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## PRODUCER VOTE RESULTS

Zespri is pleased to confirm the final results of the recent producer vote under Regulation 11 of the Kiwifruit Export Regulations. Both resolutions passed with growers overwhelming support.

Resolution 1 – approval of Zespri continuing to carry out 12-month supply						
Head count (by producer number voting)						
For	84.05%					
Against	15.46%					
Blank	0.49%					
By weigh	nt count					
For	85.64%					
Against 14.05%						
Blank	0.31%					

Resolution 2 – approval of Zespri continuing to own Plant Variety Rights						
Head count (by producer number voting)						
For 84.84%						
Against	14.80%					
Blank	0.36%					
By	v weight count					
For	87.15%					
Against	12.59%					
Blank	0.26%					

Zespri was very pleased to see the significant number of producers that voted. Total voter turnout was 59.81 percent of all producers, and 70.97 percent of the production weight held by all producers.

This vote allows Zespri to continue with the 12-month supply business and continue to own plant variety rights. These have been key aspects of Zespri's strategy over the last 20 years and enable Zespri to deliver a premium

product to the market and grow returns for New Zealand growers and shareholders.

Zespri will continue to keep growers informed of its 12-month supply and PVR activities, and is still obliged to mitigate risks to producers (as it has always done). Growers have the added assurance that the regulator, Kiwifruit New Zealand (KNZ) continues to have oversight to ensure Zespri only carries out the activities it is authorised to, and mitigates risks.

# 2019 SunGold licence release

By the time you read this month's hard copy of Kiwiflier, the bidding application window for SunGold licence (ending 10 April) is likely to be closed.

Successful bidders will be notified the week beginning 29 April. Once successful bidders have been notified, deposit cheques will be presented within three working days.

If you have any questions, please call Zespri Grower Support Services on 0800 155 355 or email new.cultivars@zespri.com.

The timeline below relates to both the Gold Organic licence release (50 hectares) and the Unrestricted licence release (700 hectares).

Date	Action
1 March	Licence Application Overview and Rules published
27 March	Application process opens
10 April	Closing date for bids — Applications <b>must</b> be received by Cooney Lees Morgan prior to 5pm
17 April	Preliminary revenue range announced
26 April	Pre-validation and collation of all bids completed by Cooney Lees Morgan
Week of 29 April	Evaluation panel makes decisions regarding allocation of licences and successful bidders notified as soon as possible thereafter
Week of 29 April	Deposit cheques presented three working days after successful bidders are notified
27 May onwards	Licence packs distributed
19 July	Balance of settlement monies due

## Kia kaha Christchurch

On Friday 15 March, fifty people lost their lives in a devastating attack in two Christchurch mosques that none of us ever imagined could happen here. As the Prime Minister has said, they are us. They were New Zealanders and they deserved to be able to live and worship in peace.

The Zespri Board has made a \$10,000 donation to the Victim Support Fund which will be used to support those affected by the shooting. Chairman

Mathieson have also met with leaders from the local Muslim community to discuss what Zespri can do to help them through this terrible time, to show them they have our support and to try and help ensure they feel safe. Staff also attended Friday prayers and observed two minutes silence on 22 March.

Our thoughts go out to all those innocent victims and their loved ones.

## ZESPRI SHARE SPLIT

We've now completed the Zespri share split, which subdivided every two shares held by a shareholder into three shares. As at 15 March, Zespri had on issue 122,168,058 shares. Following the split, it now has 183,252,240 shares.

If the share split calculation resulted in any shareholder having a part share, for example someone with five shares ending up with 7.5 shares, the 0.5 of a share is rounded up to a whole share, so five shares becomes eight shares. This rule is outlined in the company constitution.

Volumes over the last season reached approximately 153 million trays. The resulting share numbers mean Zespri has future-proofed the number of shares available to ensure we can achieve optimum alignment of shareholders holding one share per tray. Achieving that level of alignment, however, is now subject to more under-shared growers and/or unshared growers taking up the shares available for sale.

As part of the Kiwifruit Industry Strategy Project, Zespri has:

- a) Had the Regulations changed to permit amendments to the constitution
- b) Amended the constitution to encourage former growers to sell their shares once they lose dividends, and cap the number of shares that growers can hold
- c) Carried out a share offer to unshared and under-shared growers, and a buy-back offer to over-aligned growers and dry (former grower) shareholders
- d) Carried out the share split to make sufficient shares available.

All of these measures are targeted towards improving alignment between growers and shareholders. Zespri will still continue to encourage growers to hold shares so that they can participate in the investments and

income streams available to both growers and shareholders. A strong alignment also strengthens our industry and the single point of entry for marketing New Zealand grown kiwifruit.

#### Related changes

Share certificates are no longer required — so if you're still holding share certificates, you can destroy them. Shareholder trading will be managed based on the electronic share register records (this doesn't affect off-market trading — both off-market and on-market (through USX) trading will continue).

Zespri has had a share cap in place since the March 2018 constitutional amendments. In clause 4.7(a)(iv) of the amended constitution, it provides that if Zespri ever carries out a share split, the cap also changes in the same proportion. This way no one is being pushed over the four shares to one tray (4:1) ownership cap if they're not already overshared.

The change to the share cap is therefore increased from 4:1 to 6:1 (six shares to one tray). All shareholders' alignment ratios will be adjusted automatically.

There's also an automatic change in Greenfields entitlements. Those Greenfields with no historical production yet, can obtain 1.5:1 deemed production entitlement (previously 1:1), and once their historical production takes over, they have the same 6:1 share cap as other growers.

All shareholders will receive a statement in the mail showing their new share position. If you don't receive your statement, or if you have any questions, please contact the Zespri shares team on shares@zespri.com or call 0800 155 355.

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# From the markets

#### Italy

Although it was the tail end of winter, the crisp weather wasn't about to stop 1,200 joggers (and 2,000 supporters!) hitting the streets in Napoli for a fun run competition. Zespri was also there to support and refuel the athletes, with a branded

stand full of nutritious fruit for runners to enjoy. With fresh, attention-grabbing branding, the Zespri name was front and centre of a number of pieces of local media coverage across radio and television.

#### Chin

China Sales Head Tommy Lu recently accepted the 'Super Brand Award' from Hong Kong retailer PARKNSHOP (PNS). This award is a huge honour and recognises Zespri's strategic partnership with

PNS, as well as our powerful brand, high-quality fruit and outstanding sales in PNS in 2018. This is the second time Zespri has won this award, following our first success in 2016.



Italian runners fuel up with tasty Zespri kiwifruit.



China Sales Head Tommy Lu accepted the coveted 'Super Brand Award'.

## Limited release of Zespri® Red Kiwifruit hits supermarkets

Zespri is delighted to provide Kiwis with an opportunity to taste Zespri® Red Kiwifruit, with a limited release in supermarkets across the country underway as part of a New Zealand wide sales trial.

Still under consideration for larger scale commercial plantings, Zespri Red is the latest kiwifruit to come through Zespri's 100 percent natural breeding programme and has been developed in partnership with Plant & Food Research. It's packed with 100 percent natural goodness, grown with Mother Nature's building blocks and naturally bred from kiwifruit cultivars within the highly successful Zespri SunGold Kiwifruit family.

As well as providing consumers with an opportunity to experience Zespri® Red Kiwifruit, the limited release will allow Zespri to hear what consumers and retailers think about the fruit's taste

and storability which are important considerations for any future commercialisation.

Zespri Cultivar Innovation Manager, Bryan Parkes, says Zespri Red will provide consumers with a unique experience.

"We know there's a lot of excitement about the potential for a red kiwifruit, and we're thrilled to be able to share our Zespri® Red with New Zealand consumers. The fruit itself brings some pretty distinct characteristics that many of our consumers won't have experienced before. It's vibrant red flesh stems from Anthocyanin, a unique and naturally occurring pigment within the fruit, and it has a sweet taste similar to our SunGold Kiwifruit, but with a nice berry twist," Mr Parkes says.

The limited release will see approximately 30,000 trays of kiwifruit grown on a handful of New

Zealand orchards harvested and supplied to New Zealand supermarkets and selected retailers across the country.

Aside from the taste and colouring, consumers will also note the difference in handling required for Zespri® Red.

"Zespri® Red ripens faster (especially at ambient temperatures), plateaus at a lower firmness, and provides a great eating experience when softer. It should therefore be kept refrigerated and is best enjoyed when cut in half and scooped with a spoon. We think it tastes delicious and we're sure New Zealanders will too", says Mr Parkes.

A similar trial is kicking off in Singapore, and Zespri will be reviewing feedback and other insights when deciding next steps for Zespri® Red later this year.



## Zespri Headquarters – stage one complete

Stage one of the new Zespri International Headquarters in Mount Maunganui is now complete.

The world-class building is designed to accommodate over 300 staff in flexible working arrangements, where staff can work in different spaces that cater to their various needs - increasing productivity and reducing the physical footprint of the building.

We're excited to share some of the new features that make our building more efficient and sustainable, such as a smart façade, water recycling and efficient heating and air conditioning services.

A blessing ceremony was held on Monday 25 March with the local kaumatua and Zespri staff.

Zespri operations and staff relocate into the new building early April (we expect to be in the new building by 8 April), along with NZKGI and KVH.

Stage two will soon commence, with the demolition of the old building, construction of the new meeting wing and landscaping surrounding green space. Stage two will be completed later in 2019, and a formal opening ceremony will be held in early 2020.

In the meantime, keep an eye out for your invite to come along to an open evening to see stage one of the new building. This will take place in June

to allow time for staff, NZKGI and KVH to settle in their new offices.

Between now and June, if you're coming to the new building, please refer to the map in the next column to help guide you to reception to sign-in on arrival:

#### Main entrance/reception

The main entrance can be accessed via footpaths from Maunganui Road, Miro Street and through the ground level carpark.

#### Bus/taxi entry and exit

A covered drop off point is available at the main entrance for bus and taxi arrivals. Entry is accessed via Maunganui Road and exit via Miro Street.

#### Courier delivery zone

For courier drop off/pick up, access is via Miro Street.

#### Visitor and accessible parking

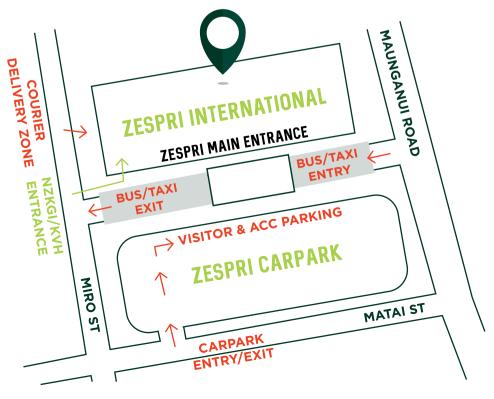
Several carparks located near the main entrance are reserved for visitor and accessible parking. Entry to the carpark is now accessed via Matai Street.

#### Zespri address and open hours

The Zespri address (400 Maunganui Road) and the open hours (8.00am-5:30pm Monday-Friday) remain unchanged.

#### NZKGI/KVH main entrance

The main entrance to NZKGI/KVH is near Miro Street.



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### ZESPRI IN THE COMMUNITY

# Zespri Everest Challenge

Challenge, with some momentous efforts being recorded. The 28-day challenge saw over 130 staff across the company split into teams and encouraged to walk up Mauao or an equivalent peak (extra congratulations to our Italian and Belgian teams!), earning points for their team as they did so. In total, Zespri racked up a whopping 37 equivalent summits of the real Mount Everest, so you could say our staff are rather competitive when given the opportunity! The top three teams were then able to donate various amounts to a charity of their choice - the Mental Health Foundation and the Child Cancer Foundation. A huge thank you must also go to the following local sponsors who kindly donated prizes to the challenge which kept everyone motivated along the way: Mount Hot Pools, Mount Yoga Studio, Mixture, Thai Touch, Mount Social Club, Tay Street Beach Café, House of Yoga, Octopus Garden, Health 2000, Vagabond, The General, Deckchair, Podium Podiatry, Lululemon and The Bach.



Another year, another successful Zespri Everest Challenge.

### Ballance Farm Environment Awards visit to Matakana

at the 2019 Ballance Farm Environment Awards here in the Bay of Plenty, and this year was no different. Congratulations to the deserving winners of our award - Craig and Lani Julian from Quick Pick Limited. According to the judges, "Craig and Lani are skilled horticulturists, having developed a successful multifaceted kiwifruit business through leasing, purchasing and re-developing. Equal consideration is given to environmental responsibility, economic return, and community awareness". We'd also like to congratulate kiwifruit growers David and Rebecca Timms from D&B Hort Limited for winning the Massey University Innovation Award.



Craig and Lani Julian scoop up the Zespri Kiwifruit Orchard Award from Chief Innovation and Sustainability Officer Carol Ward.

## Tuhono Whenua –

Support Services joined more than 30 other industry members and visited Matakana Island as part of the Tuhono Whenua Governance Programme last month. The visit was a valuable opportunity to share knowledge and build relationships, while visiting both brand new and well-established orchards. Attendees were able to see the contrast between the different stages of orchard development and learn about the logistical challenges of growing kiwifruit on an island, such as having to work in with the barge schedule!



Staff and industry members join forces on Matakana Island.

### Zespri hits Parliament for a special celebration

Earlier this month, we were lucky to be joined by Cabinet Ministers, Members of Parliament, Ambassadors, government officials and members of the business community to celebrate another year of working collaboratively with the New Zealand



Government to achieve strong, sustainable returns for growers and the wider kiwifruit industry. Our structure ensures we work closely with government and various government departments,



and the event, held in the Grand Hall at The Beehive, was another opportunity to show our thanks for the continued support the kiwifruit industry receives.



### Te Kaha European Tour

Amy Porter and Hiraina Tangiora from External Relations joined Debbie Puchner and Trish Jones (tour ambassadors) in accompanying four Zespri customers from Spain and Norway and Enrique Guio and Gema Perez from the Madrid office to Te



Kaha for an overnight trip as part of their New Zealand customer tour. The group were impressed, experiencing some fantastic East Coast weather, and were immersed in Māori culture from the outset. A powhiri, kapa haka, mau rākau performances and a hangi



dinner were all new experiences for the tour who found it hard to put into words the feelings of the day, though were extremely thankful for the hospitality shown by Te Kaha growers Haki and Ros McRoberts and the whole Te Whānau a Kaiaio community.



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## Fruit fly detection update

Detections of fruit flies in Auckland have resulted in restrictions on the movement of fruit and vegetables, as well as surveillance activity.



The response is zeroing in on the Northcote Queensland Fruit Flies (QFF) and the operational response has been increased in recent weeks. Teams on the ground have been removing fallen fruit from backyards, inspecting compost bins and placing bait on fruit trees to attract and kill adult flies (particularly females).

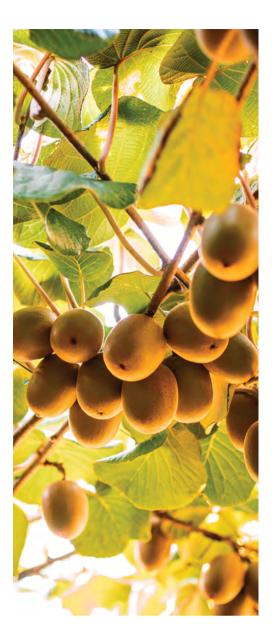
The bait is made up of a protein to attract adult fruit flies and a very low concentration of insecticide to kill the flies. It's similar to how people bait wasps in their backyards — the baits are toxic to fruit flies but safe around people and animals.

There have been no further finds of QFF in Devonport since the first (and only) find mid-February. No further Facialis fruit flies have been found in Otara, either. Earlier controls on the movement of fruit and vegetables in both these suburbs have been lifted and MPI has confirmed there's no evidence of a breeding population.

Growers can have confidence in the ongoing investigations — they're running well and are following pre-agreed operational plans established and tested in previous responses. KVH sits on the response governance group and is involved in decision making to ensure the interests of kiwifruit growers are fully represented.

If you have any questions about possible impacts due to movement controls or export restrictions, we recommend you have a chat with your post-harvest provider. If support is required, please contact NZKGI at www.nzkgi.org.nz to learn more about the support network available.

We're in the high-risk season for unwanted pests like fruit flies in New Zealand. Remember to be vigilant and look out for not only fruit flies but also their larvae, which look like grains of rice. Report anything unusual to Biosecurity New Zealand on 1800 80 99 66

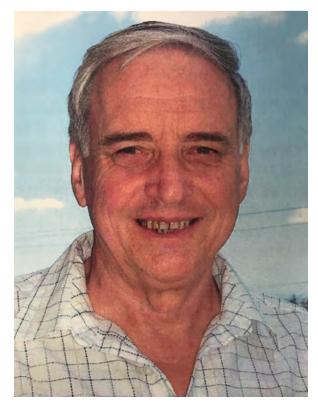


## A tribute to Bob Martin

Early this month we heard with sadness that Bob Martin passed away. Bob worked for the kiwifruit industry, initially for the Kiwifruit Marketing Authority and then New Zealand Kiwifruit Marketing Board/Zespri from 1986 until he retired in 2009. During this time, he enjoyed a range of roles including Research Manager and Market Access Manager, and he also worked across Crop Protection and Quality System Management.

Bob represented the industry on a range of international forums including Codex. UN.ECE, OECD Fruit and Vege and IKO. He developed an extensive global network which he used to support the then fledgling New Zealand kiwifruit industry and he was an International Diplomat for the New Zealand kiwifruit industry.

Those in Zespri who worked with Bob remember his encyclopaedic memory for technical information about kiwifruit and regulations, his willingness to go the extra mile to help others and his calm nature. Bob was a gentleman — one who played a significant role in establishing New Zealand kiwifruit on the world stage. He will be missed.



## Outlook update

We've just published an updated Outlook publication, which provides a summary of Zespri's rolling Five Year Plan (updated and reviewed by the Zespri Board annually). This updated publication covers the period from 2018/19 to 2023/24.

The Outlook gives a snapshot of how Zespri's medium-term strategy will be implemented by category and sets out the challenges and opportunities ahead.

Our intent is to provide information to help inform your business decisions, whether that's investing, divesting or changing your variety mix. The Outlook also aims to provide shareholders with context on our strategy and direction, which may still change over time, in response to new developments and ideas.

You can find the new Outlook publication on the Canopy website now or at www.zespri.com. We've also printed a limited number of hard copies, please contact corporate.communications@zespri.com for more information.

## SUSTAINABILITY AND INNOVATION

## Global sustainability trends

Earlier this month we invited New Zealand business journalist Rod Oram to share his insights on global sustainability trends within the New Zealand kiwifruit industry. Around 200 people from across the industry listened as Rod discussed the importance of having sometimes hard conversations about how we embrace sustainability.

He talked about the circular economy – the need to unmake what we make and reuse natural and human-made resources – and the move towards regenerative agricultural practices while working with nature, not against it, so we can let the biosphere recover. Rod spoke of the opportunity which lies in our healthy product and how we can encourage more sustainable practices through growing kiwifruit.

If you missed Rod's presentation, head to the Canopy website.



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## 2018/19 Season Return Analysis Financial

Class 1 - Approved Progress Payment 15 April 2019	Average on Net Submit	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	No Payment
Zespri Organic Green	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10
Zespri Gold3 & Organic Gold3	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	No Supply
Zespri Green14	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10

Progress payments are paid on submitted trays and reversed for onshore fruit loss

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

2018/19 - February forecast









## 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 2019 approved progress payments on Net Submit trays

Approved per tray progress payments for 15 April 2019:

Class 1	
Zespri Green	\$0.10
Zespri Organic Green	\$0.10
Zespri Gold3 and Organic Gold3	\$0.10
Zespri Green14	\$0.10

### **SHARE BRIEFS**

As at 19 March 2019 the last Zespri share price\* was \$6.00 traded on 19 March 2019. There were three buyers at \$6.00, \$5.90 and \$5.85. There were three sellers at \$6.05, \$6.10 and \$9.20.

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.

#### 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 appaula
- Market announcements.

Below is the current Market Depth information as at 19 March 2019.

Quote Line at Tuesday 19 March as at 3.30pm									
Code	Bid (\$)	Offer (\$)	Last (\$)	High (\$)	Low (\$)	Volume			
ZGL	6.000	6.050	6.000	6.000	5.950	4,500			

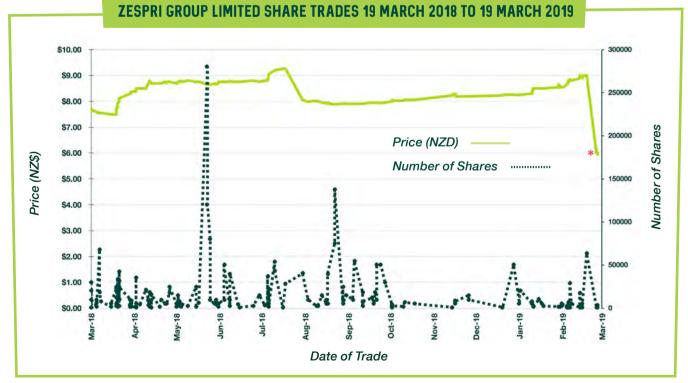
Market Depth								
	BIDS	OFFERS						
Orders	Quantity	Price (\$)	Price (\$)	Quantity	Orders			
1	9,000	6.000	6.050	2,000	1			
1	2,000	5.900	6.100	2,000	1			
1	2,000	5.850	9.200	10,000	1			

Last 10 Trades									
Date/Time	Quantity	Price (\$)	Value (\$)						
19/03/19	1,000	\$6.00	6,000.000						
19/03/19	3,500	\$5.95	20,825.000						
18/03/19	1,000	\$6.00	6,000.000						
11/03/19	63,620	\$9.00	572,580.000						
8/03/19	5,500	\$9.00	49,500.000						
8/03/19	575	\$8.90	5,117.500						
6/03/19	17,500	\$9.00	157,500.000						
6/03/19	3,000	\$9.00	27,000.000						
6/03/19	1,000	\$8.95	8,950.000						
6/03/19	1,000	\$8.90	8,900.000						

#### Director share trading

For the month of March (as at **19 March**), there were 60,000 shares traded by entities associated with Zespri Directors. See the Canopy for details: Canopy > Growing Zespri Kiwifruit > Working with Zespri > Shares. Alternatively search for 'Director Shares' using the search function.

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



\*Zespri completed a 3-for-2 share split on 15 March 2019 which increased the number of shares on offer by 50 percent. The drop in share price after this date reflects the market adjustment following the share split.



<sup>2.</sup> Net Submit trays = gross submitted trays less onshore fruit loss trays.

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## 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 2018/19 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.

Zespri Green MARCH								
Green ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / FOBS TE	% of Pool Paid YTD
Apr-18	\$2.25	\$0.01					\$2.26	25%
May-18		\$0.09					\$0.09	26%
Jun-18		\$0.09	\$0.00				\$0.09	27%
Jul-18		\$0.01		\$0.35	\$0.72		\$1.08	39%
Aug-18		\$0.09	\$0.21	\$0.53	\$0.09		\$0.92	49%
Sep-18		\$0.14		\$0.36	\$0.10		\$0.59	56%
Oct-18		\$0.48	\$0.18	\$0.47	\$0.05		\$1.19	69%
Nov-18		\$0.39		\$0.69	\$0.08		\$1.17	82%
Dec-18		\$0.36	\$0.06	\$0.12	\$0.29		\$0.83	91%
Jan-19			\$0.00			\$0.10	\$0.10	92%
Feb-19		\$0.01	\$0.05	\$0.00	\$0.10		\$0.16	94%
Mar-19					\$0.16		\$0.16	96%
Apr-19					\$0.10		\$0.10	97%
May-19					•			•
Jun-19						\$0.15		100%
Paid YTD	\$2.25	\$1.67	\$0.50	\$2.53	\$1.59	\$0.10	\$8.64	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.22	\$0.15	\$0.37	
						/40 6	<b>\$0.04</b>	

Total fruit and service payments - 2018/19 forecast	\$9.01	

Zespri Gold3 a MARCH	and Organi	ic Gold3							
Sancada Sancada 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						\$2.92	19%
May-18		\$0.14						\$0.14	20%
Jun-18		\$0.18						\$0.18	21%
Jul-18		\$0.03		\$1.00	\$0.91			\$1.94	34%
Aug-18		\$0.24	\$0.22	\$1.50	\$0.49	\$0.02		\$2.46	50%
Sep-18		\$0.27		\$1.47	\$0.52			\$2.26	65%
Oct-18		\$0.45	\$0.26	\$0.54	\$0.33			\$1.58	75%
Nov-18		\$0.14	\$0.00	\$1.25	\$0.21	\$0.01		\$1.62	86%
Dec-18		\$0.02	\$0.03	\$0.01	\$0.82			\$0.87	91%
Jan-19			\$0.00				\$0.10	\$0.10	92%
Feb-19		\$0.00	\$0.02	\$0.00	\$0.20			\$0.23	94%
Mar-19		•••••	• • • • • • • • • • • • •		\$0.64	\$0.00	• • • • • • • • • • • • • • • • • • • •	\$0.64	98%
Apr-19					\$0.10			\$0.10	98%
May-19					•			•	•
Jun-19							\$0.15	•	100%
Paid YTD	\$2.80	\$1.58	\$0.54	\$5.77	\$4.12	\$0.03	\$0.10	\$14.93	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.19	\$0.00	\$0.15	\$0.34	

Total fruit and service payments - 2018/19 forecast \$15.28

Zespri Organic Green MARCH								
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	19%
Jul-18		\$0.00		\$0.39	\$0.80		\$1.19	29%
Aug-18		\$0.09	\$0.35	\$0.67	\$0.67		\$1.78	44%
Sep-18		\$0.23		\$0.90	\$0.35		\$1.47	57%
Oct-18		\$0.35	\$0.41	\$0.54	\$0.57		\$1.86	72%
Nov-18		\$0.15		\$0.78	\$0.54		\$1.46	85%
Dec-18		\$0.11		\$0.06	\$0.74		\$0.91	92%
Jan-19						\$0.10	\$0.10	93%
Feb-19		\$0.00	\$0.00	\$0.00	\$0.20		\$0.19	95%
Mar-19					\$0.27		\$0.27	97%
Apr-19					\$0.10		\$0.10	98%
May-19					•		•	
Jun-19						\$0.15	•	100%
Paid YTD	\$2.25	\$1.00	\$0.76	\$3.34	\$4.13	\$0.10	\$11.57	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.19	\$0.15	\$0.35	
Total fruit and service payments - 2018/19 forecast					\$11.92			

Note 1: The submit and progress payments detailed in the tables are based on net submit trays.
Note 2: Rates per TE of \$0.00 have values of less than \$0.005.

Zespri Green1 MARCH	4							
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	28%
Jun-18							\$0.00	28%
Jul-18				\$0.70	\$0.28		\$0.98	38%
Aug-18		\$0.00	\$0.27	\$0.70	\$0.65		\$1.62	54%
Sep-18				\$0.81	\$1.05		\$1.86	72%
Oct-18			\$0.34		\$0.42		\$0.76	79%
Nov-18				\$0.55	\$0.32		\$0.87	88%
Dec-18		\$0.01			\$0.60		\$0.61	94%
Jan-19						\$0.10	\$0.10	95%
Feb-19			\$0.00		\$0.10		\$0.10	96%
Mar-19					\$0.10		\$0.10	97%
Apr-19					\$0.10		\$0.10	98%
May-19					•		•	
Jun-19						\$0.15	•	100%
Paid YTD	\$2.80	\$0.14	\$0.61	\$2.76	\$3.52	\$0.10	\$9.92	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.20	\$0.15	\$0.35	
Total fruit and service payments - 2018/19 forecast						\$10.27		

Amounts above are not rounded to two decimal places, therefore rounding differences may apply.



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## The month ahead — April









For some growers, the picking season is already a distant memory and for others, it's still a while away! To help ensure a smooth harvest, we've collated the following orchard management tips:

#### When harvest is underway or complete:

- Work with picking gangs and provide immediate feedback on picking performance.
   Focus on encouraging and recognising good practice and don't tolerate bad practice
- If you're select picking SunGold, supervision, monitoring and feedback are particularly critical to ensure a good job
- Take the opportunity of a break in harvesting to carry out a final male pruning round.
   Removing soft upright non-terminating growth reduces the likelihood of Psa infection, but make sure you retain some of that early-grown terminated growth that will give you lots of flower in spring
- Post-harvest applications of copper and Actigard (Actigard only if you've still got relatively good leaf condition) have been shown to reduce Psa symptoms in spring. Remember, if you're using the same sprayer on crops that haven't been harvested yet, it's important to be extremely thorough with your clean down to avoid residue issues. Also remember to be aware of neighbouring crops (your own or others) that are yet to be harvested, as they could be impacted by spray drift
- Take 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's stopped you achieving them? What will you do differently next season?

#### When harvest is on the horizon:

- Check you're ready for harvest by reviewing the Month Ahead for April, available on the Canopy website, which covers all aspects of harvest preparation. Another great tool to read through is the pre-harvest checklist, which you can find 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
- We've produced two new resources this year to help you understand Gold and Green clearance reports, and you'll also find a great FAQ resource that can answer just about any question you have about the testing process. These resources can be found at Canopy > Growing Kiwifruit > Orchard Management > Maturity & Harvest > Harvest Clearance Test Report
- 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 eight to nine brix, dry matter accumulation will slow or stop, so there's little point in holding out for more taste
- What's the value of a pre-harvest thin? It's not too late to go through again — check out the calculator on Canopy (as a quick rule of thumb, you only need to remove six fruit per minute for it to be worthwhile)
- If you've been waiting for harvest, check the
  date your residue test expires (these are only
  valid for 42 days). If it expires soon, ask your
  packhouse to request another one as they
  can take up to 14 days to process. You'll
  find this information in the bottom right
  corner of section two on your clearance
  report, which you can access through the
  Eurofins BOP website
- Autumn is a high-risk period of Psa infection, so control sprays should recommence if there have been limited applications over summer.
   Keep an eye on the KVH Psa Risk Model
- Be particularly cautious when using your sprayer to spray both harvested and nonharvested vines, and report any concerns to Zespri. Traces of non-approved products in the tank or from spray drift could result in unacceptable fruit residues
- When applying fruit cleaning sprays, ensure the sprayer is set up correctly to ensure decent coverage of fruit and consider a double pass travelling in both directions.

### Post-harvest Actigard

As the evenings cool down and the weather turns distinctly autumnal, our focus should return to Psa management. Once the crop's been harvested, you have the opportunity to apply a post-harvest Actigard. This is a great option for early-harvested blocks where leaf condition is still good, because Actigard needs to be applied to actively photosynthesizing leaves to be effective. If canopy condition is poor, you'll see limited benefits.

Consider what other crops are around. Have you got other unharvested areas where you'll need to use the same sprayer. If your answer is yes, you'll need to be particularly careful when cleaning out the spray tank and hoses, as traces of Actigard on a crop at harvest cause significant market access issues. Don't let this put you off — but do be careful.

### Horticulture New Zealand Leadership Programme

Last year, OPC's Sophie Headley was successful in achieving one of 16 spots on the Horticulture New Zealand Leadership Programme – an initiative designed for potential and current leaders in the fruit and vegetable industry to build the confidence and skills needed to drive the industry into the future.

The course has three components: an intense four day residential at Lincoln University in Christchurch, a self-directed project and a final three days in Wellington, including a visit to the Beehive to meet with the Hon Damien O'Connor, Minister of Agriculture and Minister for Biosecurity, Food Safety, and Rural Communities.

"I was stoked to get a spot on the course, which is a pretty sought-after programme," says Sophie. "The course is designed to help you better understand what leadership is about, increase your confidence to take the lead and develop usable skills in areas such as critical thinking, problem solving, teamwork and strategic planning.

"One of my key goals was to learn more about strategic planning — I'm more of a 'worker bee' who just gets on with it but I really see the benefit in being able to step back and think more strategically to make sure the things I'm doing are making a real difference and driving our industry forward in the direction we want to go. The course was great for this — it challenged my thinking and gave me valuable techniques. We also heard from inspirational leaders (including former Zespri CEO Lain Jager) on how they think, plan and propel businesses forward successfully.

"Of the 16 on the course, six were from the kiwifruit industry and others were from the apple, cherry, summer fruit and cut vegetable industries. Networking and learning alongside others in different primary industries was a real highlight for me. We got on brilliantly and I've built connections with people who, like me, are passionate about driving primary industries forward."

## Repairing structures

The period immediately before harvest is great for identifying structures on the orchard that need strengthening or updating, as the structures are carrying their heaviest load. Any areas where the canopy is sagging low may need addressing, and if you're stringing opposing female blocks on teepees (which means the poles are in the middle of the rows, rather than on the posts), keep an eye out for any movement. Fully loaded teepee poles add a significant strain to the ag beam or wire, and if one collapses, you risk a domino effect down the block. Add extra support in the form of props if necessary, and remember — Eurofins won't take samples from collapsed structures.



### Hail net mould and lichen

Last winter, a number of growers reported significant levels of lichen and moss growing on top of the roof of their hail-netted blocks. If you have a hail-netted orchard, we encourage you to think about developing a maintenance plan. Even if the issue isn't obvious now, it may be a slow growing problem. A netting supplier advised us that the issue is sporadic – for some orchards, the issue develops quickly while other blocks have had hail nets up for 10 years which are fine. Like most things, addressing the problem early is often easier and cheaper in the long run.

#### Cleaning insights:

- Discuss your options with your retailer or netting installer, and make sure you talk with the Zespri Pre-harvest Assurance team before any application
- Cleaning the net with a suitable product once harvest is complete is at your own risk. Netting manufacturers are reluctant to

- recommend anything that could compromise the strength of the net in a hail event
- Application should be made soon after harvest. Last season, one grower applied a product by helicopter close to budbreak and the washdown of the product on canes from rain burnt some early buds
- There's potentially a risk of residues on surfaces and damage to the soil, so keep this in mind when choosing a product.

#### Replacement insights:

- One grower we spoke to has implemented a roof replacement plan for their blocks. The frequency of replacement will depend on orchard conditions as well as your orchard business model
- There's a new net available that lets more light through, so consider whether this option would help your orchard performance.

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### AureoGold update

AureoGold will be available again in spring, from retailers. If you're a grower (or organic grower) planning to use AureoGold for Psa control, please speak with your local retailer (Farmlands, Horticentre or FruitFed) so they can note potential quantity required and inform the supplier.



## Contractor GAP requirements – urgent reminder

All contractors and sub-contractors must have a current compliance assessment verification (CAV) before commencing work on-orchard. Please also be aware that:

- All contractors are required to be registered with Zespri, and can do so online at www.industry.zespri.com
- A list of registered contractors and their CAV status is also available on the above website
- All growers are required to check any contractors or subcontractors hold a current CAV prior to commencing work on an orchard (and all growers must hold a copy of that CAV at all times this can be an electronic copy).

Zespri will be doing routine checks during harvest and will take appropriate action where contractors are found to be working who don't meet these requirements. This action may include exclusion from working in the kiwifruit industry and penalties to those who are responsible for contracting workers on their orchards.

To book an inspection, contractors can do so by contacting an inspector listed below and arranging an inspection time.

Organisation	Inspector Name	Email	Organisation	Phone	Website
CME Consulting	Chris Mason	chrismason.nz@gmail.com	CME Consulting	027 289 9560	
IJ Fryer Independent Inspector	lan Fryer	ijfryer@xtra.co.nz	IJ Fryer Independent Inspector	027 612 7467	
SGS NZ Ltd	Georges Feghali	georges.feghali@sgs.com	SGS NZ Ltd	0275 900 799	www.sgs.co.nz
Telarc Ltd	Laura Jones	laura.jones@telarc.org	Telarc Ltd	09 580 6752 0274 053 170	www.telarc.org

### Industry Supply Group (ISG) meetings

The main agenda items to be discussed are as follows:

- · Period one
- · China time rates
- · Northland supplier accountability
- Pack differential model
- · Allocation rules
- Bulk pack trials
- Taste bank pallet visual indicators
- 2019 SunGold Conventional supply plans P1 allocations

The next ISG Meeting will be held on 18 April.

### New look KVH website



We've refreshed our website to make it easier to access our popular tools.

The homepage now contains sections for growers and nurseries to get all the

information they need, and new buttons to access the most popular pages with just one click — namely the Psa risk model, the list of kiwifruit's most unwanted threats and the current list of protective spray products.



## Report a pest at the tap of a button



A new app is being trialled to test a different way of reporting suspected biosecurity pests in New Zealand.

The Find-A-Pest app allows you to report potential biosecurity threats quickly with your smartphone by sending a photo and GPS location. The reports are sent to a community of knowledgeable people from primary industries, iNaturalist NZ (a web-based citizen science platform) and science organisations for identification.

App testing is being carried out by selected case study groups in Northland, Auckland and Southland with a focus on weeds, and nationally via kiwifruit industry and planted forestry bodies (KVH and the Forest Owners Association) for a broader range of pests. Testing will take place until next month.

The app uses a simple online reporting process where users can easily submit photos, GPS location and any additional commentary from their phone. Functionality includes offline use for uploading when back in range of wifi or mobile reception, factsheets to help users learn what pests to look out for and Te Reo Māori translations of key information.

Download the app now for free from the App Store or Google Play (it's important to remember that the app doesn't replace Biosecurity New Zealand's exotic pests and diseases hotline — 0800 80 99 66 — which should be used as normal to report any suspected exotic pests).

The 'Find-A-Pest' smartphone app trial is a research project supported by KVH and Zespri.



Log In



# Returning from overseas or know someone visiting New Zealand?



Whether returning home from an overseas trip or just visiting our shores, everyone has a role to play in protecting kiwifruit orchards from unwanted pests and diseases that could affect jobs, income and the wider community.

Any person in the kiwifruit industry or coming to New Zealand to work on an orchard has a responsibility to manage biosecurity risks when travelling. To assist with this, KVH has developed a best practice poster to help reduce biosecurity risk after visiting or working on an offshore orchard or farm. The poster highlights what items need to be cleaned before packing luggage, and explains what people can expect at border control when arriving in New Zealand.

You can download and print the poster at www.kvh.org.nz or contact KVH directly on 0800 665 825 if you'd like us to print a larger size for you, your orchard, workplace or staffroom.



Biosecurity officers will pay particular attention to international visitors and workers heading to kiwifruit orchards.

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

## NZKGI front-foots campaign to find pickers

The kiwifruit industry is pulling out all the stops to make sure the 2019 harvest, which started mid-March, isn't short of workers.

New Zealand Kiwifruit Growers Incorporated (NZKGI) Chief Executive Officer Nikki Johnson says the amount of green and gold kiwifruit on the vines is forecast to be even higher than last year's harvest, meaning around 18,000 workers are needed. "Last year, the harvest was 1,200 workers short when it began – we want to avoid this as much as possible this year."

To promote casual jobs, Ms Johnson says NZKGI is running a broad labour recruitment campaign, targeting backpackers, students, unemployed kiwis and retirees to show them what the industry can offer and remove any misconceptions about the work.

"While we want to employ local kiwis as a first priority, we're casting the net far and wide to attract as many casual workers as possible," she says. "There's a workforce out there that we think would be great in our industry; we just have to tell them about it and let them know what's in it for them."

Johnson says the campaign promotes kiwifruit work opportunities through social media to reach potential workers, using Facebook to connect with job-seekers through the Kiwifruit Jobs New Zealand page. "We're sharing great content with potential employees, including a video of German and Czech backpackers sharing their orchard experiences, and a short but fact-packed guide to working in the sector — the Little Green and Gold Book."

She says the industry needs large numbers of workers over a relatively short timeframe from late March through April for harvesting orchards. "But there's also a large number of workers needed in the packhouses in a wide range of processing roles, as the fruit leaves the orchards to be prepared for distribution overseas."

Johnson says a lot of incorrect information exists about working with kiwifruit, making it harder to recruit people who would otherwise get a lot out of casual work.

"That includes the pay rates – they're actually very competitive. We'll highlight the facts about kiwifruit work through our campaign to rectify myths."

Johnson says kiwifruit work is an excellent option for backpackers looking to earn money while they travel. A lot of kiwifruit orchards are located very close to some of New Zealand's best tourist attractions and hotspots."

The wide range of kiwifruit roles and worksites throughout New Zealand also makes work in the industry a good option for locals. The campaign connects with retiree, sports, education and community organisations to explore partnerships to add to the pool of workers available.

"We're emphasising the long-term and permanent career roles available as well — kiwifruit work spans 48 weeks in the year. As New Zealand's largest horticultural earner, it'd be great to see more Kiwis reaching out to their local kiwifruit employers and discussing potential career pathways that may be on offer."

Johnson says the campaign was also an appeal to Kiwis to support the sector as a major contributor to the New Zealand economy. "By 2027 we're expecting to require around 7,000 workers, as the volume of fruit grown increases dramatically.

"We'd love to see strong support from New Zealanders, this year and into the future."

needed in the packhouses in a wide range of processing roles, as the fruit leaves the orchards to be prepared for distribution overseas."

Visit the NZKGI website to view more on the campaign, or visit the Facebook page by searching KiwifruitJobsNZ.

Around 18,000 workers are needed for this year's harvest.



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

## Stories of New Zealand's Kiwifruit pioneers recorded in new book

For the past 12 months, award-winning author Elaine Fisher has been on a journey to uncover 'behind the scenes' stories of the innovative, hardworking growers who made the New Zealand kiwifruit industry the success it is today.

Her findings are recorded in the book "Seeds of Success – the stories of New Zealand's Kiwifruit Pioneers" commissioned by New Zealand Kiwifruit Growers Inc to mark its 25th anniversary this year.

Launching with a celebration dinner in Tauranga on 3 July, the book traces the industry's story from the handful of seeds brought to New Zealand in 1904 by Whanganui school teacher Isabel Fraser to today's \$2.3 billion export industry, employing thousands of people and benefitting regional and national economies.

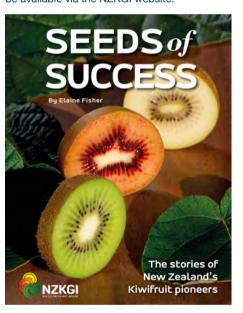
Elaine, who travelled New Zealand's kiwifruit growing regions interviewing orchardists, exporters and post-harvest operators, says researching and writing the book has been an absolute privilege and pleasure.

"I've uncovered wonderful and inspiring personal stories of so many people. Because it's such a young industry, its pioneers and leaders come from diverse career and cultural backgrounds, each bringing their unique skills and ideas to the industry in which they invested their money, time and passion."

Among the stories are those of joint venture orchards on Māori land at Te Kaha and the orchards developed at Matapihi by the Ngai Tukairangi Trust, which reflect the significant contributions Māori agri-business ventures make to the kiwifruit industry. And of course stories of Te Puke's founding growers, the MacLoughlin, Bayliss and Burt families, and of other industry leaders including Roly Earp, Pat Sale, Mike Muller and Hugh Moore and of growers from Kerikeri and Whangarei, to Opotiki, Gisborne, Hawkes Bay and Nelson.

The book explores how today's major postharvest companies have emerged to replace the small, simple packhouses once found on nearly every orchard. The heady boom times of the 1970s and the exporters involved in launching New Zealand kiwifruit on the international stage also feature. The crisis years of the late 1980s to mid-1990s are told through the eyes of those who helped pull the industry back from the brink of disaster, including John Palmer, Paul Heywood and Hendrik Pieters.

"Seeds of Success – the stories of New Zealand's Kiwifruit Pioneers" is due to be launched on 3 July as part of NZKGI's anniversary celebrations. Pre-ordering will soon be available via the NZKGI website.





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

## NZKGI appoints Labour Coordinator

NZKGI has appointed Gavin Stagg as a Labour Coordinator to implement initiatives to ensure the industry has the workers it requires for the 2019 season

Gavin has been involved in the kiwifruit industry since 2012, working in operations management roles at Mount Pack and Cool Ltd, and more recently Birchwood Packhouse Ltd in Tauranga, with a major focus on health and safety. A former New Zealand Army chef and hospitality industry manager, Gavin has also worked as a recruitment consultant and employment officer and brings more than 20 years' experience in managing and interacting with people from many walks of life.

In his new role, Gavin is responsible for managing seasonal recruitment initiatives in conjunction with growers, contractors and packhouses to ensure as much as possible is done to meet the sector's worker requirements.

Gavin says he's looking forward to working with the kiwifruit industry's partners to help the sector thrive in a period of rapid growth. "We have a massive challenge ahead to ensure we have sufficient workers to get all the fruit off the vine, for this season and future seasons. I'm excited by the initiatives already underway and the opportunities to build a collaborative response to labour demands."



NZKGI Labour Coordinator, Gavin Stagg.

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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 Lane Ritchie (027 511 1056)

## Q&A FROM THE FIELD

Say I have two clearance tests taken for SunGold — the first test passes for colour but fails for brix; then the second test fails for colour but passes for brix, can I combine the results for a composite pass?

No. There are no instances of a composite pass for any variety. In order to get a pass, all criteria must be satisfied for the same 90-fruit sample.

If I've passed clearance for my SunGold, then get a retest and my colour result fails on the second test, will my passed clearance be invalid?

No, once maturity clearance has been achieved for a specific clearance type the maturity area won't be allowed to subsequently fail for that clearance type. The colour protocol from the previous sample will be carried forward automatically.

Why are Zespri® Red Kiwifruit for sale in local stores in New Zealand?

Zespri is running a domestic sales trial for a red kiwifruit variety that's currently in the pre-commercial stage. Fruit will be sold in selected supermarkets and produce stores in New Zealand and sales data will be collected to assist us with potential sales strategies and commercialisation decisions.

I want to bid for licence but I don't have a recently audited Zespri map – can I use my packhouse map?

Planted licenced areas are determined using our GPS audit maps so any other maps should be used with caution when tendering for a SunGold licence. Below are the guidelines used by GPS auditors when measuring blocks:

- Each GPS reading of the extremity is taken from the outer most point of the support structure. For a T-bar orchard, for example, the point should be taken from the intersection of a line from the outer edge of the T bar on the hedge row and a line along the strainer poles on the headland
- Where a support structure is cantilevered, the planted area is measured from the point on the ground below the outer most point of the canopy, rather than the point where the support structure touches the ground
- For the avoidance of doubt, all males are included in the contiguous canopy area and are
  not excluded from an audit. If you're unsure of your licenced area, please call Zespri prior to
  submitting your bid.

I've received a call from my Grower Liaison Manager who says I have a residue for a spray product that I used in accordance with the Zespri Crop Protection Programme. Will I now receive a non-compliance?

The allowed agrichemicals and use patterns specified in the Crop Protection Standard have been designed to meet the strictest minimum residue levels. In some instances, however, residues can be found on fruit at harvest (for example in unusually dry weather, resulting in an increase in residue detections). Conservative market restrictions will be placed on fruit but a non-compliance won't necessarily be issued to the GAP MSO.

Applying market restriction means that product is restricted from being exported to any country where there's any risk that the minimum residue levels are not met.

### Calling all growers

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

Zespri is seeking expressions of interest from growers 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 and decides whether to put some into pre-commercial block trials. It also considers whether to extend existing pre-commercial varieties being trialled.

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

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

The process shouldn't be confused with commercial variety licences. Expressions of interest forms will

be available on the Canopy website from 1 April, or by calling the Zespri Grower Contact Centre on 0800 155 355. Any queries can be directed to Grower Liaison Managers (contact details above) or Growers Services Coordinator, Rachel Dovaston at rachel.dovaston@zespri.com.



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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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