KIWITIE 31 January 2020 **ISSUE #409** Momentum 2020 2019 season review **Roadshows and grower** questions

Zespri Grower Roadshow schedule — February

Kiwifruit

Our February Grower Roadshows are a great opportunity for growers to hear more about the new Zespri brand launch and our focus on sustainability in 2020 and beyond.

DATE	ТІМЕ	LOCATION
Thursday 20 February	11am-1pm	Nelson Top 10 Holiday Park, 10 Fearon Street, Motueka
Mandau 04 Falanaa	9am-11am	Waikato Mighty River Domain, CRNZ Community room, Lake Karapiro, 601 Maungatautari Road, Cambridge
Monday 24 February	2pm-4pm	Auckland Navigation Homes Stadium Cnr Franklin Road & Stadium Drive, Pukekohe 2120
	9am-11am	Kerikeri The Turner Centre, 43 Cobham Road, Kerikeri
Tuesday 25 February	1.30pm-3.30pm	Whangarei Northland Events Centre, 51 Okara Dr, Whangarei, access via East Corporate Entrance
	10am-12pm	Hawke's Bay The Crown Hotel, Corner Bridge Street and Hardinge Road, Ahuriri, Napier
Wednesday 26 February	5pm-7pm	Gisborne Bushmere Arms Hotel, 673 Matawai Road, Waerenga-a-hika
	10am-12pm	Opotiki Opotiki Golf Club, Fromow Road, Opotiki
Thursday 27 February	2pm-4pm	Edgecumbe Matata Rugby Club, 12 Division Street, Matata 3194
	6pm-8pm	Tauranga Tauranga Racecourse, 1383 Cameron Road, Greerton
	10am-12pm	Te Puke The Orchard Church, 20 Macloughlin Drive, Te Puke
Friday 28 February	3pm-5pm	Katikati Katikati Rugby Club, Moore Park, Fairview Road, Katikati

Zespri granted Key Trademark Protection Status in China

Zespri has become the first New Zealand company to be granted Key Trademark Protection Status in China, ensuring greater protections against copyright infringements.

The recognition, granted in January by the Shanghai Intellectual Property Bureau, is part of Zespri's efforts to better protect the investment and IP of the New Zealand industry in China, as work to clamp down on unauthorised SunGold plantings continues.

"The new protected status is a strong acknowledgement of Zespri's high profile among foreign brands in China as well as our strong market share and our positive corporate reputation," Zespri General Manager Greater China, Michael Jiang says.

"This recognition also reflects the challenges Zespri is facing with counterfeiting in China, including with the unauthorised growing of our Zespri SunGold Kiwifruit variety there. and is another demonstration of the support we've received from Chinese authorities."

Key brand protection status is designed to strengthen the legal and administrative tools available to approved companies to fight the challenges to intellectual property - efforts which we have been incredibly well supported by the Chinese Government.

It also means Zespri will now be able to take legal action against brands using similar names and those using packaging designs which copy Zespri's, as well as allowing action against companies using the Zespri name for product categories outside of

fresh fruit - an action which was previously unavailable.

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While the status has been afforded by the Shanghai government, the updated list of protected brands has been circulated throughout China with a request that other provinces and cities give priority to protecting the protected brands. The Shanghai Intellectual Property Bureau will also proactively coordinate with other local regulators to support Zespri's brand.

"This is a key milestone for Zespri in Shanghai and a crucial step towards achieving nationwide recognition, and is the result of significant investment by Zespri and in efforts to build the brand in China," Mr Jiang says.

Chief Grower and Alliances Officer Dave Courtney says the Shanghai key trademark recognition will also give Zespri the means to take action against people trying to use Zespri copycat brands to sell Zespri's SunGold variety grown without authorisation - a key focus for Zespri.

"The work to deal with the unauthorised SunGold plantings is challenging but progressing well. We're in the process of identifying targets to launch legal action against and we hope to be able to do so soon. Commercially we've had strong cooperation from our partners in China while our efforts have been well supported by the New Zealand Government who we are working closely alongside. We'll keep the industry updated as those efforts progress."

New variety field days

The Zespri Grower Liaison Team would like to invite you to view the Zespri Red variety that was recently commercialised in December 2019.



This will be a chance to see the Red variety on orchard in your region. It will give you the opportunity to hear from a local grower on the challenges, risks and learnings to date on growing Zespri Red, as well as from Plant & Food and Zespri staff on the cultivar. If you're interested in growing Zespri Red please take this opportunity to educate yourself on the variety. If you have any questions or want further information, please call your Grower Liaison Manager.

For further details and to RSVP to one of the field days, please visit zesprievents.co.nz/list_events or scan this QR code with the camera on your phone to be taken to the events page.

Sir John Key to join China Advisory Board

Zespri is pleased to confirm the appointment of former Prime Minister John Key to the China Advisory Board, to help inform Zespri's strategy and growth in China.

Zespri Chair Bruce Cameron says the China Advisory Board will have an important role in developing the Greater China market, worth

kiwifruit is delicious, healthy and safe. This trademark recognition continues to build on this trust as we work on expanding the distribution of our kiwifruit to more cities around Greater China, and on the protection of our investments" says Mr Cameron.

"During this period of growth, Sir John's

New Variety Field Days

Date	Time	Location
Monday 3 February	10am-12pm	Waikato
Tuesday 4 February	1pm-3pm	Gisborne
Wednesday 5 February	11am-1pm	Auckland
Monday 2 March	9am-11am 12pm-2pm 3pm-5pm	Tauranga
Tuesday 3 March	9am-11am 12pm-2pm 3pm-5pm	Tauranga
Wednesday 4 March	9am-11am 12pm-2pm 3pm-5pm	Te Puke

Note: please don't visit any properties listed outside of the event time.

around \$650 million in sales last year.

"Greater China is Zespri's largest market and is responsible for around 22 percent of our global revenue. Last year, we exported almost 100,000 tonnes of our premium Zespri Kiwifruit to Greater China, and we have a goal to continue growing this market," says Mr Cameron.

"The China Advisory Board will be a vital sounding board for Zespri while we embark on the issue of unauthorised G3 in China, as well as having input into the broader development strategy of this important market to Zespri."

Zespri has a high profile among foreign brands in China, and was recently granted Key Trademark Protection Status by the Shanghai International Property Bureau, ensuring greater protections against copyright infringements.

"The Zespri brand is one our Chinese consumers trust because they know our

wealth of commercial and political experience, including a specific focus on China, will benefit the China Advisory Board and serve Zespri well. We are looking forward to working with him."

Sir John says he's pleased to be working with Zespri, especially as the kiwifruit industry looks to its next phase of growth.

"Zespri and the New Zealand kiwifruit industry are a great example of New Zealanders taking on the world and succeeding and I've always admired the benefits the industry brings to New Zealand, and especially to our regional economies," says Sir John.

"The kiwifruit industry has developed strongly, and there are plenty of opportunities to continue driving growth and creating greater value to growers and the wider industry and I'm pleased to be about to play a role in that."

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From the markets



Spain

January saw the roll out of a new media campaign and roadshows in Spain. This media campaign will be the last of the Querámonos series, and will run until mid-February.

As well as the media campaign, the team launched

a wholesale market roadshow throughout Spain to continue supporting distributors and more traditional trade. The roadshow will be reinforced via digital media and through greengrocer promotion — we look forward to seeing the results.



Italy

ZGS leaders from Italy met with our Hong Kong customer Sunharvest early this week to discuss the ZGS season. Sunharvest noticed that some of the fruit has had darker skin than usual, but the overall quality and taste keeps improving year on year.

31 January 2020

Another big improvement is logistics — this season we've experienced fewer shipping delays.





MOMENTUM 2020 - FINAL PROGRAMME

THURSDAY 13 FEBRUARY PROGRAMME DAY 1

09:00

Mihi whakatau - Official opening

09:20

Welcome & housekeeping Zespri CEO address Hon. Damien O'Connor address

10:00

Keynote address – Cathy Burns, CEO Produce Marketing Association

10:40

14:00

Sustainability framework launch <u>Carol Ward</u> – Zespri Chief Innovation & Sustainability Officer

<u>Will Steffen</u> — Earth System scientist and Emeritus Professor at the Australian National University

<u>Ian Proudfoot</u> — KPMG Global Head of Agribusiness <u>Doug Grant</u> — Executive VP & Chief Operating Officer of Oppenheimer

<u>Niki Harré</u> — Professor of Psychology at the University of Auckland

FRIDAY 14 FEBRUARY PROGRAMME DAY 2

09:00 Welcome and delegate activity

10:00

'Fit for a better world' Primary Sector Council vision

Lain Jager Miriana Stephens Julian Raine Dan Mathieson

10:45 MORNING TEA BREAK





MORNING TEA BREAK

11:00

Zespri - a global brand The future of our Zespri brand — Jiunn Shih, Zespri Chief Growth Officer

The future imperatives of opportunity: finding growth in uncomfortable places — J. Walker Smith, Kantar Chief Knowledge Officer, Brand & Marketing Panel discussion — Cathy Burns, J.Walker Smith, Dan Mathieson & Jiunn Shih



15:00

Sustainability Q & A panel session panel discussion — Will Steffen, Niki Harré, Carol Ward, Doug Grant, Cathy Burns, J. Walker Smith, Ian Proudfoot

15:30

Conference day 1 wrap up

16:00 Conference close day 1

17.30 Official office opening

18.30 Fresh Carriers Hayward Medal Gala Dinner

11:15 Workshop sessions

SPONSORED

WORKSHOP 1

WORKSHOP TIMETABLE

SESSION 1 | 11:15 - 12:05 SESSION 2 | 12:15 - 13:00

WORKSHOP 1 Building towards a sustainable kiwifruit supply chain

WORKSHOP 2 Mood food

WORKSHOP 3 What does BMSB mean for me? Part A (Part B 12:15-13:00)

WORKSHOP 4 The future is tech

WORKSHOP 5 Sustainability, the infinite game

WORKSHOP 6 Food safety – business threat or opportunity?

WORKSHOP 7 Packaging — it's a wrap! Part A (Part B 12:15-13:00)

> FMG working with you for a sustainable future (No afternoon session)

WORKSHOP 6 Food safety – business threat or opportunity?

WORKSHOP 7 Packaging – it's a wrap! Part A (Part B 14:40-15:25)

WORKSHOP 5 Sustainability, the infinite game

SPONSORED WORKSHOP2 Felix fuzzy data: measuring dry matter & brix with nir (no afternoon session)

15:30

13:00

LUNCH BREAK

Workshop wrap up and afternoon tea, including Q & A with workshop facilitators

16:00

Conference wrap up

16:30

Delegate activity wrap up

17:00 Conference close

TO REGISTER FOR MOMENTUM 2020, AND TO CHECK OUT THE FULL PROGRAMME INCLUDING SPEAKER DETAILS, PLEASE VISIT MOMENTUM.ZESPRI.COM.



ZESPRI IN THE COMMUNITY

Zespri Horticultural Scholarships

Please join us in congratulating our scholarship recipients for 2020 – George and Dylan!

It's our fourth year providing Zespri Horticultural Scholarships which are awarded to two outstanding current university students to support their studies towards a career in the horticulture industry. George and Dylan join our current scholars Georgia, Libby, Alex, Andrew and Aimee, and despite the standard of applicants becoming increasingly higher each year, both thoroughly deserved it.

Here's a bit about each of them:



George Hyauiason

George is entering into the second year of his Bachelor of Horticultural Science at Massev University in Palmerston North. He's passionate about the kiwifruit industry because of the massive growth it's currently experiencing and says "Kiwifruit in New Zealand is an industry growing in size like no other. It's a pioneering industry for the whole horticultural sector. Life long, exciting careers are built in kiwifruit, through Zespri!"



Dylan Hall.

Dylan is also at Massey University, currently studying towards a Bachelor of Agricommerce majoring in International Agribusiness. The best thing about kiwifruit, in his opinion, is the number of diverse opportunities within the industry and the benefits it provides local communities, such as employment. He's also "intrigued about the various elements involved in the process of getting fruit from the orchard to the marketplace."

Thank you to all who applied, and don't forget to keep an eye on our social media channels and website for other opportunities in our industry.

Kellogg Scholarships – open now!

Investing in future leaders of the kiwifruit industry is an important focus for Zespri, so we're sponsoring one person from our industry to attend the June intake of this year's Kellogg Rural Leadership Programme. This is a highly respected rural and primary sector programme, providing knowledge and skills for:

- Personal development and growth
- Developing the 'contextual intelligence' and thinking required for leadership
- Gaining greater insights into the primary industry sector
- · Making strategic connections and networks.

Many graduates of the programme have gone on to achieve successful careers in leadership roles in New Zealand agriculture. Applications are open now for the second half of the year intake! Head to www.zespri.com/ companyinformation/community to find out more, and how to apply

Christmas festivities

It was great to be back at Blake Park, just down the road from our head office, for Tauranga Christmas in the Park at the end of last year.

The ever-popular Santa's Grotto was a huge success with streams of families flocking to get their classic family photo. We also had a great time handing out free Zespri SunGold kiwifruit.

The Te Puke community was also full of Christmas spirit at the Seeka Te Puke Float Parade in November - it was a great community event that we've been supporting for many years now.





The Zespri team at Tauranga Christmas in the Park



Zespri staff and attendees enjoying the kiwifruit themes celebrations.

SunGold and Zespri Red Organic market tour to Japan Zespri is hosting a self-funded grower tour to organic distributors and customers, with a focus on licence release Japan at the end of June, with a specific focus on understanding the catalogue sales system. the organic market. Places on this tour are limited, so please register

The purpose of this tour is to give invaluable insights into our organic markets, emphasising the importance of the Zespri system in one of our highest OGR markets. The tour will take in a visit to

your interest for the tour with Rachel Dovaston on 027 263 0624 or rachel.dovaston@zespri.com by 28 February. Deposits will be payable the first week of March.

2020 expression of interest for registered suppliers

Zespri is now seeking expressions of interest from parties who wish to be contracted registered suppliers with Zespri for the supply of kiwifruit and/or services in respect of kiwifruit to be supplied by grower numbers for the 2020 season.

Registered suppliers will be party to the Annual Supply Agreement with Zespri. Expressions of interest are to be advised via email no later than 5pm Friday 14 February to Susan King, at susan.king@zespri.com.

The Zespri Board confirmed in December the commercialisation of Zespri Red, along with the decision to continue with the SunGold licence release programme in 2020.

Zespri will allocate at least 150 hectares of Red licence, a further 700 hectares of conventional SunGold licence and 50 hectares of Organic SunGold licence in 2020

More details on the SunGold and Zespri Red release timing and mechanism will be communicated to the industry after the February Board meeting. On 6 March, the Licence Application Overview and Rules (LAOR) will be

published and available to view on the Canopy website (canopy.zespri.com) for all varieties.

Please keep an eye out for dates and information regarding both the SunGold and Zespri Red release. Discussion on the licence release will take place at the Zespri Grower Roadshows and new variety field days. For more information on dates for these events, please refer to page one of this issue of Kiwiflier.

Zespri Gold3 & Organic Gold3

2019/20 Progress Payments For February and March

Class 1 - Approved Progress Payment 14 February 2020	Average on Net Submit	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.16	\$0.30	\$0.35	\$0.25	No payment	No payment	No payment
Zespri Organic Green	\$0.47	\$0.15	\$0.25	\$0.65	\$0.55	\$0.55	\$0.05
Zespri Gold3 & Organic Gold3	\$0.80	\$0.70	\$0.70	\$0.80	\$1.00	\$0.95	No supply
Zespri Green14	\$0.41	\$0.50	\$0.60	\$0.55	\$0.40	\$0.40	\$0.30
Class 1 - Indicative Progress Payment 13 March 2020	Average on Net Submit	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.09	\$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 Green14	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10
 Progress payments for Class 1 are paid on subr onshore fruit loss. 	nitted trays and	reversed for	2. Net Submit	trays = gross su	bmitted trays les	ss onshore fruit l	oss trays.

\$0.10

\$0.10

\$0.10

\$0.10

Class 2 - Approved Progress Payment 14 February 2020	Average on Net Submit	16/18/22	27	30	33	36	39	42	Non-Standard Supply - Approved Progress Payment 14 February 2020	42	46
Class 2 Green	\$2.79	\$2.70	\$2.90	\$2.95	\$2.95	\$3.05	\$2.45	No payment	Zespri Green		No payment
Class 2 Organic Green	\$1.26	\$1.30	\$1.40	\$1.40	\$1.40	\$1.10	\$1.00	\$1.25	Zespri Organic Green		\$1.50
Class 2 Gold3	\$0.31	\$0.25	\$0.35	\$0.15	\$0.45	\$0.30	\$0.35	\$1.00	Zespri Gold3	\$0.65	
Class 2 Organic Gold3	\$0.24	\$1.00	\$0.10	No payment	\$0.10	\$0.10	\$0.75	\$1.45	Zespri Organic Gold3	\$1.00	

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.

\$0.10

\$0.10

No supply

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.

February 2020 approved progress payments on Net Submit trays Approved per tray progress payments for 14 February 2020:

· · · · · · · · · · · · · · · · · · ·	
Class 1	
Zespri Green	\$0.16
Zespri Organic Green	\$0.47
Zespri Gold3 and Organic Gold3	\$0.80
Zespri Green14	\$0.41
1 0	

March 2020 indicative progress payments on Net Submit trays Indicative per tray progress payments for

13 March 2020:

Class 1	
Zespri Green	\$0.09
Zespri Organic Green	\$0.10
Zespri Gold3 and Organic Gold3	\$0.10
Zespri Green14	\$0.10

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

SHARE BRIEFS

As at 20 January 2020 the last Zespri share price trade was \$8.75 traded on 20 January 2020. There were three buyers at \$8.70, \$8.65 and \$7.87. There were three sellers at \$8.80, \$8.82 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 announcements

Below is the current Market depth information as at 20 January 2020.

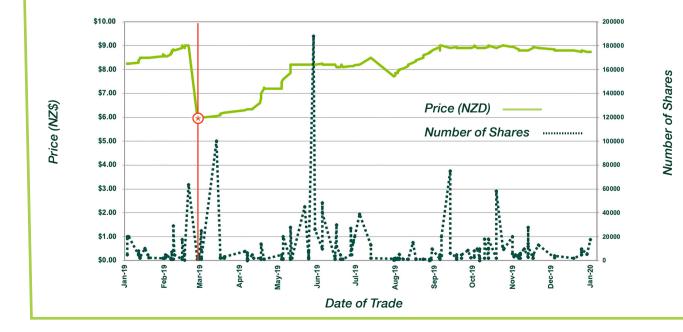
Below is the current Market Depth information as at 20 January 2020.

	Quote Line at Monday 20 January as at 4.00pm											
Code	Bid (\$)	Offer (\$)	Last (\$)	High (\$)	Low (\$)	Volume						
ZGL	8.700	8.800	8.750	8.750	8.750	17,500						

	Market Depth											
	BIDS			OFFERS								
Orders	Quantity	Price (\$)	Price (\$)	Quantity	Orders							
1	2,000	8.700	8.800	10,000	1							
1	2,000	8.650	8.820	5,000	1							
1	5,450	7.870	9.200	20,000	1							

ZESPRI GROUP LIMITED SHARE TRADES 20 JANUARY 2019 TO 20 JANUARY 2020

	Last 10 Trades										
Date/Time	Quantity	Price (\$)	Value (\$)								
20/01/20	17,500	\$8.75	153,125.000								
17/01/20	5,160	\$8.75	45,150.000								
13/01/20	10,000	\$8.80	88,000.000								
13/01/20	8,950	\$8.80	78,760.000								
13/01/20	7,000	\$8.78	61,460.000								
13/01/20	5,000	\$8.75	43,750.000								
7/01/20	2,000	\$8.80	17,600.000								
23/12/19	4,000	\$8.80	35,200.000								
23/12/19	2,350	\$8.85	20,797.500								
20/12/19	25,465	\$8.80	224,092.000								



*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.

Director share trading

For the month of January (as at 20 January), there were 525,000 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 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.

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.

Zespri Green								
JANUARY								
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	\$0.03					\$2.28	23%
May-19		\$0.10					\$2.38	24%
Jun-19		\$0.09					\$2.47	25%
Jul-19		\$0.04	-\$0.01	\$0.39	\$0.73		\$3.63	36%
Aug-19		\$0.16	\$0.22	\$0.65	\$0.05		\$4.70	47%
Sep-19		\$0.20	\$0.01	\$0.96	\$0.05		\$5.92	59%
Oct-19		\$0.40	\$0.30	\$0.54	\$0.03		\$7.18	72%
Nov-19		\$0.33	\$0.04	\$0.88	\$0.07		\$8.51	85%
Dec-19		\$0.28	\$0.04	\$0.12	\$0.28		\$9.23	92%
Jan-20			•			\$0.10	•	•
Feb-20					\$0.16		•	•
Mar-20					\$0.09		•	96%
Apr-20					•		•	•
May-20					•		•	•
Jun-20						\$0.15	•	100%
Paid YTD	\$2.25	\$1.63	\$0.61	\$3.54	\$1.20	\$0.00	\$9.23	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.53	\$0.25	\$0.78	
		Tot	al fruit and s	ervice pavm	nents - 2019	/20 forecast	\$10.01	

Total fruit and service payments - 2019/20 forecast \$10.01

Zespri Organic	: Green							
JANUARY	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	18%
Jun-19		\$0.03					\$2.30	19%
Jul-19		\$0.03	\$0.00	\$0.69	\$0.52		\$3.54	29%
Aug-19		\$0.07	\$0.48	\$0.99	\$0.39		\$5.48	45%
Sep-19		\$0.11	\$0.00	\$1.08	\$0.26		\$6.94	56%
Oct-19		\$0.25	\$0.59	\$0.54	\$0.48		\$8.79	71%
Nov-19		\$0.26	\$0.01	\$1.15	\$0.24		\$10.46	85%
Dec-19		\$0.20	\$0.01	\$0.13	\$0.48		\$11.27	92%
Jan-20			•			\$0.10	•	•
Feb-20					\$0.47		•	•
Mar-20					\$0.10		•	97%
Apr-20					•		•	•
May-20					•		•	•
Jun-20						\$0.15	•	100%
Paid YTD	\$2.25	\$0.97	\$1.10	\$4.59	\$2.37	\$0.00	\$11.27	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.78	\$0.25	\$1.03	

- 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 December forecast trays and actual payments to date.
- YTD amounts for Pack and Time may move from previous Kiwifliers due to SLAs being paid late in a month.

Zespri Gold3 and Organic Gold3

JANUARY									
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			\$5.16	32%
Aug-19		\$0.25	\$0.36	\$1.95	\$0.08	\$0.02		\$7.81	48%
Sep-19		\$0.30	\$0.01	\$2.02	\$0.48			\$10.62	66%
Oct-19		\$0.30	\$0.35	\$0.43	\$0.21			\$11.90	74%
Nov-19		\$0.17	\$0.03	\$1.62	\$0.16	\$0.01		\$13.89	86%
Dec-19		\$0.04	\$0.03	\$0.03	\$0.75			\$14.74	91%
Jan-20			•				\$0.10	•	•
Feb-20					\$0.80			•	•
Mar-20					\$0.10	•		•	98%
Apr-20					•			•	•
May-20					•			•	•
Jun-20							\$0.15	•	100%
Paid YTD	\$2.80	\$1.59	\$0.76	\$7.38	\$2.17	\$0.03	\$0.00	\$14.74	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$1.13	\$0.00	\$0.25	\$1.38	
			Total fi	ruit and ser	vice payme	nts - 2019/2	20 forecast	\$16.12	

Zespri Green1 JANUARY	4							
Super Green Kunth	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			-\$0.01	\$0.73	\$1.16		\$7.65	71%
Oct-19			\$0.37		\$0.43		\$8.46	79%
Nov-19			-\$0.02	\$0.64	\$0.25		\$9.33	87%
Dec-19			-\$0.02	\$0.00	\$0.38		\$9.69	90%
Jan-20			•			\$0.10	•	•
Feb-20					\$0.41		•	•
Mar-20					\$0.10		•	96%
Apr-20					•		•	•
May-20					•		•	•
Jun-20						\$0.15	•	100%
Paid YTD	\$2.80	\$0.00	\$0.70	\$3.22	\$2.97	\$0.00	\$9.69	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.78	\$0.25	\$1.03	
		٦	Total fruit and	l service pay	ments - 2019)/20 forecast	\$10.72	

Total fruit and service payments - 2019/20 forecast \$12.30

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.



2019/20 December forecast



Unpacking the changes to the Maturity Clearance Standards for 2020

A significantly higher dry matter season in 2019 led to colour being the main barrier for SunGold KiwiStart clearance. Figure 1 shows the harvest timing for SunGold for the last three seasons. You can see there was a big peak in weeks 10-12 that we haven't had before. 68 percent submit as the greener clearance protocols A and X. The bulk of the fruit harvested in 2019 couldn't be sent to the market without de-greening (Figure 3) which involves storing fruit at elevated temperatures for potentially extended periods of time until fruit meets order colour requirements or Protocol N.

Figure 2 shows the first SunGold supply cap closed on 21 March 2019 with approximately

10M 583K

GROSS TRAYS HARVESTED TO 21 MARCH EACH SEASON BY PROTOCOL

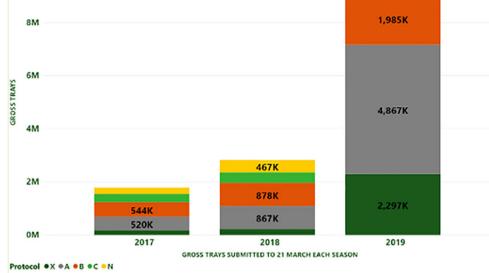
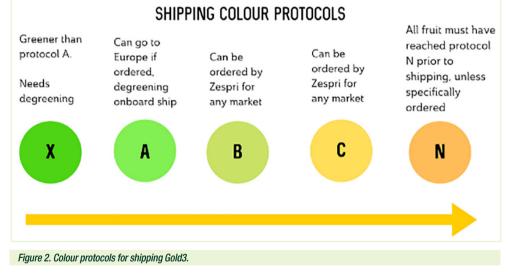


Figure 1. Colour protocols of early-harvested fruit by season.



LIADVECT TIMUNIC DV ICO MIEEK

A number of changes have been made for SunGold:

1. Change from using Green fractile to a colour threshold (90th percentile)

The maturity review considered whether the Green fractile (third greenest fruit) was the best metric to use to identify if a maturity area has a greener tail of fruit. From a maturity clearance perspective, the Green fractile tends to be a noisy metric and is influenced by general relationship between colour and fruit size (where larger fruit are generally less green than smaller fruit). The maturity review investigated the use of alternative colour percentiles and the 90th percentile was identified as providing a significant reduction in sample to sample variation (compared to the Green fractile), while generally identifying maturity areas that have a greener tail of fruit in their population.

 Minimum KiwiStart colour standard set at a more conservative level a colour threshold of ≤110.7 (equivalent to a Green fractile of ≤112.5)

In addition to using a different percentile, the threshold that fruit has to achieve has also been made a bit tougher (moved from a Green fractile of 112.9 degrees, to a colour threshold of 110.7 degrees (which is equivalent to a Green fractile of 112.5).

3. Delayed colour clearance allowance has been removed

The maturity review considers that allowing delayed colour clearance (an allowance for maturity areas that achieve the minimum

clearance criteria for all attributes but colour, to allow a delayed colour clearance if they are within +0.2 of the minimum colour standard) encouraged the harvest of generally greener and less mature maturity areas.

- 4. Lowered the SunGold KiwiStart minimum taste standard from 16.9 percent dry matter threshold to 16.4 percent (sizes 18-36s only 39s and 42s stay as they are) Zespri recommended that the SunGold KiwiStart minimum tastes standard be lowered very slightly following two years of sensory studies. This has been confirmed.
- 5. A split week KiwiStart rate has been added to the Friday of week 12 To spread things out a bit and allow better utilisation of post-harvest resources, there will be two cut-offs in ISO week 11/12, one on Tuesday and another on Friday.

These changes will be in place for the coming season. The full clearance criteria is available on the Canopy website.

As you know, every season is different and brings its challenges that we look to learn from. Changes will continue to be made as the industry learns more about how to grow and manage this crop. It's important to know that there's a lot of work that goes on in the background before changes are made, and it's all about tweaking things to make sure our consumers are getting the best fruit we can give them, and maximising returns for growers!

2019 season review Every year a group of supply representatives undertake a 'maturity review' of the season.

In general, there were more quality issues with fruit harvested under the first supply cap than previously experienced with early season SunGold. This year's review investigated specific examples of early harvest maturity areas that experienced high losses and/or in-market failures. The maturity review noted that a number of the poorer performing maturity areas either:

- Only marginally achieved the minimum colour standard; or
- Achieved clearance either through delayed colour clearance or inheritance of colour or brix from a previous cleared sample.

The maturity review explored options to generally reduce de-greening related fruit quality risk, without constraining the availability of fruit for early season load-out.

Other related reviews: A Period 1 review was also undertaken by a group of supply representatives and Zespri reviewed the SunGold KiwiStart Minimum Taste Standard through two years of sensory studies.

HARVEST TIMING BY ISO WEEK

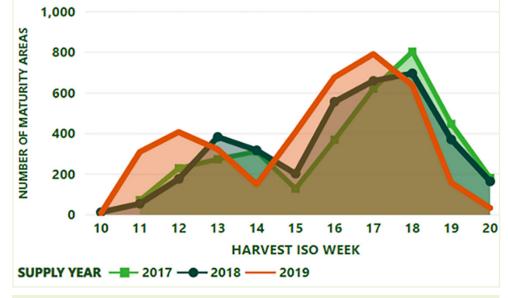


Figure 3. Historical phasing of Gold3 harvest.

2020 season maturity clearance changes to lab

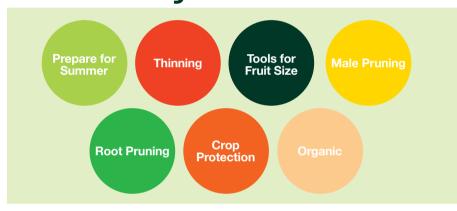
For the 2020 harvest, Eurofins has advised that it's establishing a maturity clearance laboratory in Klinac Lane, Waipapa, Kerikeri. This laboratory is expected to process all maturity clearance samples collected north of Auckland. The laboratory is currently being set up and is intended to be fully operational by the commencement of maturity clearance testing.

Eurofins has also advised that it will provide maturity clearance sampling and testing based out of its existing Hawke's Bay site at Maraekakaho Road, Longlands, Hastings. In previous years, Hawke's Bay maturity clearance sampling and testing has been sub-contracted to Agfirst Hawke's Bay. The Eurofins Hastings site hasn't previously been utilised for maturity clearance testing and the laboratory is currently being set up and is intended to be fully operational by the commencement of maturity clearance testing.



Kiefrit Orchard Productivity	PRE-HARVEST Field days 2020	•
Sizborne	Wednesday 19 February, 1-4pm (orchard hop) Bloomfield Orchard, 69 Bloomfield Rd	:
Whangarei	Wednesday 19 February, 2-4pm Tanekaha Orchard, 321 Kerehunga Road, Poroti	:
Kerikeri	Friday 21 February, 2-4pm Kahikatea Farm, 60 Jennings Road, Kerikeri	:
Nelson	To be confirmed	:

The month ahead: February



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

Monitoring

It's getting to that time when monitoring samples are kicking off, and we're getting an indication of how fresh weight and dry matter accumulation compare to previous seasons. Monitoring is a critical part of making the harvest decision, and these early samples will give a good indication of how much of the season's potential you've captured. For more information visit Canopy > Growing Kiwifruit > Orchard Management > Taste & Dry Matter > Taste & Dry Matter Tools & Multipliers.

Pre-harvest orchard management

There are lots of tasks to be done preharvest and getting them done soon will make orchard life less stressful in the weeks to come. Check out the Harvest Checklist check if there's a difference between hand pollinated fruit and the rest. You should weigh Hayward fruit to check the difference. For SunGold, weigh and then cut lengthways to see if you can identify a difference in seed numbers. Remember for SunGold, more seeds equals more dry matter.

If you're planning a second trunk girdle for dry matter, locate and clearly mark any vines where previous girdles haven't healed. These vines shouldn't be regirdled. Our trunk girdling video (featuring Peter Blattmann from Plant & Food Research) offers some great reminders and an understanding of the fundamentals. Watch it here: Canopy > Growing Kiwifruit > Orchard Productivity Centre > Videos > Trunk Girdling Video.

Remember that the cane you want to cro

Watch out for wheatbug

While you're getting organised for harvest, one of the things you'll want to check off your list is spraying off or weeding your loadout area. Open gravelly areas are perfect hideouts for wheatbug, a quarantine pest that particularly likes crawling into bins and causing havoc in the markets. This pest won't damage your fruit, but it will cause you headaches if it's in your bins. The weed



Open, gravelly areas are perfect hideouts for wheatbug.

we tend to find it in most is wireweed, so if you've got this one (we find it on most gravel areas) you'll want to get rid of it.

Prepare loadout areas early, and make sure they're weed-free for at least a few weeks before you bring bins in to give these critters time to find a new home where they're not going to cause you hassles.



OPC pre-harvest events

This year, the OPC team is planning to do things differently pre-harvest.

Field days

As most packhouses run their own grower field days, we'll be supporting these where we can by providing resources to help you make good harvest decisions, and only holding OPC events in Kerikeri, Whangarei, Gisborne and Nelson.

Webinars

Due to the success of the spring and summer webinar series, we're likely to hold more webinars this year. We've had great feedback on the webinars we've run so far, and we'd like to hear from you if you've got ideas for topics that would be suitable for this format. Get in touch via email at opc@zespri.com.

We've also added an additional webinar to the series. On 3 March we'll be talking about changes to the clearance criteria, how to interpret clearance reports, and how the season is tracking in the lead up to harvest. To register, visit bit.ly/OPCclearance.

Zespri joins Reap app for shareholders

Zespri has launched its own shareholder app on the Reap platform. By following Zespri on Reap you'll receive notifications of all announcements and events.

The app also contains share price information, financial results and other useful content. You can download Reap for free from the Apple App Store and Google Play stores.





Need to Know NK2 on the Canopy website.

- Want to know what size fruit to thin off? Download the OPC Productivity Calculators on iPhone, Android, or use on your PC.
- Review the make-up of your maturity areas. Are they as uniform as possible? Uniformity helps with clearance and storage and will make both your own life, and the job of your post-harvest facility, much easier.
- 3. Are there any health and safety issues you need to sort? These might include holes, sagging or loose wires, or a steep slope that needs fencing off. Ensure you clearly mark any hazards on your orchard and make sure anyone coming on to the orchard is aware of them.

Don't forget...

Did you set up a pollination assessment? Remember to collect the fruit you tagged to on next year loses flowering potential if it's shaded. Canopy growth is likely to be slowing down, but for both Hayward and SunGold, it's important the canopy remains open right through until harvest. Target the heaviest areas (which are easiest to spot by darker shadows on the ground) for some canopy work. Cutting even a few tangled canes can make a big difference to how much light can penetrate.

Crop protection

Keep your spray diary up to date — it'll save you stress later. To check that everything's OK, run a test audit. Don't leave it until you're about to harvest!

Second generation scale crawlers are on the move so it's a good idea to monitor and control now (note that the safe period for oil applications to SunGold is from about the second week of February until the end of the month).



Grower contracts

Schedule 5 of the 2020 Supply Agreement wil be posted out to growers come 14 February.

This form must be signed by both the grower and the chosen registered supplier and should be scanned (both sides) and emailed through to contact.canopy@zespri.com prior to 13 March. On receiving the completed Schedule 5 form,

a grower number is issued by Zespri - this number is required prior to gaining clearance to pick your fruit.

If you have not received a copy by the beginning of March, or if you have any queries, please contact Zespri Grower Support Services by calling 0800 155 355 or emailing contact.canopy@zespri.com.



2020 Supply Agreement Schedule 5

Legal entity name:

KPIN: If the name above is incorrect, please visit The Canopy (https://canopy.zespri.com/) or call Zespri Grower Support Services on 0800 155 355 to obtain a blank form (preferred) or alternatively make the change above. All changes must be initialed and the Zespri Grower Support Services Team will be in contact to obtain ation on any changes to the Legal Entity Name. Orchard Name: Property Address

Please choose either OPTION A or OPTION B, then sign and complete the Execution Section (below).

OPTION A: Agreement via Registered Supplier

Class 1 Kiwifruit u r the 2020 S pply Agreement to be entered into by my Registered Supplier with

Zespri Group Limited, and acknowledge that I have read and understood the terms and conditions overleaf.	
Name of Registered Supplier	
Name of Facility (if different)	
Signature of Registered Supplier	
OR	tick one optior
OPTION B: 2020 Supply Agreement – Zespri Direct LEAVE THIS OPTION BLANK IF YOU HAVE CHOSEN OPTION A (above) I agree to enter into the 2020 Supply Agreement with Zespri Group Ltd for the supply of my Class I Kiwifruit for the 2020 season, and in doing so acknowledge that I have read, understood and agree to the terms and conditions overleaf.	\checkmark
Name of Facility (if different from Registered Supplier named below).	
Services I have negotiated that the Services obligation under Part C of the 2020 Supply Agreement will be performed by	

I confirm that performance of Services in relation to the kiwifruit referred to in this Agreement will be performed by me under Part C of the 2020 Supply Agreement to be entered into by me and Zespri Group Ltd (ZGL). Signature of Registered Supplier

fuour Repirtered Supplier signs here (Please turn over to complete Option B Payment Assignments)

Permission for use of Information

I acknowledge that contact and orchard information held by Zespri will be provided to relevant government authorities and third parties as required for satisfaction of legal requirements relating to the distribution of kinuit and management of Psa. Personal data will be treated in accordance with Zespri's Privacy statement located at www.zespri.com/Pages/Privacy.aspx

Permission to enter orchards

For the 2020 season I grant Zespri and/or its authorised representatives an irrevocable licence to enter the orchard(s) associated with this KPIN following a request by myself or my post-harvest operator for the purposes of assessing whether my fruit complies with the provisions of the Supply Agreement and any applicable compliance requirements, including removal of samples for the purposes of monitoring and/or testing factors such as maturity, residue or other fruit quality or marke

access issues. I understand that Zespri or its authorised representatives willendeavour to contact my nominated contact person prior to entering the property and when exercising access Zespri and its authorised representatives must comply with all reasonable instructions regarding health and safety. I agree that Zespri or its authorised representatives will be provided with an accurate man of the orchard and a list of any known hazards which exist at the time the visit is scheduled. Orchard access shall be subject to Zespri and its authorised representatives complying with XVH's orchard hygiene practices and taking reasonable care. I agree to assist: Zespri to met both its customers' contractual requirements and any applicable regulatory requirements by (1) providing all reasonable information requested by its customers and regulators about my orcharding operations and, (2) following the receipt of 24 hours' notice, I agree to escort its customers or regulators around my orchard(s). I agree to inform any authorised visitors to my orchards of applicable health and safety requirements and any particular hazards which may be found on the orchard.

Execution of Contract (signature required)

Kiwifruit Titleholder Execution Section I am authorised to sign this document on behalf of the legal entity named at the top of this form (only one signature is required).	FOR OFFICE USE ONLY Zespri Group Ltd Execution Section
Signature	Signature
Full Name	
Date	Date

Please return to Zespri by 13 March 2020

Please note that any amendments to the permissions and/or terms and conditions of the Schedule 5 contract will result in the form not being processed.

Surfing for Farmers



2020 European Zespri grower tour

The Zespri grower tour is heading to Europe this year! This self-funded tour is a mix of orchard, markets and leisure activities. We'll be visiting Italy, Germany, Switzerland, Belgium and ending in London - highlights will include:

Kiwifruit growing in Italy

German markets

Belgium - Europe Headquarters and Zeebrugge.

If you'd like to register your interest for the tour and receive more information, please email rachel.dovaston@zespri.com or phone 027 263 0624.



Frieda Caplan, the 'Kiwi Queen,' passes away at age 96

On 18 January, Frieda Caplan passed away at the age of 96, following a brief illness.

She went by many names, including the title 'Kiwi Queen' which was given to her for her role in making kiwifruit a household staple in the United States, and even across the world. How did she do this? By bringing them in from New Zealand not under their original name 'Chinese Gooseberry' but by renaming them as kiwifruit. She said "kiwis are the national bird of New Zealand, and they looked just like a kiwi bird.

According to the Los Angeles Times, Freida introduced a number of other fruits and vegetables to the US including mangoes, habanero and shishito peppers, passionfruit, bean and alfalfa sprouts, baby carrots, sugar snap peas, star fruit, blood oranges, shiitake mushrooms and turmeric.

In an interview with CBS, Freida was asked what she hopes people will say about her after she's gone. Her response was simple: "I feel healthy because of Frieda."



Women in Kiwifruit network survey

Surfing for Farmers is back in 2020! If you've ever wanted to learn to surf here's your chance. Zespri, along with Ballance, have teamed up with Surfing for Farmers in Mount Maunganui and Gisborne to support the wellness of the rural community.

Surfboards and wetsuits are provided, and with instructors on hand to coach, you'll be catching waves in no time! Each session is followed by a BBQ back on the beach. For more information find Surfing For Farmers on Facebook.

Surfing for Farmers - Mount Maunganui Where: On the grass opposite Banks Ave When: Every Thursday from 16 January to 16 March

Time: 5.30pm

Surfing for Farmers – Gisborne Where: Midway Surf Club, Gisborne When: Every Tuesday from 14 January to 16 March

Time: 5:00pm





The Women in Kiwifruit (WIK) network aims to connect women in the kiwifruit industry and deliver a platform to build connections, share experiences and provide opportunities to further support the contribution of women in the kiwifruit industry.

Looking ahead to 2020, we'd love to hear your thoughts on the direction the network should take. We invite you to complete a short survey to share your insights.

Please scan this QR code with your mobile phone to access the survey.



www.nzkai.ora.nz

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

European experts share BMSB knowledge



At Plant & Food's Te Puke Research Centre, two European Brown Marmorated Stink Bug (BMSB) experts shared accounts of research that is currently underway in Italy to achieve sustainable control of this invasive pest.



BMSB bite marks on kiwifruit.

KVH staff joined local scientists, growers and other stakeholders at the presentation by Professor Gianfranco Anfora and Dr Anna Eriksson from Fondazione Edmund Mach in Italy.

Their research group has developed a citizen science biosecurity mapping app called 'BugMap' to track the spread and densities of BMSB. The success of 'BugMap' in Italy has led to the adoption of the app by chocolatier Ferrero Rocher in Georgia, a country where these bugs are now affecting hazelnut supply. Their growers can use the app to make reports and see the spread of the pest in real time.

The smartphone app has so far had over 2000 reports from citizens, and because they come in all year round, experts have been able to use the data to create prediction models of future spread which they can share with the public.

Professor Anfora highlighted the impact of BMSB during the presentation, noting there has been rapid spread of the pest in Italy and expected losses as a result are around NZD\$1b for 2019 alone. He noted they are seeing impacts to both gold and green kiwifruit, and he believes gold appears to be more susceptible. In terms of monitoring tools, researchers have been making design improvements to the various traps they use — including a new kind using a wind tunnel effect, which has so far been found to catch 15 times more BMSB than standard sticky base traps with the same lure.

Like New Zealanders, the Italians are very interested in the use of biocontrol, with the Samurai Wasp as the organism of choice. The wasp has been known to parasitize up to 80 percent of BMSB eggs and is highly active all season, making it one of the most promising control options. The Samurai Wasp and other parasitoids have been recently detected in Italy and a very new Italian law now permits the release of exotic antagonists. There is an application underway seeking permission to be able to release the wasp in Italy to help control BMSB populations (in August 2018 the New Zealand horticulture industry welcomed the Environmental Protection Authority's decision allowing the release of the wasp into New Zealand, if ever there was an incursion of the BMSB).

Experience from countries where the invasive BMSB is present is highly valuable to the kiwifruit industry, and New Zealand, in preventing and controlling any potential outbreaks.



Eight young fruit growers vie for title



Top row: Harry, William, Megan, Bryce, Emily. Front row: Melissa, Katherine, Aurora.

- Emily Crum, Orchard Manager, Total Orchard Management Services, Whangarei
- Bryce Morrison, Technical Services and Innovation, Fruition, Tauranga
- Aurora McGee-Thomas, Trainee Orchard Manager, Strathmurray Farms, Tauranga
- Melissa van den Heuvel, Industry Systems Associate, NZ Avocado, Tauranga
- Katherine Bell, Avocado Grower Representative, Trevelyan's, Katikati
- Megan Fox, Orchard Technical Advisor, Southern Cross Horticulture, Tauranga
- William Milsom, Machinery Operations Manager – Oropi Management Services, Oropi
- Harry Singh, Orchard Manager- Prospa Total Orchard Management, Opotiki

A diverse group of young fruit growers have stepped up to compete for the 2020 Bay of Plenty Young Fruit Grower competition. The competition, which also accepts participants from the Northland region, is now in its 13th year of celebrating young and upcoming leaders of the horticulture industry.

2020 competitors span from Katikati to $\bar{O}p\bar{o}tiki$ and also include one entrant from Whangarei. Andrew Dawson, Chair of the

Bay of Plenty Young Fruit Growers Upskilling Committee, says, 'After MC Jackie Clarkes' call last year for more females to compete, it's great to see that five out of the eight contestants are female.'

The competition will take place from 9am to 3pm on Saturday, 8 February at the Te Puke A&P Show and is followed by a gala dinner and awards ceremony on Wednesday 12 February at Trustpower Baypark in Mount Maunganui. The winner of the Bay of Plenty Young Fruit Grower competition goes forward to the national final of the New Zealand Young Fruit Grower on 26-27 August in Wellington.

NZKGI CEO Nikki Johnson explains the importance of the competition. 'Horticultural industries such as kiwifruit are expanding rapidly and we need skilled young people to help lead the industry to meet this demand. The BOP Young Fruit Grower competition is an excellent chance to celebrate and showcase the talent that we have.'

Event organiser Renee Fritchley encourages people to come along to the competition day and gala dinner to support the competitors. 'Both events are exciting to watch', Renee says. 'It's great to see these horticulturalists in action and the competition at the Te Puke A&P Show makes a great day out. The gala dinner is also an entertaining evening and the MC will be Guy Williams.'

For more information and tickets to the gala Dinner visit www.bopyoungfruitgrower.co.nz.

Better BMSB preparedness



Hill Laboratories pricing change for Psa tests







KVH works closely with Zespri, Biosecurity New Zealand and others across the kiwifruit industry to ensure that if BMSB were to arrive and establish here, we would be well prepared for it. This includes taking part in regular training and preparedness sessions, simulation exercises, hosting workshops, and developing joint workplans for how we would manage an incursion and long-term response.

We've recently updated two important documents available on our website to reflect advances in knowledge and international learnings:

- The BMSB Readiness Plan (A) has information about how the kiwifruit industry is ready for a New Zealand incursion.
- The BMSB Readiness Plan (B) has information about long-term management considerations, should BMSB establish in New Zealand.

Both documents are one-pagers that are quick and easy to read. You can view them online at www.kvh.org.nz.

A reminder that Hill Laboratories has advised a price increase for standard Psa tests from 1 February.

Current prices have been in place since 2011, but due to increased operational costs this change is necessary. The cost of Psa testing will move from \$65 to \$85 per sample (+GST). Costs for testing under the Kiwifruit Plant Certification Scheme (KPCS) nursery programme will remain unchanged.

Hill Laboratories kiwifruit Psa testing is carried out on Wednesdays. Make sure your sample arrives before Wednesday morning to be included in the week's testing.







Q&A FROM THE FIELD

I want to bid in the 2020 licence release. I don't have an up-to-date map or I'm unsure of how much licence to bid for to cover my area — what should I do?

You can contact our mapping providers directly on 0800 247 748 to request a private survey at your expense. Zespri strongly advises that you request a map as soon as possible to allow providers to add any additional surveys into their current schedule.

All Zespri approved GPS mapping providers are listed on the Canopy website: Canopy > Growing Kiwifruit > Zespri® Variety Licences > GPS Mapping & Audits > GPS Mapping Providers.

Why is it so important to know the exact area that I'm bidding for?

Every successful bidder will be audited after grafting has taken place to ensure that you've grafted to your licensed area. In the event that you're found to be overplanted, you'll be subject to Zespri's unauthorised planting policy. Further details can be found on the Canopy website: Canopy>Growing Kiwifruit>Zespri Variety Licences>GPS Mapping & Audits>Unauthorised Plantings.

What if my blocks have been surveyed as 'posts only' on my current map?

Any blocks surveyed as 'posts only' are subject to increase once overhang has been taken into account. Please call the Zespri Licence Team on 0800 155 355 if you'd like more information on this or would like to discuss your current map.

Have you seen Tropical Army Worm on your orchard?

Late summer is when we usually see evidence that Tropical Army Worm is on the move in kiwifruit orchards. These destructive pests can cause massive damage to vines and fruit in a matter of days. We strongly encourage you to walk through your blocks and check for any damage to fruit or leaves, or even damage to the sward. If you see any on your orchard, contact the Crop Protection team by phoning 021 182 2343 or emailing spraydiary@zespri.com as soon as possible. They'll be able to provide you with pest control recommendations.



Roadshows and grower questions

Zespri does three rounds of grower roadshows each year to update growers on the season and the market, and to cover off other industry issues and relevant seasonal topics.

It's also a chance for growers to ask questions on any topic of interest to them. We recognise that we can't cover all topics in a roadshow and the format makes it sometimes hard to answer all questions for growers — this is why there are multiple forums and channels for growers to ask Zespri questions that are on their mind. answer it, they can do so by emailing it through to contact.canopy@zespri.com, along with the roadshow they're attending (so we can answer it on the day). As always, growers don't have to wait until a roadshow to ask a question. The Grower Support Services Team, Grower Liaison Managers and through the 'contact us' function on the Industry Portal are all options available to ask questions. If needed, growers can also arrange for Zespri representatives to come out to their orchard and meet up to discuss any issues they may have. Will growers get a chance to have a look at Zespri Red growing in their regions?

Yes, the Zespri Grower Liaison Team will be hosting regional field days to give all growers an opportunity to look at Zespri Red trial blocks. See page one of *Kiwiflier* for further information on these field days and how to register.

I received an email from GPS-it confirming that they want to come and audit my property – what do I need to do next?

After reading the email you will be asked to confirm if your grafting has taken place. This is a required action, if you do not select either of the two options GPS-it will not be able to schedule your audit. This could delay the audit date and you may not receive your audit when needed. If grafting has been completed please select the green 'Grafting Completed' box. If you have not yet completed grafting select the red 'Grafting NOT Completed' box. A further step is required by replying to the email stating the date that grafting is expected to be completed by. Below is an example of the email sent.

Action required: please confirm that all your licensed area has been grafted by clicking 'Grafting Completed' below.

Grafting completed	Click here
If you have not grafted yet, <u>please select</u> 'Grafting NOT Completed' below and reply to advising the date you expect grafting to be completed.	this email

← Click here

How can I find out who my Grower Liaison Manager is?

There are a couple of ways — you can call the Grower Support Services Team on 0800 155 355 and they'll advise you of your Grower Liaison Manager's (GLM) name and number, or alternatively you can log onto the Canopy website and go to the Zespri Industry Portal under the 'Orchards' section of your details. If you have multiple orchards in different regions then you may have a different GLM for each orchard. The GLM for each orchard will be displayed in the 'General Information' section and it will list your GLM's name and phone number for your convenience.

GENERAL	S PRODUCTION	LICENCES	BLOCKS	REQUESTS	DOCUMENTS	
General Information						
KPIN			Leased		No	
Orchard Name	GREAT KIWI ORCHARD		Address		123 KJW TE PUKE	IFRUIT STREET
Landowner	KIWI FAMILY TRUST	KIWI FAMILY TRUST				Blocks 13, 19, 20, 21, 22, 23, and 24 have incomplete structure. The area is subject to change once structure has been completed.
Primary Contact BOB KIWI			Access		incomple to chang	
KPIN Registration Preference	PORTAL				complete	ed.
Grower Liaison Manager	Casie Rudnicki					
GLM Phone Number	+64272712695					

Volunteers needed for on-orchard cost survey



Each year, Zespri collates on-orchard costs from a variety of orchards. All on orchard costs remain confidential and are used to calculate averages for reporting and benchmarking, and to spot trends. This year, all on-orchard costs provided will go in the draw to win a \$500 travel voucher.

However, if a grower has a question that they'd like to raise at a roadshow, and want to ask it beforehand to give the Zespri representatives time to gather any information needed to be able to



We realise completing surveys takes precious time out of your day, and for this survey, cost details need to be gathered to complete. Bank managers, accountants and MYOB are great resources for gathering this information. To show appreciation for your time, we'll be placing all participants into a draw to win a **\$500** travel voucher. For the first time this year we'll also be providing a one page insight to all individuals who complete the survey, which will benchmark your orchard against the national average.

Again, all individual figures provided by orchards remain confidential and are used to calculate averages for reporting, benchmarking, and most importantly, understanding and potentially predicting trends. It's important to highlight that only these averages are distributed.

There are several ways you can complete the on-orchard costs online survey — you can scan the QR code above or contact Roxy Carlin (via phone on 0272062814 or email at roxy.carlin@zespri.com) for a hard copy of the excel spreadsheet.

To be in the draw for the travel vouchers, you must enter all costs by **14 February 2020.**

If you have any questions, please contact Roxy Carlin via the contact details above.



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

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