



31 October 2019	ISSUE #407
Reviewing your H&S p	olan PAGE 2
Focus on scale	PAGE 4
November grower roa	adshows PAGE 5



13/14 FEBRUARY 2020 | TRUSTPOWER ARENA

momentum.zespri.com | MOUNT MAUNGANUI

# Momentum 2020 registrations now open!



Registrations for our upcoming industry conference, Momentum 2020: Standing Up and Standing Out, are now open. To secure your early bird rate and go in the draw to win the early bird registration prize, register before 1 December at momentum.zespri.com.

In the last issue of Kiwiflier, we announced that the website and sponsorship prospectus had just gone live. The prospectus outlines the conference's various sponsorship and exhibition opportunities, which have had some keen interest

We already have a number of brilliant sponsors on board for Momentum 2020, including:

- Platinum Sponsor Cool Carriers AB
- Gold Sponsor Plant & Food Research
- Bronze Sponsors Trevelyan's, Oji Fibre Solutions and Jenkins Sinclair
- · Hayward Medal Sponsor Fresh Carriers

Other event sponsors include StartAfresh Ltd (who have taken up our new student sponsorship package) and Riversun Nursery. Exhibitors include Syngenta Crop Protection, Cool Carriers, Croplands and Riversun Nursery.

### **Hayward Medal Award**

Nominations for the 2020 Fresh Carriers Hayward Medal are now welcome.

This award is pan-industry and nominations are encouraged from across the industry, including growers, post-harvest, researchers and corporate.

Nominees must have made an outstanding contribution to the New Zealand kiwifruit industry

- innovation that has contributed to the New Zealand kiwifruit industry's world-class
- industry contribution involving voluntarism and selflessness that helps lift performance
- unrivalled leadership or governance of the industry.

The judging panel is a subcommittee of the IAC and is chaired by Paul Jones, representing Zespri, with representation from the post-harvest sector, NZKGI and an independent panel member.

Nominations are open until 5pm 9 December 2019, with the winner announced and presented with the award at the Hayward Medal Dinner on 13 February at the Zespri Head Office, Mount Maunganui.

Visit Momentum.zespri.com to submit your

# October forecast: average returns **improve**

The Zespri Board of Directors has approved the October forecast for the 2019/20 season, with average returns per tray increasing for all pools on both a per tray and per hectare basis.

The Green return is forecast at \$6.54 per tray, compared with the August forecast of \$6.26. The average per hectare return is forecast at \$66,023.

Organic Green is forecast at \$9.45 per tray, compared with the August forecast of \$9.31, with an average per hectare return of \$61,201.

The Gold return is forecast at \$11.41 per tray, compared with the August forecast of \$11.15. The average per hectare return for Gold is \$155,889.

The Green14 forecast return is \$7.58 per tray, compared with the August forecast of \$7.55, and the return per hectare is \$43,088.

The total fruit and service payment, across all pools and excluding the loyalty premium, is currently forecast at \$1,892.4 million, up by \$39.2 million on our previous forecast.

### Forecast corporate profit and dividend range

The forecast range of corporate net profit after tax for the year ending 31 March 2020 is \$179 million to \$184 million, including licence release income. The forecast dividend per share range for the year ending 31 March 2020 is \$0.85 to \$0.89 per share. This range is inclusive of dividends relating to 2019 licence release income.

### Interim dividend payment

The Board resolved to pay a fully imputed interim dividend relating to the 2019/20 financial year of eight cents per share. The payment date is 13 December and the dividend is payable to all holders of fully paid ordinary shares in the Company who are registered as holders of such shares in the share register of the Company on 6 December 2019. Please note that this second interim

dividend payment includes licence revenue from the deferred 2016 licence payments.

### Gold3 licence release

The Zespri Board has approved the continuation of the SunGold licence release programme.

A further 700 hectares of unrestricted licence and 50 hectares of Gold Organic licence will be released in 2020. The details of the 2020 licence release process will be communicated after the December Board meeting in early December, and it remains our intent to continue with the release of 750-hectares annually until 2022 (subject to annual review).

Zespri will provide a view on licence release beyond 2022 following the December Board meeting and cover the licence release as part of our November grower roadshows.

### Market update

Within our Asian markets like China, Japan and Vietnam we're currently seeing an increased presence of domestic apples, peaches, pears and grapes offered at lower prices. The recent typhoon experienced by Japan has also resulted in higher prices for vegetables which are seen as a priority purchase for consumers. The presence of domestic kiwifruit has grown in both America and Europe, however our New Zealand sales programmes remain on track and are expected to be completed close to plan. With the sale of our New Zealand SunGold all but complete, our transition to Italian fruit is well underway. Looking ahead our key focus remains on supporting continued run-rates for New Zealand Green through our presence in stores and on-site sampling as we close out the season, followed by marketing initiatives to support our ZGS fruit programmes.

## Poster session and competition



Do you have an amazing innovation or research project that you'd like to share with the industry? Why not enter our poster session...

### What's a poster session?

A poster session at a conference is a chance for academics or professionals to present research information in the form of a paper poster for all conference delegates to view. If attending the conference, vou'll position vourself next to vour poster throughout the catering breaks, so people can ask questions and find out more about your presentation.

### Poster competition

If you summit a poster, you'll go in the draw to win prizes at the conference. There's no cost to enter this poster competition, but we'd like you to be attending the conference if possible.

### Who can submit a poster?

We'll have two categories for this year's poster session and competition:

- 1. Students and academics: high school, tertiary, masters and PhD students may enter
- 2. Industry: anyone connected with the kiwifruit industry/horticulture may enter.

### Poster session themes

There are two themes: 'Sustainably in the horticulture industry and our future,' or 'Research, development and innovation in the horticulture industry."

### **Key dates**

- Poster submissions open 18 October 2019
- Poster submissions close 6 December 2019
- Notifications of acceptance from 16 December 2019

Approved printed posters to be sent to Zespri by 31 January 2020. Visit momentum.zespri.com for further information and to submit your poster.

# Registration gift

Zespri is delighted to offer you a Huski Short Tumbler as your registration gift (which is included in all full conference registrations). The Huski Short Tumbler is a premium high-performance reusable cup, which is not only environmentally friendly but keeps drinks ice-cold or piping hot for hours. Whether it's your morning coffee or an evening whiskey, your Huski has you covered.



Your conference registration gift: a Huski Short Tumbler.

### **AVERAGE ORCHARD GATE RETURN** Fruit and Service Payments plus the loyalty premium, less post-harvest costs

Pools (fruit categories)	October 2019/20 forecast	August 2019/20 forecast
Zespri Green	\$66,023 per ha \$6.54 per tray	\$63,125 per ha \$6.26 per tray
Zespri Organic Green	\$61,201 per ha \$9.45 per tray	\$60,626 per ha \$9.31 per tray
Zespri Gold	\$155,889 per ha \$11.41 per tray	\$152,286 per ha \$11.15 per tray
Zespri Green14	\$43,088 per ha \$7.58 per tray	\$42,945 per ha \$7.55 per tray

\$2 kiwiflier #407 31 October 2019

# From the markets

Zespri was present at the SEMERGEN National Congress in Gijón, Spain, this month, where more than 5,000 primary care doctors were in attendance.

Zespri's stand promoted the new website (zespri.eu/profesionalessalud) which is exclusive to health professionals, containing health and nutrition content so that doctors can provide the most up-todate information to their patients. There, they will need to register to access and download resources including the latest results of clinical trials, nutritional information about Zespri Green and Zespri SunGold, information about upcoming events and other health-related documents and activities.

Delegates who visited the stand at SEMERGEN tasted fruit and discussed the nutritional benefits for different patients, digestive health, and kiwifruit-based recipes that cater to the needs of different









Some of the 5,000 healthcare professionals visiting the Zespri stand.

### Malaysia

Zespri Malaysia recently launched its first ever biodegradable material spife promotion through modern trade channels. Retailers were supportive and gave positive feedback on Zespri's eco-friendly initiative, and the promotion was a hit — increasing weekly run rates by 30 percent.

This activity also had digital support by way of Youtube, Facebook and Instagram activity, reaching 1.94 million of our target audience in total (with 4.53 million impressions). The promotion was also supported by 30 micro-influencers via social media. Their posts can be viewed on Instagram via the hashtag #ZespriMY.





Zespri Malaysia's recent biodegradable spife promotion was a great success.

### India

Zespri India has introduced new transport packs of 20 and 30 pieces of SunGold, specifically developed for traditional trade across North and West India.

The pack was designed to enable street vendors to purchase Zespri Kiwifruit in smaller units than the standard ML box. Current barriers for street vendors include high fruit loss and potential overstocking of fruit, due to the size of the ML box. The branding of this new box also gave additional visibility on the shelf and established a strong link to other marketing activities. The team in India are thrilled with the results to date, most notably that street vendors have reported less than one percent fruit loss in SunGold this season. Given the hot and humid climate and lack of cool chain infrastructure at street vendor level, this is an incredible result.





New transport packs introduced by Zespri India.

Zespri Indonesia participated in Taste New Zealand 2019, an annual event organised by New Zealand Trade and Enterprise (NZTE) Jakarta. It's a collaboration between NZTE Jakarta and local retailer, Ranch Market, to increase awareness of Kiwi products in Indonesia and to associate these products with premium quality and health properties.

A highlight of the opening ceremony was the chef demonstrating how to make delicious desserts and snacks with Zespri Kiwifruit. The cherry on top? Zespri Kiwifruit was also displayed at 16 Ranch Market stores (featuring a 'Taste New Zealand' theme) for an entire month. NZTE supported the promotion with sampling activities, and Zespri also offered premiums to further excite shoppers. Overall, this activity was a great collaboration



Zespri Indonesia and NZTE join forces to promote kiwifruit

#### New Zealand

The Kiwi Brothers continue to win hearts and minds around the world and this month made some new fans in New Zealand. Chief Grower & Alliances Officer Dave Courtney spoke at ExportNZ's annual Go Global conference on how we adapt our marketing to the many different countries around the world where we sell our fruit. It's no mean feat to take the stage after Weta Digital but Dave and the Kiwi Brothers held their own. This was a great opportunity to share the Zespri story with the wider New Zealand export community and learn from other exporters.



Dave Courtney presenting at ExportNZ's annual conference.

# Reviewing your health and safety plan

This time of year is a great time to be reviewing your health and safety plan, and the good news is there's a helpful guide available to support you in assessing your orchard risks and managing them effectively.

The guide helps you to identify the hazards on your property, assess each as a risk and put controls in place to manage the risk down to an acceptable level (including helping to monitor the controls). The guide that was produced by NZKGI and Zespri has been further improved this year and you can now

use an editable electronic version, which makes for less paperwork.

You can find the new version of this helpful guide on the NZKGI website and also on the Canopy

This communication is part of Zespri's Enforceable Undertaking as agreed with WorkSafe NZ in October 2017.



Andrew Wood, Regional Manager from Ngai Tukarangi, talks about reviewing his orchard health and safety plan

31 October 2019 kiwiflier #407 3

### **SUSTAINABILITY AND INNOVATION**

# Committed to increasing our recycling



As part of our focus on sustainability, Zespri has signed up to the Tauranga City Council's Resource Wise Business programme.

Staff based in Zespri's new head office in Mount Maunganui are working through this innovative programme. There are plans for four stages of waste reduction over the next year and a half, aiming to reduce or divert up to 90 percent of day to day waste from landfill. This means reducing total waste as well, as increasing recycling.

The first stage involved a waste audit in September 2019, which identified what waste can be reduced as well as agreeing the actions needed to achieve the second stage status of Silver. Results highlighted the good work

already completed such as the bin system for separating rubbish and the strong focus around the office on recycling and composting.

As well as helping people understand what and how various waste streams can be recycled/ composted, we're also encouraging people to avoid the use of single-use containers and coffee cups. Zespri is aiming to become a 'single-use cup and container free zone'. This involves working with local cafes, caterers and food businesses to accept BYO reusable takeaway containers to avoid the use of single-use plastic/non-recyclable containers. Visitors are also encouraged to avoid bringing disposable coffee cups and single-use containers into the building.









Zespri and Tauranga City Council join forces during stage one (waste audit) of the new Resource Wise Business





# ZESPRI IN THE COMMUNITY

# National Surf Life Saving Awards of Excellence

We're proud to be the Primary Regional Partner for Surf Life Saving in the Eastern Region for the fourth year in a row. Surf lifeguards save hundreds of lives a year in our region alone — they protect those who enjoy our beautiful local beaches, which is especially important as we head into summer. At the end of last month, we were invited to attend the National Awards of Excellence where we joined the wider Surf Life Saving New Zealand community to recognise outstanding efforts from surf lifeguards across the country. We congratulate all finalists and winners, especially those from the Eastern Region clubs!



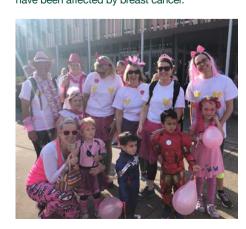
# **STEMFest**

October saw the inaugural STEMFest come to Tauranga. This world class festival is designed to engage and inspire a new generation of scientists, technologists, engineers and mathematicians. We know these fields are a critical part of our current and future workforce, so we signed up! Our stall at the STEMFest markets was swamped with people keen to try out the ever popular 'smoothie bikes' and partake in a vitamin C testing experiment. We also hosted one of the debate series, where two teams battled it out to be the winner of the debate themed: We don't need more women in STEM, we need more diversity! The 'against' team took out the top award, but all participants made extremely well-articulated and relevant points. Our presence at the markets and debate was well received by those who attended.



### **HOT Pink Walk**

We were thrilled to once again support this year's HOT Pink Walk in downtown Tauranga. Zespri staff and family members donned various pink items and some of our fantastic kiwifruit t-shirts to take part in the annual walk to fundraise, celebrate and remember those who have been affected by breast cancer.



### **Bruce Stowell** Global Exchange

Expressions of interest to partake in this amazing opportunity are being accepted now! Visit bit.ly/BruceStowell to register



### **Future Leaders**

### Blueberry field trip

A number of Future Leaders took the opportunity to attend the blueberry field day held at Blue Moon Orchard this month to hear from international Berry Consultant, Stuart Doyle and Berryco Technical Advisor, Alan McLean about growing blueberries, as well as industry innovation and challenges.

Future Leaders would like to thank Janelle and Quintin Havenga for hosting this event and allowing us to sample their delicious blueberries.





### November Future Leaders training event

'Leading effective teams' with Claire Russell of ThinkPlus.

The number one reason employees voluntarily leave their jobs isn't the company or the work, but their manager. Any busy, operationallyfocussed manager can focus too much on task and fail to engage and motivate individual employees. Improving manager leadership can measurably increase employee performance and retention, and all employees benefit from the qualities of a manager who can lead. This course looks to develop key leadership skills to create greater engagement, participation and performance in the workplace.

Thursday 28 November from 5.15pm Zespri Hub, 400 Maunganui Road, Mount

Numbers are limited so reserve your space now RSVP to info@nzkgi.org.nz or call 574 7139.





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# Month ahead: November



### **Pollination**

Maximising seed numbers ensures that you're not missing out on potential fruit size or dry matter. This means you need to get pollination just right. Bee pollination relies on having plenty of pollen around at the right time, getting in high quality hives, and having good bee activity in the orchard.

- Have your hives audited (with permission from your beekeeper) as soon as possible after arrival. If they're substandard, promptly arrange replacements or additions
- Make sure water is available for the bees near the hive dump before the hives are brought into the orchard. Don't forget to keep it topped up!
- Carry out a pollination assessment. A video showing how to do it is available on the Canopy or refer to KiwiTech Bulletin #N52

 Have you ordered pollen as a back up if you don't have any in the freezer? If not, you may still be able to get some — get on to it now!

#### **Canopy management**

Develop a plan for your orchard, taking into account your site, vine footprint, vigour and labour availability and skill level.

- Develop a low vigour canopy that will require a minimum of work over summer. Ripping unwanted vegetative growth and tip squeezing any non-terminated fruiting canes that aren't needed for replacement is considered a low-risk canopy management strategy from a Psa infection perspective. Give clear, simple instructions to staff
- The first round of male pruning (just after flowering) should address vine structure

 Look to retain and develop spur growth in all varieties.

### Crop protection

Make sure you're always using the latest version of the Crop Protection Standard. There are regular updates, so ensure you have the correct version from the Canopy.

- It's time to think about sclerotinia and leafroller (damage is in the first seven weeks following fruit set). For sclerotinia, consider a preflowering spray of Luna Privilege — it's been found to be most effective when applied just before flowering (two days). Timorex Gold can be applied for control of sclerotinia through the flowering period until fruit set
- Monitor orchard boundary areas for passionvine hopper nymphs if they've previously been a problem. Make a plan to remove and destroy host plants or spray in late December/January before they infest kiwifruit vines.

**Psa** is still active, particularly on colder sites. Remember to keep up the tool hygiene between vines and be proactive in removing infected material. An application of copper and Actigard immediately pre-flowering will assist with Psa protection during flowering.



Passionvine hopper nymphs, also known as 'fluffv-bums'.

#### **Organic growers**

- BioGro has reduced the limit for active copper back to 3kg/ha/year. Have a look at your spray plan and check that you won't exceed this limit
- Copper and oil (pre-flowering for Psa and scale) and Bt and oil (post-flowering for leafroller and scale) can give good control, but only apply in good drying conditions.

Make sure you register for the below:

- Organic orchard hop on 26 November (zesprievents.co.nz/organicshop)
- Organic orchard dinner on 26 November (zesprievents.co.nz/organicsdinner)
- Soil health workshop on 27 November (zesprievents.co.nz/soilworkshop).

# Focus on scale

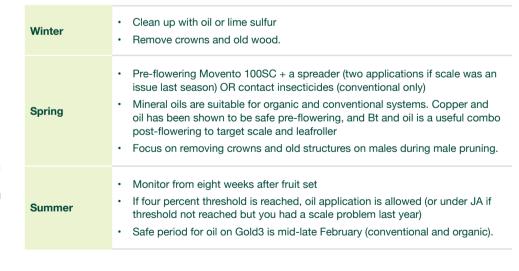
Scale populations have increased over recent years, and it's important that we keep on top of them. This season we saw fewer phyto batches with *really* high scale numbers, so we're heading in the right direction. We'd still encourage all growers to have a big focus on scale control, as there are a significant number with scale levels that cause market restrictions — particularly for organics, but the conventional inventory is affected as well.

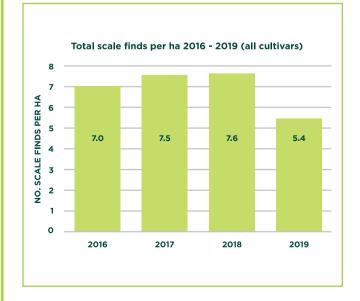
### What can you do?

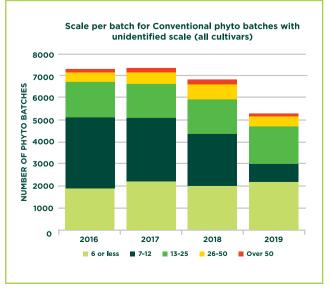
- Have a close look at the phyto batch reports for your orchard. If your packhouse doesn't supply these automatically, you can request them. These reports are different to a reject report: they describe all the pests found on a 600-fruit sample at packing
- 2. Back up the scale control measures you used in winter with a **good spring and summer** management plan (see table to the right)
- Research has found that tank mixing
   Movento and a super-spreader, such
   as Du-Wett, is much more effective than
   applying Movento alone. Movento and Du Wett can be safely mixed with Prodigy and
   applied one to two weeks before flowering.

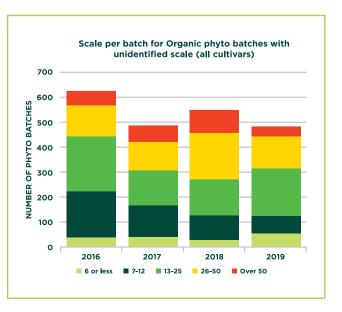
For maximum efficacy, don't add any other spray products to the mix

- 4. Coverage is king! Contact insecticides, including mineral oil, will only kill what they're in contact with, so check coverage using water sensitive papers and adjust your water rate and/or sprayer if necessary. Ideally alternate the direction of travel down each row in successive applications
- 5. Monitor for scale. The monitoring period for scale (when you need to reach the threshold in order to spray) starts at eight weeks after fruit set, but don't let that stop you from monitoring earlier! Getting a good idea of what scale populations are doing earlier in summer gives you time to plan.









31 October 2019 *kiwiflier #407* 5 s



# We'd love you to join us... register today!

# OPC 2019 spring/summer webinar series

OPC's webinars are back! We had the first in October, on pollination, and it was a great success.

It's easy to register and watch from home.

Alternatively, some packhouses will be hosting their growers for some of these events. This is a great way to join in, because you can talk with other growers about what it all means for you afterwards (and maybe even enjoy a beer together).

#### What do you need to do to join from home?

- 1. Register for the webinar (visit the link)
- 2. Log in on your computer, tablet or phone (we'll send you a link to click when you register) on

the day — try to get there a bit early to make sure everything's working

3. Watch, send in your questions, and soak it all in! You'll need to make sure you have a good internet connection, and a speaker or headphones.

You might be asking "What the heck is a webinar?" Well, it's a seminar, but on the internet or web.

It means that you can join growers from around the country to watch a short (usually about 40 minutes) seminar about a topic, with the opportunity to send questions in to the presenters. We also record each webinar, so if you miss it on the day you can watch the video later.

Webinar topic	Date	Registration link
Gold3 variability	5 Nov	bit.ly/opcvariability
Lessons from the 2018/19 season	3 Dec	bit.ly/opc2019season
Monitoring and responding to scale in summer	21 Jan	bit.ly/opcscale
Managing the mountain	4 Feb	bit.ly/opcmountain



# What will the season bring?

We know the season plays a big part in your results. 2019 was certainly one for the books. Crops all around the country were harvested earlier than usual because they'd met the dry matter standard — but size was smaller than usual.

But cast your mind back to 2016. This was a pretty challenging one and we can probably all remember this year as one where we had exceptional yields, due to both fruit size and crop loads, and harvest ran really late. There were some very worried growers and the markets were delivered very poor tasting fruit which was a real concern.

Both climate and management affect the size and dry matter of fruit at harvest. Although seasonal variations in dry matter have often been attributed to climate, we don't completely understand which aspects of climate affect dry matter. Plant & Food Research modelling work suggests warm spring and autumn temperatures have a positive effect on dry matter, but warm summer temperatures and high summer rainfall have a negative effect on dry matter.

In a more challenging season, there's a much higher risk of fruit not reaching minimum dry matter criteria, especially in SunGold orchards carrying high yields. For SunGold, the strong crop load to dry matter relationship means the higher your crop load, the greater the risk of seasonal influences affecting your ability to accumulate enough dry matter to meet the minimum taste standard.

What will this season bring? Only time will tell, but after such a good season it's easy to forget how stressful a challenging season can be. Setting a sensible crop load and getting it set early is one way to reduce the risk of your fruit not meeting the minimum taste standard at harvest.

### 2019 saw...

- Average winter chill hours
- Average spring temperatures (Tauranga the sunniest of main centres and normal rainfall for spring)
- Challenging pollination conditions for some, especially Hayward growers
- New Zealand's third warmest summer on record
- Widespread dry conditions in January and February, and high sunshine hours around the country
- Severely to extremely dry soils in most growing regions heading into autumn
- Hawke's Bay and Gisborne experience above normal summer rainfall, largely driven by a wet

December and a couple of wet days in January and February

New Zealand's fourth warmest autumn on record

### Resulting in:

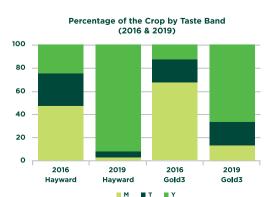
- Fruit size smaller than the previous two seasons (Gold = 29.5 and Hayward = 32.9) but very similar to 2016
- Higher than average dry matter
- Crop easily meeting minimum dry matter standards, but brix accumulation was more normal

### 2016 saw...

- · Average winter chill hours
- Budbreak about eight days later than five year average
- A warm, relatively dry and sunny spring
- Full bloom about two to three days later than five year average
- · Good conditions for pollination
- Average summer daytime temperatures but warmer nights
- Lower sunshine hours and higher rainfall than average
- Dry, cool weather over the peak main harvest period

### Resulting in:

- · Lower than average dry matter
- Crop reached average 6.2° brix around 5 May



# November grower roadshows

Grower roadshows are a great opportunity for growers to hear from Zespri senior management. Our November roadshows will feature a season update, details on our 2020 licence release, and an update on new varieties and sustainability. Mark the dates in your diary — we'll see you there!

Date	Location	Time
Friday 22 November	Nelson Top 10 Holiday Park, 10 Fearon Street, Motueka	11.00am - 1.00pm
Monday 25 November	Waikato Mighty River Domain, CRNZ Community room, Lake Karapiro, 601 Maungatautari Road, Cambridge	9.00am - 11.00am
November	Auckland Navigation Homes Stadium, 21 Stadium Drive, Pukekohe	2.00pm - 4.00pm
	Kerikeri The Turner Centre, 43 Cobham Road, Kerikeri	10.00am - 12.00pm
Tuesday 26 November	Whangarei Northland Events Centre, 51 Okara Dr, Whangarei, access via East Corporate Entrance	3.00pm - 5.00pm
Wednesday 27 November	Hawke's Bay The Crown Hotel, Corner Bridge Street and Hardinge Road, Ahuriri, Napier	10.00am - 12.00pm
27 November	Gisborne Bushmere Arms Hotel, 673 Matawai Road , Waerengahika	5.00pm - 7.00pm
Thursday 28	<b>Opotiki</b> Opotiki Golf Club, Fromow Road, Opotiki	10.00am - 12.00pm
November	Te Puke The Orchard Church, 20 Macloughlin Drive, Te Puke	3.00pm - 5.00pm
Friday 29 November	Katikati Katikati Rugby Club, Moore Park, Fairview Road, Katikati	10.00am - 12.00pm
	Tauranga Tauranga Racecourse, 1383 Cameron Rd, Greerton	2.00pm - 4.00pm



### 2019/20 Progress Payments for November and December

Class 1 - Approved Progress Payment 15 November 2019	Average on Net Submit	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.07	\$0.35	\$0.40	\$0.05	No payment	No payment	(\$0.53)*
Zespri Organic Green	\$0.24	\$1.20	\$0.65	\$0.55	\$0.10	\$0.10	No payment
Zespri Gold3 & Organic Gold3	\$0.17	\$0.20	\$0.20	\$0.20	\$0.05	\$0.05	No supply
Zespri Green14	\$0.25	\$0.30	\$0.30	\$0.30	\$0.25	\$0.25	\$0.20

\* Note: Based on the October forecast, Class 1 Green Size 42 has a forecast clawback of \$0.53 for the full year, which is being carried out in November

2019. The relatively low fruit value on this size is driven by additional incentives and market support required to sell this size.

Class 1 - Indicative Progress Payment 13 December 2019	Average on Net Submit	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.28	\$0.60	\$0.50	\$0.45	No payment	No payment	No payment
Zespri Organic Green	\$0.48	\$1.00	\$0.80	\$0.65	\$0.50	\$0.50	No payment
Zespri Gold3 & Organic Gold3	\$0.75	\$0.80	\$1.00	\$0.90	\$0.10	\$0.20	No supply
Zespri Green14	\$0.38	\$0.35	\$0.45	\$0.40	\$0.45	\$0.45	\$0.20

#### Notes:

1. Progress payments for Class 1 are paid on submitted trays and reversed for

2. Net Submit trays = gross submitted trays less onshore fruit loss trays.

Class 2 - Approved Progress Payment 15 November 2019	Average on Net Submit	16/18/22	27	30	33	36	39	42
Class 2 Green	\$0.17	\$0.50	\$0.05	\$0.10	\$0.40	\$0.05	\$0.10	No payment
Class 2 Organic Green	\$3.93	\$4.00	\$4.00	\$4.00	\$4.30	\$3.60	\$3.90	\$3.80
Class 2 Gold3	\$2.97	\$3.40	\$3.25	\$2.90	\$2.70	\$2.40	\$2.00	\$1.00
Class 2 Organic Gold3	\$4.85	\$4.60	\$5.20	\$4.40	\$4.60	\$5.30	\$4.40	\$5.00

Non-Standard Supply - Approved Progress Payment 15 November 2019	42	46
Zespri Green		\$0.20
Zespri Organic Green		\$1.60
Zespri Gold3	\$0.80	
Zespri Organic Gold3	\$2.40	

### Notes:

1. Progress payments for Class 2 and Non Standard Supply fruit are paid on loaded out trays.

2. Loaded out trays = Net Submitted trays at year end = gross submitted trays less onshore fruit loss trays.

## **Financial** commentary

### **Progress payments**

Progress payments have been calculated to ensure cash is returned to the grower as quickly as possible and fairly across all sizes. Payments have been set so that the percentage of total fruit and service payments across the sizes are equal where possible.

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.

### November 2019 approved progress payments on Net Submit trays

Approved per tray progress payments for 15 November 2019:

Class 1	
Zespri Green	\$0.07
Zespri Organic Green	\$0.24
Zespri Gold3 & Organic Gold3	\$0.17
Zespri Green14	\$0.25

### **December 2019 indicative progress** payments on Net Submit trays

Indicative per tray progress payments for 13 December 2019:

Class 1	
Zespri Green	\$0.28
Zespri Organic Green	\$0.48
Zespri Gold3 & Organic Gold3	\$0.75
Zespri Green14	\$0.38

### **Orchard Gate Return**

The OGR calculations reflect post-harvest cost data compiled by Ingham Mora Limited in September 2019, the October 2019 forecast fruit loss percentages and current productive hectare information.

### SHARE BRIEFS

As at 23 October 2019 the last Zespri share price trade was \$9.00 traded on 21 October 2019. There were six buyers at \$8.90, \$8.85, \$8.80, \$8.75, \$8.20 and \$7.87. There were three sellers at \$9.00, \$9.05 and \$9.10.

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

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:

- Market depth to see the parcels of shares for sale and the parcels and price that buyers are seeking
- Market announcements

Below is the current Market Depth information as at 23 October 2019.

Code	Bid (\$)	Offer (\$)	Last (\$)	High (\$)	Low (\$)	Volume	
ZGL	8.900	9.000	9.000	0.000	0.000	0	
Market Depth							
	BIDS			C	FFERS		

Quote Line at Wednesday 23 October as at 8.50am

Market Depth								
	BIDS			OFFERS				
Orders	Quantity	Price (\$)	Price (\$)	Quantity	Orders			
1	1,000	8.900	9.000	10,000	1			
1	2,000	8.850	9.050	3,000	1			
1	5,000	8.800	9.100	3,000	1			
1	7,150	8.750						
1	1,000	8.200						
1	5,450	7.870						

Last 10 Trades											
Date/Time	Quantity	Price (\$)	Value (\$)								
21/10/19	8,000	\$9.00	72,000.000								
21/10/19	3,000	\$8.95	26,850.000								
18/10/19	2,330	\$8.90	20,737.000								
16/10/19	8,400	\$8.90	74,760.000								
16/10/19	8,788	\$8.90	78,213.200								
11/10/19	5,000	\$8.90	44,500.000								
11/10/19	2,000	\$8.90	17,800.000								
7/10/19	1,000	\$8.90	8,900.000								
7/10/19	1,000	\$8.90	8,900.000								
7/10/19	1,000	\$8.90	8,900.000								

### **Director share trading**

For the month of October (as at 23 October), there were no shares traded by entities associated with Zespri Directors. See the Canopy for details: Canopy > Growing Zespri Kiwifruit > Working with Zespri > Shares. Alternatively search for 'Director Shares' using the search function.

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

	\$10.00									9				200000	
	\$9.00						1			1			_	180000	
	\$8.00		_		_		1			+	_	/		160000	
	\$7.00						+	59.						140000	
(\$Z	\$6.00		e (NZ				*							120000	Ċ
Price (NZ\$)	\$5.00	Nun	nber d	f Sha	res		:							100000	10 30 10 11
Pric	\$4.00													80000	
	\$3.00													60000	•
	\$2.00				1									40000	
	\$1.00				<b>/</b>	ı.			/					20000	
	\$0.00		3"		1			··· 74.		1 4	J.			0	
	Oct-18		Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	un-19	Jul-19	vug-19	Sep-19	Oct-19	

\*Zespri completed a 3-for-2 share split on 15 March 2019 which increased the number of shares on offer by 50%. The drop in share price

after this date reflects the market adjustment following the share split.

kiwiflier #407 7 31 October 2019

# 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 2019/20 October forecast trays and actual payments to date.
- · YTD amounts for Pack and Time may move from previous Kiwifliers due to SLAs being paid late

Zespri Green								
OCTOBER								
Green ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment	% of Pool Paid YTD
Apr-19	\$2.25	\$0.03					\$2.28	23%
May-19		\$0.10					\$2.38	24%
Jun-19		\$0.09					\$2.47	24%
Jul-19		\$0.04	-\$0.01	\$0.39	\$0.73		\$3.63	36%
Aug-19		\$0.16	\$0.23	\$0.65	\$0.05		\$4.71	47%
Sep-19		\$0.20	\$0.00	\$0.96	\$0.05		\$5.92	59%
Oct-19		\$0.40	\$0.33	\$0.53	\$0.03		\$7.20	71%
Nov-19		•	•	•	\$0.07		•	•
Dec-19		•	•	•	\$0.28		•	91%
Jan-20			•			\$0.10	•	
Feb-20					•		•	
Mar-20					•		•	97%
Apr-20					•		•	
May-20					•		•	
Jun-20						\$0.15	•	100%
Paid YTD	\$2.25	\$1.02	\$0.54	\$2.53	\$0.85	\$0.00	\$7.20	
Balance to pay	\$0.00	\$0.60	\$0.07	\$0.98	\$0.99	\$0.25	\$2.89	
		Tot	al fruit and s	service paym	nents - 2019	/20 forecast	\$10.09	

Zespri Gold3	and Orga	nic Gold3	3						
Suncold Suncold Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Gold OB Premium	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-19	\$2.80	\$0.14						\$2.94	18%
May-19		\$0.13						\$3.07	19%
Jun-19		\$0.18						\$3.25	20%
Jul-19		\$0.09	-\$0.01	\$1.34	\$0.49			\$5.17	32%
Aug-19		\$0.25	\$0.36	\$1.95	\$0.08	\$0.02		\$7.82	49%
Sep-19		\$0.30	\$0.00	\$2.02	\$0.48			\$10.62	67%
Oct-19		\$0.31	\$0.36	\$0.43	\$0.21	•••••	• • • • • • • • • • •	\$11.93	75%
Nov-19		•	•	•	\$0.17	•		•	•
Dec-19		•	•	•	\$0.75			•	92%
Jan-20			•				\$0.10	•	•
Feb-20					•			•	•
Mar-20					•	•		•	98%
Apr-20					•			•	•
May-20					•			•	•
Jun-20							\$0.15	•	100%
Paid YTD	\$2.80	\$1.39	\$0.71	\$5.75	\$1.26	\$0.02	\$0.00	\$11.93	
Balance to pay	\$0.00	\$0.19	\$0.04	\$1.63	\$1.89	\$0.01	\$0.25	\$4.01	
			Total fi	uit and ser	vice pavme	ents - 2019/	20 forecast	\$15.93	

Total fruit and service payments - 2019/20 forecast \$15.93

Zespri Organi	c Green							
OCTOBER								
Organic Green ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-19	\$2.25	\$0.00					\$2.25	18%
May-19		\$0.02					\$2.27	19%
Jun-19		\$0.03					\$2.30	19%
Jul-19		\$0.03	\$0.00	\$0.69	\$0.52		\$3.54	29%
Aug-19		\$0.07	\$0.49	\$1.00	\$0.39		\$5.49	45%
Sep-19		\$0.11	\$0.00	\$1.09	\$0.27		\$6.96	57%
Oct-19		\$0.26	\$0.59	\$0.54	\$0.48	• • • • • • • • • • • • •	\$8.83	72%
Nov-19		•	•	•	\$0.24		•	•
Dec-19		•	•	•	\$0.48		•	91%
Jan-20			•			\$0.10	•	•
Feb-20					•		•	•
Mar-20					•		•	97%
Apr-20					•		•	•
May-20					•		•	
Jun-20						\$0.15	•	100%
Paid YTD	\$2.25	\$0.53	\$1.08	\$3.32	\$1.66	\$0.00	\$8.83	
Balance to pay	\$0.00	\$0.41	\$0.02	\$1.21	\$1.52	\$0.25	\$3.41	
		Tota	al fruit and s	ervice paym	nents - 2019	/20 forecast	\$12.24	

Zespri Green1 OCTOBER	4							
Super Green ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-19	\$2.80						\$2.80	26%
May-19		\$0.00					\$2.80	26%
Jun-19							\$2.80	26%
Jul-19			\$0.01	\$0.92	\$0.51		\$4.24	40%
Aug-19			\$0.37	\$0.92	\$0.24		\$5.78	54%
Sep-19			\$0.00	\$0.73	\$1.16		\$7.66	72%
Oct-19			\$0.36	\$0.00	\$0.43	• • • • • • • • • • • • • • • • • • • •	\$8.45	79%
Nov-19		•	•	•	\$0.25		•	•
Dec-19		•	•	•	\$0.38		•	91%
Jan-20			•			\$0.10	•	
Feb-20					•		•	
Mar-20					•		•	97%
Apr-20					•		•	
May-20							•	
Jun-20						\$0.15	•	100%
Paid YTD	\$2.80	\$0.00	\$0.73	\$2.57	\$2.34	\$0.00	\$8.45	
Balance to pay	\$0.00	\$0.00	-\$0.04	\$0.64	\$1.36	\$0.25	\$2.22	
		1	Γotal fruit and	l service pay	ments - 2019	0/20 forecast	\$10.68	

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.

Note 3: Amounts above are not rounded to two decimal places, therefore rounding differences may apply.

### 2019/20 Season Grower Payment Portions - Total Fruit and Service **Payments**









2019/20 October forecast

₹8 *kiwiflier* **\*40**7 31 October 2019

## Full Year Forecast Return and Orchard Gate Return (OGR) - industry average only

		2019	/20 - October for	ecast	2018/19 - Actual					
Full Year Return	Zespri Green	Zespri Organic Green	Zespri Gold3 & Organic Gold3	Zespri Green14	All Pools	Zespri Green	Zespri Organic Green	Zespri Gold3 & Organic Gold3	Zespri Green14	All Pools
Total forecast:										
Total trays supplied (m)	68.8	2.8	73.8	0.4	148.5	81.0	3.5	66.0	0.9	154.1
Kilograms supplied (m)	241.7	9.7	259.1	1.4	520.6	284.8	12.4	230.2	3.1	538.1
Average size per tray	32.8	36.0	29.5	37.3		30.6	33.3	27.3	35.4	
Fruit payments (\$m)	281.0	15.2	441.4	2.6	756.4	332.1	23.7	473.6	5.8	851.9
Fruit incentives (\$m)	284.2	15.8	599.9	1.5	904.4	244.2	14.4	416.5	3.0	679.3
Service costs (\$m)	111.4	2.6	116.7	(0.0)	231.6	135.5	3.5	104.6	0.1	244.1
Fruit and service payments excl. loyalty premium (\$m)	676.5	33.6	1,158.0	4.1	1,892.4	711.8	41.7	994.7	8.9	1,775.4
Total forecast per tray (\$):										
Submit payment	2.25	2.25	2.80	2.80		2.25	2.25	2.80	2.80	
Progress payments (including GOLD ORGANIC Premium)	1.84	3.18	3.18	3.71		1.85	4.49	4.37	3.73	
Total fruit payments per net submit	4.09	5.43	5.98	6.51		4.10	6.74	7.17	6.53	
trays KiwiStart¹	0.52	1.07	0.70	0.75		0.39	0.76	0.47	0.69	
Taste Zespri	3.52	4.53	7.37	3.22		2.53	3.34	5.77	2.76	
	0.09									
Supplier Accountability		0.03	0.06	-0.05 <b>3.92</b>		0.09	-0.01	0.07	-0.07	
Fruit incentives	4.13	5.62	8.13			3.01	4.10	6.31	3.37	
Pack type	0.57	0.13	0.76	-0.00		0.47	0.18	0.71	0.12	
Time payment	1.05	0.80	0.82	0.00		1.20	0.81	0.88	0.00	
Service costs	1.62	0.93	1.58	-0.00		1.67	1.00	1.58	0.12	
Class 1 fruit and service payments per net submit trays	9.84	11.99	15.68	10.43		8.78	11.83	15.07	10.03	
Loyalty premium	0.25	0.25	0.25	0.25		0.31	0.31	0.31	0.31	
Class 1 fruit and service payments with loyalty per net submit trays	10.09	12.24	15.93	10.68		9.09	12.14	15.37	10.34	
Less: onshore fruit loss	-0.15	-0.10	-0.24	-0.03		-0.27	-0.15	-0.21	-0.02	
Fruit loss percentage <sup>2</sup>	1.50%	0.83%	1.49%	0.30%		2.98%	1.21%	1.39%	0.16%	
Class 1 fruit and service payments per gross submit trays	9.93	12.13	15.70	10.64		8.82	11.99	15.16	10.32	
Plus Class 2 return	0.14	0.32	0.09	0.09		0.13	0.26	0.09	0.11	
Plus non-standard supply (NSS) <sup>3</sup>	0.01	0.02	0.03	0.06		0.01	0.02	0.04	0.01	
Plus other income (non dividend) <sup>4</sup>	0.01	0.01	0.01	0.01		0.01	0.01	0.01	0.01	
Average revenue per gross submit trays	10.09	12.49	15.83	10.81		8.97	12.27	15.30	10.45	
LESS: post-harvest costs deducted <sup>5</sup>										
Base packing and packaging	-1.46	-1.59	-2.22	-2.21		-1.46	-1.52	-2.21	-2.10	
Pack differential	-0.56	-0.13	-0.75	0.00		-0.46	-0.18	-0.70	-0.12	
Base cool storage	-0.85	-0.83	-0.85	-0.86		-0.82	-0.83	-0.84	-0.84	
Logistics	-0.14	-0.15	-0.15	-0.15		-0.13	-0.16	-0.14	-0.15	
Time and CC/RK charges	-0.55	-0.34	-0.45	0.00		-0.64	-0.38	-0.52	-0.01	
Total post-harvest costs per gross submit trays	-3.55	-3.04	-4.43	-3.23		-3.52	-3.06	-4.41	-3.22	
OGR per gross submit trays	6.54	9.45	11.41	7.58		5.45	9.22	10.89	7.23	
Average industry yield per productive hectare <sup>6</sup>	10,098	6,477	13,667	5,685		11,668	7,959	13,401	6,159	
Number of productive hectares <sup>7</sup>	6,915	437	5,483	70		7,158	448	4,996	145	
OGR per hectare	\$66,023	\$61,201	\$155,889	\$43,088		\$63,622	\$73,350	\$145,991	\$44,549	
Average kilogram per tray <sup>8</sup>	3.51	3.47	3.51	3.44	3.51	3.52	3.51	3.49	3.49	
OGR per kilogram	1.86	2.72	3.25	2.20		1.55	2.62	3.13	2.07	

### Notes:

- 1. KiwiStart includes Priority Premium payments. These are period one related payments that apply to fruit shipped in the applicable weeks and vessels.
- 2. Fruit loss percentage includes ungraded fruit inventory losses.
- **3.** Zespri does not procure NSS in all categories, returns are as reported in the Ingham Mora post-harvest survey.
- 4. Other Income may include any Service Level Agreement payments, Class 3 income and interest.
- 5. Post-harvest cost data was compiled by Ingham Mora Limited in September 2019.
- **6.** The average industry yield per hectare equals Class 1 volumes submitted divided by productive hectares. Average yield levels are calculated based on current volume data incorporating the actual FOBS data with actual onshore fruit loss percentages. The OGR may be distorted by the inclusion of orchards in the first years of production in the calculation.
- 7. Productive hectare information is sourced from the Grower Services database and includes all hectares described by growers as producing vines.
- 8. Average kilograms per tray are derived using the individual size conversions published in the specific season's Pack Conversion Guide.

Note: Amounts above are not rounded to 2 decimal places, therefore rounding differences may apply.

31 October 2019 *kiwiflier \*407* 9 🖁

# Don't be afraid to report suspect finds



By now all growers in Exclusion regions and all growers with 'not detected' orchards in all regions should have carried out a round of Psa mandatory monitoring and provided results to KVH (due Thursday 31 October).

If you still need to get your results in, there's an online form at www.kvh.org.nz to help with this. Please call KVH on 0800 665 825 if you have any questions or require assistance to complete the form.

If Psa-like symptoms are found for the first time on an orchard, report these to KVH. Growers

can also contact their pack-house technical representative for advice and sample collection if required.

We understand that reporting a potential biosecurity threat can create anxiety for some growers, who may worry about potential implications or movement controls that may result. The sooner you alert us to anything unusual, the more we can do to help. Early detection is key to eradication — if we don't report and miss this window, any one of a number of unwanted pests could establish and be a challenge we have to deal with forever.



# BMSB in the Bay



Remain calm, we're fortunately not talking about the real thing.

The Tauranga Moana Biosecurity Capital (TMBC) team that KVH is part of has had a banner installed on one of the GrainCorp silos in Mount Maunganui, raising awareness about the importance of keeping New Zealand stink bug-free.

We're in the high-risk season for Brown Marmorated Stink Bug (BMSB) and the banner

includes a giant image showing what to look out for, as well as the tag line 'catch it snap it report it' and the number for the Biosecurity New Zealand 0800 hotline. To add to the visual, there are also several stink bugs (stickers) crawling their way round the tank.

The banner is in a high traffic area (along Hewletts Road, near the corner of Totara Street) and went up late September for a month, coming down at the end of the region's Spotlight on Biosecurity Week.





# KiwiNet gets national award nomination



KiwiNet, the kiwifruit industry's network of biosecurity advocates and trained responders to incursions, has been announced as a finalist in the New Zealand 2019 Biosecurity Awards.

KVH manages KiwiNet and we're delighted to share this news because the group is made up of more than 30 organisations from across the kiwifruit industry — most of whom have contributed staff and resources to the recent fruit fly responses in Auckland (more than 660 staff days so far!). It's a true example of how much can be achieved when an industry works together as one.

There's more good news — Tauranga Moana Biosecurity Capital (TMBC) has also been announced as a finalist in the community award category for new projects. KVH and Zespri have been members of TMBC since the creation of the initiative, which brings together a coalition of willing groups and establishes Tauranga Moana iwi at the centre of our regional biosecurity team. As well as iwi, members include community groups, industry, businesses,

agencies, educators, scientists and others striving to achieve biosecurity excellence.

The Biosecurity Awards take place Monday 4 November when winners will be announced at an event in Auckland.



KiwiNet volunteers have helped collect fruit from home and gardens in suburbs across Auckland as part of the fruit fly response.



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

### NZKGI: Your representatives, your voice

Regional and Supply representatives bring your opinion to the NZKGI Forum. Speak with them to have your voice heard.

Northland Karen Pickford
Auckland Monty Spencer

Waikato Mark Gardiner

Waihi/Coromandel Vacant

Katikati Sean Carnachan, Andrew Dawson

Tauranga Whetu Rolleston, Mike Smith

**Te Puke** Helen Allan, Ross Bawden, Simon Cook, Tammy Hill

Whakatane Jarrod Teddy

Opotiki Chris Anstis

Poverty Bay Doug Brown

**Hawke's Bay/Lower North Island** Richard Pentreath

South Island Paul Thomas

**Apata** Mark Mayston **DMS** Tony Leicester

Eastpack Robert Humphries

G6 Karen Roche

Iwi Jessica Smith

Less than 4 percent Phil Jones

MPAC Sally Gardiner

**OPAC** Mike Butcher

Seeka Debbie Oaklev

Trevelvan's Debbie Robinson.

Representatives' contact details: nzkgi.org.nz/about or call 0800 232 505.

### Industry Supply Group (ISG) 17 October

The main agenda items to be discussed are as follows:

- Gold Organic Japan premium
- Quality manual updates
- Maturity review
- Sub groups.

The next ISG Meeting will be held on

21 November.



210 kiwiflier #407 31 October 2019



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 Brad Ririnui (021 757 843).

# FROM THE FIELD



#### What information/support is available for organic growers?

There are lots of areas of support, whether it's from within Zespri, externally or through grower bodies. If you're not sure where to start, you can email us at organics@zespri.com.

For questions regarding licence rules, grower payments or pooling, get in touch with Grower Liaison Manager Casie Rudnicki via phone on 027 271 2695 or email casie.rudnicki@zespri.com. She'll also be happy to steer you in the right direction for whichever type of question you have.

Have a question regarding discussion groups, written resources, or on-orchard technical matters? Contact OPC via email at opc@zespri.com

The Canopy is an online platform for kiwifruit growers and other members of the industry to access resources, research, data, tools and news updates. Check it out at canopy.zespri.com Canopy > Growing Kiwifruit > Orchard Management > Organics

Support relating to organic certification, market access or the Zespri Crop Protection Programme is managed by the Pre-Harvest Assurance Team (contact them via email at preharvest@zespri.com). You can also check out the BioGro website (www.biogro.co.nz) or contact BioGro directly via Alex Walsh for any certification or audit support (alex.walsh@biogro.co.nz)

The Certified Organic Kiwifruit Association (COKA) also provides support and holds regular meetings for organic growers to discuss topics of interest. To find out more about COKA, please email cokanewsnz@gmail.com.

### I have a hail claim being processed. When and how much do I get paid?

Once the Zespri Insurance Manager receives final assessments from ARM, those growers that have had their crop/s assessed as completely written off will receive an interim payment of \$1.50 per net tray loss. Growers that have had their crops considered as partially written off won't receive this interim payment.

When packing is completed for the season and all growers with a hail claim have been finalised, compensation payments will be made directly to the grower as per the below value agreed in the 2019 Pool Hail Insurance Policy based on the August forecast:

AGREED VALUES										
Varieties	Maximum Indemnity Limit	Fruit group	Agreed value							
Zespri Green	\$6 Million*	Zespri Green	85% industry average OGR per TE							
Zespri SunGold	\$6 Million*	Zespri SunGold	80% industry average OGR per TE							
Zespri Sweet Green	\$270,000*	Zespri Sweet Green	85% industry average OGR per TE							

Note: the payment will be the total value tray loss for the claim, less the interim payment already made

From each claim, the deductible percentage will be deducted (similar to an excess). The base deductible is 10 percent of the potential yield of each variety for any first claim. Deductibles will further increase in increments of five percent for claims in consecutive seasons. Any orchard which has two consecutive seasons without any claim will revert back to the 10 percent deductible percentage. In the event the claims by the insured exceed the maximum indemnity limit per variety, then the total adjusted claims will be calculated on a pro rata basis per variety.



### Can I get some re-grafting wood this spring?

Zespri's coolstore at Cessna Place will re-open for the spring re-grafting period from 6 November. The opening hours will be Mondays, Wednesdays and Fridays from 9.00am to 9.45am until further notice. For regional collection, please contact your Grower Liaison Manager.



To ensure that we have enough budwood for everyone, you'll need to register your failed graft numbers by late October by scanning this QR code with your mobile phone or calling the Grower Support Services team on 0800 155 355.

> Please note that we only have SunGold budwood available. If you originally ordered budwood for spring grafting on your licence bid application form, this wood will be available and you don't need to order again.

If you have any budwood queries, please call Grower Liaison Support Lead Jane Frost on 027 511 1056.



### Will Zespri be holding new variety field days before a commercialisation decision?

Yes, Zespri is holding New Varieties Industry Days on 19 - 21 November. Invitations have been sent out to post-harvest facilities. Please contact your post-harvest facility for more details and to register



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

### NZKGI Great Grower Debate a success

The NZKGI Great Grower Debate took place on 17 October and was attended by growers and other stakeholders from across the industry. The main purpose of the Great Grower Debate is to foster conversations on topics of importance to the kiwifruit industry, which are of benefit to New Zealand kiwifruit growers and the horticulture industry as a whole. It's also a chance for growers to come together for an entertaining evening.

The topic of the debate was 'That all Roads Lead to China,' focussing on Zespri's marketing activities and to what extent that investment should be made into China. The topic was debated by the following teams:

Negative: Rob Craig (Punchbowl), Alex Ashe (Bay of Plenty Young Fruit Grower winner), Oliver Broad (Zespri).

Affirmative: Bryce Morrison (Fruition Horticulture), Robert Humphries (Eastpack and NZKGI representative), Brendon Lee (Mpac & Apac).

Some of the evening's highlights included a 'live' interview between Brendon Lee and his

counterpart in China, Oliver Broad's illustration of what happens if you place too many kiwifruit in one basket and the affirmative team's entry to the debate by way of Chinese national anthem.

The affirmative team won by a very small margin of 307 to 300 points.

New Zealand Avocado Chief Executive Jen Scoular was MC for the evening and also made an exciting speech about how they won the right to host the International Avocado Congress in 2023. She also noted that there were only male volunteers this year to participate in the debate, and that more females should participate next time.

NZKGI would like to thank Tyrone Mapp from Toastmasters who was the evening's judge, NZKGI Labour Coordinator Gavin Stagg who was timekeeper and Mayston Partners for sponsoring the event.

If you attended the debate and would like to provide feedback of the evening, please send an email to info@nzkgi.org.nz.



New Zealand Avocado Chief Executive Jen Scoular was MC for the Great Grower Debate.

# QR codes — what are they and how do I use them?



A number of articles in recent issues of *Kiwiflier* have involved the use of QR codes, so we wanted to take this opportunity to explain what they're all about and how to use them properly.

QR is short for 'quick response', meaning these codes are able to be read quickly by your mobile phone.

Like a barcode on the back of a cereal box that gets scanned by a checkout operator at the supermarket, a QR code holds specific information relating to a specific business, product, service or event. But instead of requiring a chunky hand-held scanner to scan them, many modern cell phones can scan QR codes in a matter of seconds - making them extremely accessible! As well as in Kiwiflier, you might spot QR codes in magazines or newspapers, or on billboards, packaging, business cards or t-shirts. When you scan a QR code with you mobile phone, you're taken to a landing page for more information, making these codes a convenient tool for storing lots of

They're very simple to use — just follow these

- Open your camera on your mobile phone (which must be a smartphone)
- Point your camera to the QR code the QR scanning app translates the code and directs you to the corresponding web page (where you can find out more, sign up etc.)
- The ability to scan QR codes is generally inbuilt to most modern mobile phones, but if your phone doesn't pick it up, you can simply download a QR scanning app (there are countless QR scanning apps in Google's Play Store or Apple's App Store).



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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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