Chief Financial Officer (CFO) Dave Hazlehurst will bid us farewell in December to take up an exciting opportunity as CFO with the farmer-owned cooperative LIC. Chief Executive Officer Dan Mathieson says Dave has made an outstanding contribution to Zespri and will be missed across the business.

"During Dave's tenure we made our strategy more visible and started to introduce better ways of measuring our performance. As a result of his leadership, Zespri is becoming a more process-driven business which is essential as we continue to grow rapidly around the world. We're now well placed to take advantage of a very strong broader finance function with talented people

leading different areas of our finance and projects portfolio. We wish Dave all the best for his next move!"

After close to ten years with Zespri acting Chief Digital Officer Andrew Goodin has decided to look for new opportunities elsewhere. Andrew has had significant contribution and commitment to Zespri over his time at Zespri. As a result of his leadership, we are well placed to take advantage of new digital technologies and opportunities thanks to our investments in the cloud, analytics and new SAP capabilities.

Thank you Andrew and we wish you the best of luck for the future.

# Save the date: join us for the biggest biosecurity update of the year





KVH and Zespri are hosting the inaugural Kiwifruit Biosecurity Grower Update, a day dedicated to learning and sharing all the great work underway to protect New Zealand's kiwifruit industry from unwanted pests and disease threats.

What are we doing to prepare for threats to kiwifruit? When do we work with government and other horticulture industries? How do our innovation and research programmes help us? What are our most unwanted pests and how do we keep them out? Why is traceability so important and how can it help us? Feature presentations will cover all this and more.

The event will be held **Thursday 18 October 2018** – visit the KVH website for more detail.

# Mandatory orchard monitoring



All growers in exclusion regions and all growers with 'not detected' orchards in all regions are required to carry out a round of mandatory monitoring between 15 September and 15 October, with results due to KVH by 31 October. Monitoring is a critical component of establishing Psa-presence, location and volume so that it can be managed.

An online monitoring form is available on the KVH website. Please call KVH on 0800 665 825 if you have any questions or require assistance.

Why is monitoring so important? Growers in exclusion regions and with 'not detected' orchards need to monitor vines for Psa early, so we can act if anything is identified and protect the rest of their orchard as well as nearby growers.

Regular orchard monitoring also enables growers to become familiar with their vines. It's about learning what is usual, and what isn't. Nine times out 10 when you see something odd it will be nothing, and that's good, because it means that the one time it is something of concern, we're finding it. The sooner we learn about something unusual the more we can do to help.



In spring, suspect canes which have buds that have not broken are easy to see during monitoring.

# Spotted Lanternfly – the next big threat?



In Pennsylvania, USA, growers and officials are dealing with an incursion of Spotted Lanternfly (SLF) and the information coming from this region is concerning. The numbers that this pest is building to may even exceed Brown Marmorated Stink Bug (BMSB). It results in large amounts of sooty mould growth, is a prolific hitchhiker and has a large host range that includes kiwifruit.

SLF is a known kiwifruit pest in its native range of China but appears far more damaging as an invasive pest with no natural predators to keep population numbers in check.

As part of his Nuffield Scholarship travels, KVH Director Simon Cook visited Pennsylvania where the SLF is proving to be harmful to a wide range of crops.

"I spent some time in one of the worst hit spots in the state, and even the local entomologist himself commented this was the most invasive pest he has ever seen given they have been through BMSB that is a pretty telling statement."

"Unfortunately, it wasn't picked up in Pennsylvania until a significant population had already established, making ongoing eradication attempts difficult. There is some relatively good news though, in that a second US incursion in Virginia suggests if we identify SLF early before a large population is present, we have a real chance at eradication. This incursion is around two to three years old now and is still limited to a small one-mile radius area, so it does take time for numbers to build."

KVH is taking this advice onboard and has included SLF as a feature pest in our upcoming calendar for front line staff and contractors at the Port of Tauranga and transitional facilities. It is also included in a review project to better understand the potential threats to our industry and management options. The Ministry for Primary Industries (MPI) is aware of this threat and while there haven't been any

border interceptions to date, the risk would increase if it continues to expand its invasive range across the USA.



The spotted Lanernfly on a tree trunk in Pennsylvania.



Distinguishing features include red and black patches on the hind wings, and a yellow abdomen with black bands. Photo credit: Pennsylvania Department of Argriculture.

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Contact Industry Liaison Team Leader Tom MacMorran (027 511 2005) or Grower Liaison Managers: Sue Groenewald (027 493 1987), Sylvia Warren (022 101 8550), Casie Rudnicki (027 271 2695) or Jane Ritchie (027 511 1056)

# from the field

#### 1: One of my entities lease my orchard from one of my other entities. Why have I received a share offer for each entity?

Eligibility for the targeted share offer and buy-back is determined through an alignment entitlement which allows producers to apply for one share for each tray of "production" attributable to KPINs owned or leased by them. If a property is both owned and leased by a growers two related entities, the grower will be offered to purchase shares up to 1:1 for each of the land owner and lessee entity.

For more information, see the Product Disclosure Statement available on the Canopy website.

#### Visit Prock-Off has been added to the Crop Protection Standard but is not available in-store?

A2: We have been made aware of a shortage of Flock-Off product with retailers around the country. The supplier of Flock-Off is in the process of air freighting more product to New Zealand from America.

There are alternative products in stock, like Mesurol and Thiram. These products can be used under a Justified Approval. Some growers are also trying Kiwiguard as a bird repellent.

#### U3: When will a decision be made on whether the New Green in trials will be commercialised?

 $f A3^{"}_{"}$  New Green will be considered for commercialization in 2019. If the decision is made to commercialize the variety, findings from the trials will be presented to growers as well as open days at a New Green trial site so growers can make an informed decision.

## Grower Payments booklet review

Zespri publishes a Grower Payments booklet annually, usually around February, to help growers understand the different types (and timing of) payments that Zespri pays throughout the season

Review of the 2018 booklet is underway, in preparation for 2019.

If you have any feedback that you'd like to share, for example:

- · Is the booklet easy to understand?
- Too much or too little information?
- Is there any additional information that you'd like included? Please email your comments to

corporate.communications@zespri.com

- thanks in advance.



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

www.zespri.com canopy.zespri.com EMAIL: contact.canopy@zespri.com

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## 2019 Bay of Plenty Young Fruit Grower of the Year competition – entries now open

Calling all motivated and career-driven young horticulturalists!

The Bay of Plenty Young Fruit Grower of the Year competition organisers are seeking participants aged 30 and under to enter in the 2019 competition!

Take part in the ultimate horticultural challenge to boost your skills, network with the best in the business and win some fantastic prizes.

The competition features a day event where contestants battle it out in a series of theory and practical events at the Te Puke A&P Show on Saturday, 9 February as well as a speech contest held at a gala dinner on Wednesday, 13 February at ASB Arena in Mount Maunganui.

The overall winners are announced at the gala dinner with the top three contestants receiving cash prizes.

The winner of regional competition will then go on to compete at the national competition and receive professional development opportunities through Horticulture New Zealand.

2018's winner Danni van der Heijden says, "The BOP Young Fruit Grower Competition was a fantastic experience - preparation for the competition encouraged me to learn more about the practical side of growing avocados and kiwifruit such as chainsaw maintenance, injecting avocados and tractor driving. The competition also helped to increase my confidence when speaking in front of a large number of people, and I believe this helped with the speaking aspects of the national competition."

To find out how you can enter the competition visit: www.bopyoungfruitgrower.co.nz or follow us on Facebook-'BOP Young Fruit Grower'.

Sponsorship opportunities are also now available. Secure your space by contacting Renee Fritchley (renee.fritchley@nzkgi.org.nz).



The 2018 Bay of Plenty Young Fruit Grower contestants at the Te Puke A&P show competition day.

## Changes made for 2019 grower registrations

There's been an increasing amount of feedback from the industry to look for ways to reduce the amount of paperwork growers have to complete before each season. We've taken on-board this feedback onboard and have decided to stop sending paper registration forms.

For the 2019 season and going forward, growers are encouraged to log on to the Industry Portal, which can be found through a link on the Canopy website home page. The Industry Portal contains your details and information on the orchards you own or lease.

If any of your information has changed or is going to change for the 2019 season, please update your information on the Industry Portal. You can do this by selecting the 'Request Update' button on each page. Your request will then be actioned by the Grower Support Services team.

If you are unable to do this online, the Grower Support Services team are available to assist you with any queries from 8am to 5pm, Monday to Friday. Please call 0800 155 355 if you need support. It's important to notify Zespri if any of your details change.

How to add the **Industry Portal to** the home page of the Canopy website.

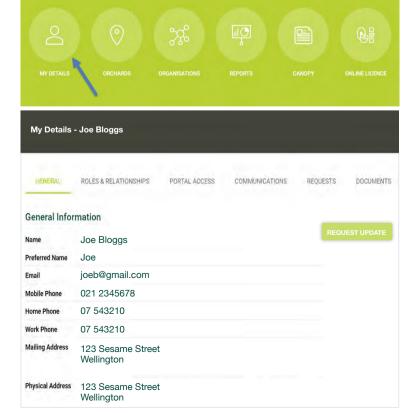
Click on the EDIT button



Select INDUSTRY PORTAL from the list of



Scroll down to the bottom of the page and click DONE. The Industry Portal link will now always be on your home page and be easy to find.



To view and update your information about your orchards, please click on the orchards tab, then select 'request update' and make the appropriate changes.

