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RELEASE



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IN SUPERMARKETS



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UPDATE

## COVID-19 UPDATE

Update from Dan Mathieson and Bruce Cameron

On behalf of our team at Zespri we'd like to acknowledge what has been a tremendous effort from everyone across the industry to respond to the challenge posed by COVID-19.

We recognise that this is in an unprecedented situation and like much of the rest of the world we are having to react based on the best information available and with the knowledge that things are changing rapidly.

The situation has shown our industry's collective strength and ability to adapt to meet challenges head on.

We are confident that our industry is well placed to manage the impacts of COVID-19 and come through this challenge just as well as we can.

We must remain focused on keeping connected and you'll be hearing a lot from us to help ensure that. We encourage you to get touch with us too, whether directly or through the GLMS or the Contact Centre.

**Please note:** Due to printing and logistics restrictions during this lockdown period, we will not be printing and posting a copy of Kiwiflier to growers this month. Kiwiflier will be sent via email and available online only.

### COVID-19 RESOURCES

Zespri has put in place a series of regular updates re COVID-19.

Our weekly correspondence on Fridays will include updates on shipping, sales and marketing and supply chain, while we are also posting submit numbers daily on Canopy here <https://canopy.zespri.com/EN/industry/news/Pages/Industry-Daily-Submit-Report.aspx>.

A reminder that there is also range of information for growers available on Canopy here <https://canopy.zespri.com/EN/industry/news/Pages/COVID-19-Updates.aspx>.

The Government's COVID-19 page can be accessed here <https://covid19.govt.nz/>.

NZKGI also has a range of COVID-19 information on their webpage which is regularly updated and can be found here <https://www.nzkgi.org.nz/what-we-do/communications-adverse-events/coronavirus-information/#content>. This includes a template for travel permits.

A reminder too that we will be holding an online update from Zespri's CEO Dan Mathieson, Michael Jiang – Executive Officer Greater China and Ichiro Anzai – Executive Officer Asia Pacific on Thursday 9 April, which will include a market update and Q&A session. This will be followed by another on Thursday 30 April which will include an update from Europe.

On April 14 there will also be a market update and revisit of the OGR ranges published on March 18 to update the ranges following the start of the selling season.

### COVID-19 FAQs

#### What is Zespri doing to meet the COVID-19 protocols?

Our focus continues to be the health and wellbeing of our people. Zespri offices around the world have been impacted by the outbreak, and we are continuing to follow the advice of local authorities as well as expert health and safety and risk advisors. This has included closing offices over the course of the outbreak, in response to efforts by governments to prevent the spread. We have also previously taken measures such as restricting all staff travel, making sure those staff who have travelled overseas are self-isolating, implementing enhanced hygiene practices across the industry and cancelling meetings and our Tours and Events programme. We are also working alongside industry on enhanced hygiene practices.

#### How has COVID-19 affected Zespri operations?

Zespri is focused on trying to deliver the New Zealand season as planned. The Government has confirmed that as a food producer, our supply chain is an essential service, and will continue to operate, albeit with strict hygiene requirements. Our team and the wider industry is working hard to deliver fruit from our New Zealand season to consumers. Attracting enough workers will remain a challenge but we have a range of initiatives in place to try and attract enough people to fill jobs in the industry, including those whose regular jobs have been affected by the outbreak.

#### How confident are you that you can get your fruit to market?

We're seeing strong demand in our key markets for fresh, healthy fruit like kiwifruit with fruit now arriving in Japan and China. As an essential service, our New Zealand operations are continuing under strict New Zealand Government guidelines. While there are ongoing challenges, all ports in Japan, Korea and Europe are functioning and have labour available, as is the terminal we're using in China. We are continuing to plan for a range of contingencies.

#### What is the advice from the Government on Alert Level 4?

This advice can be found [here](#). It includes asking New Zealanders outside of essential services to stay at home and stopping interactions with those outside their households. Essential businesses including the kiwifruit supply chain will continue under Alert Level 4, however all work must be undertaken under strict Government guidelines and enhanced hygiene practices. Zespri's priority remains the safety and wellbeing of our people and our communities. Our people have the ability to continue to operate remotely and most will do so. As an essential service, there will be some exceptions for people who need to come to the office to carry out business critical tasks to help deliver the season. Others will work either remotely or at places like ports and post-harvest facilities to support the successful delivery of the season and the ongoing running of the Zespri business. Strict hygiene requirements will be in place.

#### What does COVID-19 mean for growers?

Under the current New Zealand COVID-19 Alert Level, as food producers, growers and packhouses can continue to operate under strict Government rules and are following enhanced hygiene practices. We remain committed to

safely delivering the season as close to plan as possible to ensure we minimise any impact on grower returns, jobs and communities. All growers must follow these strict protocols and ensure any contractors including harvest workers are also meeting the current requirements. We expect growers to closely monitor any activity on their orchards (while maintaining appropriate distance).

#### We've seen a labour shortage for the last few harvests, will COVID-19 further affect this shortage?

Zespri is working with NZKGI to support their labour attraction strategy. We're focused on ensuring we attract enough workers to help safely pick and pack here in New Zealand, and we're in talks with local businesses and workers whose jobs are affected by the outbreak to help place them in jobs in the industry. We know there's strong demand for fresh healthy fruit like ours so the industry is continuing to work hard to ensure we're safely getting our healthy fruit to market and into our customers' hands, as well as providing jobs to those who need them. If you know someone, based in New Zealand, who is looking for work at this time please contact NZKGI on +64 7 574 7139 or [employment@nzkgi.org.nz](mailto:employment@nzkgi.org.nz).

#### How can you keep the fruit safe?

Official agencies such as the WHO, FDA, EFSA, and MPI, agree there is no evidence of COVID-19 being transmitted on fresh produce. Like everyone else, we follow the official advice on this and will act accordingly to protect our people. Our industry takes food safety incredibly seriously and we have robust food safety procedures in place. The industry is also receiving regular updates on COVID-19 developments and the preventative measures that we can continue to take.

#### What happens if a worker tests positive for COVID-19 within the supply chain?

Official agencies such as the WHO, FDA, EFSA, and MPI, agree there is no evidence of COVID-19 being transmitted on fresh produce. If a worker tests positive, like everyone else, we will follow all official advice should this occur and act accordingly. The industry is aware of the need to be extra vigilant with hygiene and there are additional measures in place to mitigate the threat of COVID-19. All growers must follow strict protocols and ensure any contractors including harvest workers are also meeting current requirements. We expect growers to closely monitor any activity on their orchards (while maintaining appropriate distance). In the unlikely event a worker tests positive, we have a range of steps we'll take including isolating the worker and assisting the authorities with any necessary follow-up steps including contact-tracing.

#### Are you taking any additional steps within the supply chain to protect the fruit?

Yes. While we take food safety incredibly seriously and have robust food safety procedures in place, the industry is enforcing enhanced hygiene requirements from orchards right through the supply chain based on advice from the Ministry of Health. We're operating under strict Government guidelines. All growers must follow these strict protocols and ensure any contractors including harvest workers are also meeting the current requirements. We expect growers to closely monitor any activity on their orchards (while maintaining appropriate distance).

## CHANGES TO MATURITY TESTING PROCESS AND GROWER PAYMENT SYSTEM

There have been problems in the processing and reporting of samples at Eurofins and these issues are unlikely to be resolved in the short term. As a result of this, the Industry Advisory Council and Zespri Board have agreed to significant changes to the industry's standard process to determine maturity area clearance to harvest and to the Zespri Taste Programme. The changes recognise the extraordinary challenges of COVID-19 and the need for the industry to keep operating as an essential business.

Bruce Cameron, Zespri Chair, says we must also keep in mind that the need to do everything we can to keep operating has to be second to the need to protect people in the industry and the wider New Zealand public. We recognise the significance of these changes and the fact they will impact

in different ways across the industry. The reality is this is one of many changes forced upon us over the course of this crisis and we may yet have more unforeseen changes to make.

"Fortunately, we can make the decision with confidence in our ability to again deliver a high quality, great tasting crop due to excellent vine management and a fantastic growing season that has ensured another high-taste year. The Zespri Taste Programme will return next year as it is a cornerstone of our success as an industry."

The detail of these revised processes can be seen on the Canopy, via <https://canopy.zespri.com/EN/industry/news/Pages/Maturity-Testing-changes-2020.aspx>.



# ZESPRI’S FIRST SHIPMENTS BEGIN ARRIVING IN MARKET

The Baltic Pearl has arrived in Tokyo with 1 million trays of SunGold on board. This is first of a planned 47 charter vessels carrying new season Zespri Kiwifruit to offshore consumers.

We’re pleased to report that the unloading process has gone very smoothly with the only notable change being temperature checks on staff.

What’s incredibly encouraging is the demand for our fruit in Japan, with shelf space committed for Zespri product, and demand signals in all of our major markets very strong.

Our first charter shipment has also arrived in China, and others are on the way to Europe with all other markets also having container shipments in transit. At the end of last week we had shipped 9.8 million trays year to date, compared to 5.3m trays at the same point last year, so we’re tracking very well.

Blair Hamill, Chief Global Supply Officer, said this season we’re expecting to supply around 155 million trays, or around 600,000 tonnes, of our premium Zespri Kiwifruit to our consumers across the world.

“Our latest estimates show we’re on track to supply over 80 million trays of SunGold, and around 70 million trays of Green this year.

“That’s up from around 74 million trays of SunGold and 73 million trays of Green last year, which marked the first time we’ve supplied more SunGold to the markets.”

Mr Hamill says in total, Zespri expects to send over 18,500 containers of kiwifruit and 47 charter vessels this season, with four sailings to North Europe, 11 to Zespri’s Mediterranean markets and 32 to Asia.

We still have no market access issues at this stage and ports are operational. There is some risk around the reduced capacity of in-market trucking, which Zespri is monitoring closely.

Retailers remain open but under some restrictions like those on the number of consumers in store at any time and on sampling and in-store promotional activity in some markets. Our teams are planning around this to ensure the Zespri brand and product information are still being seen by consumers.

Overall the unloading of our first ship is great to see. It’s an important milestone for us this year as we focus on delivering our biggest ever crop to consumers around the world to meet high demand while navigating the challenges posed by COVID-19.



The Baltic Pearl arriving in Tokyo

# ZESPRI SEEKING EXPRESSIONS OF INTEREST FOR PRE-COMMERCIAL TRIALS

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

If new trialists are needed, growers are selected based on specific criteria including the location and quality of the site, and the ability for the site to develop canopy and deliver high fruit yields in the shortest possible time following grafting.

The process shouldn’t be confused with commercial variety licences. Expressions of interest forms will be available on the Canopy from 1 April, or by calling the Zespri Grower Contact Centre on 0800 155 355. Any queries can be directed to your Grower Liaison Manager or Growers Services Coordinator, Rachel Dovaston, via email at [rachel.dovaston@zespri.com](mailto:rachel.dovaston@zespri.com).

# UPDATED TIMELINE FOR THE 2020 SUNGOLD AND ZESPRI RED LICENCE RELEASE

Given the uncertainty growers are facing in this current and ever-changing environment, Zespri recognises the need for the industry wanting to have a better understanding on how the market and supply chain is performing this season before making bidding decisions in this release.

With this in mind, the timeline of the licence application has been reviewed and has been delayed by three weeks. The application window will now open on 24 April 2020. This is to recognise and consider the impact of the COVID-19 restrictions whilst not affecting the upcoming grafting window that successful bidders may need to utilise.

Zespri has also considered how applications will be completed, given the current movement restrictions in place. We are working on finalising this with Cooney Lees Morgan, but it has been agreed that the application process will now be electronic. More communications will be sent out in the coming weeks on the process. We are also working through other implications of proceeding with the licence release in the new business environment, and will provide further updates as necessary if there are other changes required to the licence release process.

Please refer to the licence release page on Canopy for updated information: <https://canopy.zespri.com/EN/grow/licensing/releaseandallocation/Pages/default.aspx>

The timetable below now shows the revised dates. This relates to the following licence variety releases, all of which will continue to be run at the same time:

- 700 hectares of Conventional SunGold licence;
- 50 hectares of Organic SunGold licence; and
- 150 hectares of Zespri Red licence.

## Licence allocation timeline for SunGold, Organic SunGold and Zespri Red:

Date	Action
6 March	SunGold and Zespri Red Licence Application Overview and Rules published
24 April	Application window opens for SunGold and Zespri Red
8 May	Closing date for bids – Applications <b>must</b> be received by Cooney Lees Morgan prior to 5pm
29 May	Pre-validation and collation of all bids completed by Cooney Lees Morgan
Week of 1 June	2020 Evaluation Panel makes decisions regarding allocation of licences. Successful bidders notified as soon as possible thereafter (estimated 4 June onwards)
4 June onwards	At least three days’ notice will be given by email to successful bidders so that they have time to arrange payment of their deposits by Electronic Funds Transfer (EFT)
1 July onwards	Licence packs distributed to successful bidders
20 July	Deadline for paying settlement monies and meeting all other settlement requirements

**Note:** The above dates are indicative and may be subject to change at Zespri’s sole discretion.

Successful bidders will be notified via email from 4 June onwards (after the Evaluation Panel meets). From the date of notification via email, growers will have at least three working days to arrange the deposit of funds to the Cooney Lees Morgan Trust account. The due date for payment will be clearly specified on the bidder’s successful email notification.

## New payment procedures

**Include GST:** Your bid price per hectare **must include GST** and be shown to two decimal places.

The following documents are available online at: <https://canopy.zespri.com/EN/grow/licensing/releaseandallocation/Pages/default.aspx>:

- Licence Application Overview and Rules (LAOR) for SunGold
- LAOR for Organic SunGold
- LAOR for Zespri Red
- Zespri Red19 New Variety Information Guide
- Sample licences for SunGold, Organic SunGold and Zespri Red
- Various supplemental information including FAQs
- Amendments to various LAORs due to COVID-19 (coming soon).

## A summary of 2020 SunGold licence rules consist of:

- Total hectares being released is 700

- No minimum bid area
- Maximum bid area of 30 hectares per bidding entity
- Every successful bid is valid and cannot be withdrawn based on price or success/failure of any other bid (including Zespri Red bids or Organic bids)
- Grafting deadline - Use it or Lose it 31 January 2022.

## A summary of 2020 SunGold Organic licence rules consist of:

- Total hectares being released is 50
- Minimum bid area of 1.00 hectares (some exceptions apply)
- Maximum bid area of 10.00 hectares
- Every successful bid is valid and cannot be withdrawn based on price or success/failure of any other bid (Zespri Red bids or Conventional SunGold bids)
- Grafting deadline - Use it or Lose it 31 January 2022.

## A summary of 2020 Zespri Red licence rules consist of:

- Total hectares being released is 150
- Minimum bid area of 0.50 hectares (some exceptions apply)
- Maximum bid area of 5.00 hectares
- Every successful bid is valid and cannot be withdrawn based on price or success/failure of any other bid (including SunGold bids)
- Grafting deadline - Use it or Lose it 31 January 2022.

Anyone intending to bid for any Zespri variety licence is required to undertake full due diligence and inform themselves of the various published documents regarding this variety, and is encouraged to seek independent legal advice.

## Risks related to COVID-19

The recent global outbreak of the COVID-19 virus is having a dramatic impact across all sectors of the global economy, including fresh fruit production, processing, supply chains and markets. Licences allocated to successful bidders in 2020 will not come into production until 2022 onwards, by which time the impact of COVID-19 may have partly or fully abated. However, bidders for 2020 licence allocations should keep in mind the risks related to COVID-19 that may have impacts that endure for a longer period of time. These risks include, but are not limited to:

- Supply failure due to picking and packing labour shortages as a result of Government restrictions on business operations and the movement of people and/or illness from COVID-19
- Business interruption throughout the supply chain that may slow or prevent fruit from getting to some or all markets and to consumers
- Lower pricing for fruit in some or all markets due to prolonged economic recession
- Increased credit risk as a result of financial instability of customers
- Large and unexpected movements in foreign exchange rates.

Bidders should also carefully consider their own current financial situation in light of the above risks, and whether they will be in a position to pay the licence price bid in full and on time. Bidders who are unable to settle in full and on time due as a result of COVID-19 impacts on their financial position (or for any other reason) and found to have not met will be in breach of their obligations under the Licence Allocation Rules, and as such Zespri may revoke the licence allocated and disqualify the bidder from participation in future licence releases.

## Zespri Red budwood availability:

There is currently no certified Psa-free source of Zespri Red budwood, with all vines of Zespri Red located in Psa-positive regions. In accordance with Kiwifruit Vine Health (KVH) budwood movement protocols, the exclusion areas of the Far North and South Island and Whangārei (containment area) and Psa not-detected orchards in all regions, cannot currently (as of March 2020) obtain budwood for this variety.

This may change in the future, which would then allow the above currently excluded areas the opportunity to grow Zespri Red. Any changes to the movement of Zespri Red budwood will be communicated to growers if and/or when it happens. It will be at a grower’s own risk if tendering for this variety and being unable to plant prior to the grafting timeline (due to inability to obtain budwood). If growers have questions about the containment area or for a map detailing the areas of exclusion in the far north region, please visit [kvh.org.nz/vdb/document/104333](http://kvh.org.nz/vdb/document/104333) or call KVH on 0800 665 825.

Government restrictions on business operations and the movement of people may also inhibit Zespri’s ability to supply and/or successful bidders to collect Zespri Red budwood and SunGold for those bidders who request Zespri budwood. This may prevent successful bidders from planting/grafting their allocations in 2020.

Please visit the KVH website ([kvh.org.nz/](http://kvh.org.nz/)) for any updates to budwood movement protocols or call the Grower Support Services team on 0800 155 355 if you have any questions regarding the licence release.





# FROM THE MARKETS



## New Zealand

Following the unveiling of our new brand vision and identity, we're now excited to introduce our redefined Class 2 sub-brand **Zespri Vita**.

Zespri Vita sits within our well-defined brand architecture. This ensures that each of our products has a distinctive positioning to meet different needs, yet still feels part of the Zespri family.

Like our masterbrand, the design of the new Class 2 brand identity has gone through a lot of craft and science to ensure we deliver on recognisability to build Zespri Vita brand awareness. It also give us distinct positioning to better connect with our consumers.

Here's our Zespri Vita story...

**We are grown from the land, ripened by the sun and hand-picked with care. That's us. Delicious inside, but uniquely distinct on the outside, just like most families. Coming in different shapes and sizes, we're proud to bring to our consumers our irresistible natural goodness, from our family of growers to theirs.**

**So cheers to our irresistible future, from our family to yours!**

Our Class 2 range Green and SunGold is mainly exported to South America and South Africa, and will also be available in the New Zealand market. Transport packs, fruit labels, consumer pre-packs and all marketing collateral will transition to the fresh new Zespri Vita look from the start of the 2020 kiwifruit season.

**USA TODAY**  
New Custom-designed Packaging Developed to Grab Shopper Attention  
Feb 25, 2020 | 24-7 Press Release

New Display Bin Prominently Features Custom Packaging to Increase Sales in Store

NEWPORT BEACH, CA, February 25, 2020 /24-7PressRelease/ — Zespri will debut its new packaging at the Southeast Produce Council February 27th – 29th at the Tampa Convention Center in Tampa, Florida. The unique 1-lb. package is designed vertically and showcases the SunGold kiwifruit. The packaging is a custom, proprietary clamshell designed only for Zespri. The vertical design has visual stopping power developed to grab shopper attention and drive incremental sales at the store level.

**THE PRODUCE NEWS**  
Zespri increasing sales with custom packaging

Zespri will debut its new packaging at the Southeast Produce Council Feb. 27-29 at the Tampa Convention Center in Tampa, FL. The unique one-pound package is designed vertically and showcases the SunGold Kiwifruit. The packaging is a custom, proprietary clamshell designed only for Zespri. The vertical design has visual stopping power developed to grab shopper attention and drive incremental sales at the store level.

**Fresh Plaza**  
Special Southern Exposure

**New custom-designed kiwi packaging: 100% recycled two-piece clamshell**  
Zespri will debut its new packaging at the Southeast Produce Council February 27th – 29th at the Tampa Convention Center in Tampa, Florida. The unique 1-lb. package is...

**The Packer**  
Zespri to unveil new packaging at Southern Exposure

Zespri will show off a new proprietary clamshell pack for its SunGold kiwifruit at the Feb. 27-29 Southeast Produce Council's Southern Exposure 2020 show in Tampa, Fla.

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**PACKAGING**

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## North America

Zespri North America is thrilled to announce the launch of new sustainable packaging. In an effort to increase stopping and closing power in-store, drive cost efficiencies, and reduce our packaging footprint, the North America team has partnered with a local manufacturer to create new packaging.

Made from 100 percent recycled material, the fully recyclable design uses eight percent less plastic compared to our previous packs. All plastic packs will include our embossed Zespri logo to reinforce the Zespri brand, allowing us to remove our printed label. By omitting the label and adding the embossed logo, the packaging becomes 100 percent recyclable.

Our one pound SunGold pack has a unique shape and stackable design that will stand out in the fresh produce department, differentiating us from competitors in the fruit bowl. The new design, alongside our new graphics, better reflects who we are as a company today and our desire to stand out by being bold, playfully unexpected and real.

The North America team debuted the new pack at the Southeast Produce Council's 'Southern Exposure' trade show in Tampa, Florida. This was the first trade show of the year, drawing a wide audience of retailers and suppliers from across the country.



# ZESPRI IN THE COMMUNITY

## Zespri Young and Healthy Virtual Adventure

We were proud to join sporting elites Ardie Savea and Amelianne Ekenasio to kick off the official launch of the Zespri Young and Healthy Virtual Adventure at Lyall Bay School. Over the next month, we'll be sending out targeted information to schools in our growing regions, encouraging them to sign up to the challenge.

The programme is aimed at encouraging primary children and their families to eat better, exercise more and to lead more environmentally conscious lives. The challenge starts in term four this year and we're excited about the positive benefits a programme like this will bring.



Ardie Savea and Amelianne Ekenasio with Zespri's Amy Porter, Lauren Wallis and Hiraina Tangiora, founder of the Young and Healthy Trust Kim Harvey, and ASICS's Jason Niles at the launch at Lyall Bay School.

## Zespri Intermediate Lifeguard School

The Zespri Intermediate Lifeguard School provides junior lifeguards with the skills and knowledge to further develop as lifeguards. 17 candidates, four mentors and five instructors from across the Eastern Region took part in the 2020 Zespri Intermediate Lifeguard School held at Whangamata Surf Life Saving Club last month. The school is a combination of theory and practical based sessions aimed at enhancing the candidate's learning through a variety of situations. Delivered over two days, it's a great opportunity for junior lifeguards to become more confident and capable. Always a key highlight of the programme are visits from the Coastguard and Fire Service, the Rock Rescue Module and the very real 'Patrol Scenarios'.

Zespri is proud to be the Primary Regional Partner for Surf Life Saving New Zealand in the Bay of Plenty, Coromandel and Gisborne. Keeping the beaches safe for everyone to enjoy is our way of saying thank you to the communities who have helped build our company's success. Our support of the Zespri Intermediate Lifeguard School means our lifeguards spend less time fundraising and more time saving hundreds of lives a year in our region and providing a vital service to the families who live and work here.



Photo Credit - Jacque Russell



# MOMENTUM 2020: IN REVIEW

With around 700 people present, this was our largest ever Momentum Conference and demonstrates the strength of our industry and our desire to innovate.

It was great to share our refreshed brand and sustainability commitments with you all, which we know is going to set us up for our next phase of growth, which we know is going to support us through the challenges ahead.

Highlights included first-class keynotes and panels on consumer trends, brand and sustainability. Delegates also enjoyed building bikes and potting planter boxes to donate to our community, and an incredible series of workshops related to the conference's overall themes of brand and sustainability (covering a raft of topics from packaging and technology to the BMSB and food safety).

The bicycles and planter boxes crafted by delegates on day two were proudly donated to the local Tauranga community. Being part of our local community is so important and fostering whanaungatanga is one way we can play a part in providing personal connections for others. We asked the teachers and tamariki from Gwen Rogers Kindergarten if they would help us deliver the plants and Malyon House residents were delighted to be joined by 33 four year-olds at morning tea. As the children chatted to the elderly residents, sharing stories and smiles, it was clear that through personal connections we thrive as a society.

Your handmade gifts were also warmly received by Te Manu Toroa, Good Neighbour, Malyon House, Gate Pa Primary School and Street Kai.



# MAKING A DIFFERENCE

Sustainability was a central focus at this year's Momentum Conference, and with the help of our partners we were able to:

- Measure and offset 120 percent of the greenhouse gas emissions released in hosting our event
- Ensure no disposable cups were used for coffee or water
- Reduce waste on delegate give-aways, opting for reusable tumblers and steering away from pre-filled bags
- Mitigate waste – keeping 79.8 percent of disposed materials from landfill

Zespri worked closely with Ekos to deliver a climate positive Momentum conference. This certification means that the greenhouse

gas emissions released in hosting the event will be offset. This measurement includes the travel and accommodation emissions of our presenters and participants, as well as any emissions created by electricity, fuels and waste.

By offsetting the event, we will be supporting projects that grow and protect indigenous forests in New Zealand and the Pacific Islands and help to deliver climate resilience, waterways protection, erosion control, biodiversity conservation and community economic development.



## ZESPRI RED BACK IN NEW ZEALAND SUPERMARKETS

While the COVID-19 situation remains challenging, our New Zealand and Singapore teams will see Zespri Red back on the shelves of their local supermarkets. The harvest was slightly earlier this year after our hot and dry summer, but consumers can expect another delicious crop of Red.

Alongside New Zealand and Singaporean consumers, Japanese consumers will also be given the opportunity to try Zespri Red this season after commercial trials were extended. With its beautiful red core and



tempting berry flavours, we can't wait for more people to try Zespri Red this year. If you do have the chance to try Zespri Red, we would love your feedback. You can send this through to [contact.canopy@zespri.com](mailto:contact.canopy@zespri.com).

# EAST COAST BALLANCE FARM ENVIRONMENT AWARDS

Congratulations to Michael, Mandy, Richard and Jenny Loffler of the Loffler Partnership who participated in the East Coast Ballance Farm Environment Awards as finalists on 4 March.

Mike and Mandy Loffler have leased their 320 hectares of sheep, beef, kiwifruit and citrus property at Whangara on the Gisborne coast from the Loffler Family Trust for the past seven years. Mike is the fourth generation on the family farm at Whangara, having taken over from his parents Richard and Jenny. This year, the Lofflers will celebrate 100 years of generational farming.

"It's an honour and privilege to farm here, and we love every minute of it," says Mike.

At the awards evening, the Loffler Partnership was awarded the Norwood Agri-Business Management Award and the WaterForce Wise with Water Award.

The Regional Supreme Winner for the evening

was Central Hawke's Bay sheep, beef and deer farmers Evan and Linda Potter. The eleven regional winners will be profiled at the Awards' National Sustainability Showcase in Wellington on Thursday 4 June, with each in the running for the Gordon Stephenson Trophy.



Richard, Jennifer, Mandy and Michael Loffler accepting their award.

# FIVE YEAR OUTLOOK PUBLISHED

Zespri's latest Outlook document, providing a summary of our rolling five-year plan, was published earlier this month.

This edition covers 2019/20-2024/25. It provides a snapshot of how our medium-term strategy will be implemented by category and sets out the challenges and opportunities ahead.

The Outlook is a key document for our industry. It sets out our industry context in terms of opportunities and risks. It provides an outlook for each of our kiwifruit categories. This edition also provides a view of our corporate outlook and a look ahead to opportunities beyond 20205.

A take-away quote from the Outlook: "We are in a period of strong demand creation and several factors underlie our confidence. Zespri has developed good quality demand through market development, brand

and category growth – underpinned by high quality Green, the popularity of SunGold, and strong sales and marketing. A focus on taste and quality, underpinned by a meaningful and recognisable brand, helps to place us ahead of the competition."

You can read the full document online at [zespripublications.co.nz/5-year-outlook/](https://zespripublications.co.nz/5-year-outlook/).





2019/20 PROGRESS PAYMENTS FOR APRIL

CLASS 1 - APPROVED PROGRESS PAYMENT 15 APRIL 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 Gold3 & Organic Gold3	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	No supply
Zespri Green14	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10

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

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

FINANCIAL COMMENTARY

**Progress payments**

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

Sizes will not receive a progress payment where the percentage of total fruit and service payments paid to date are higher than the other sizes in the same pool.

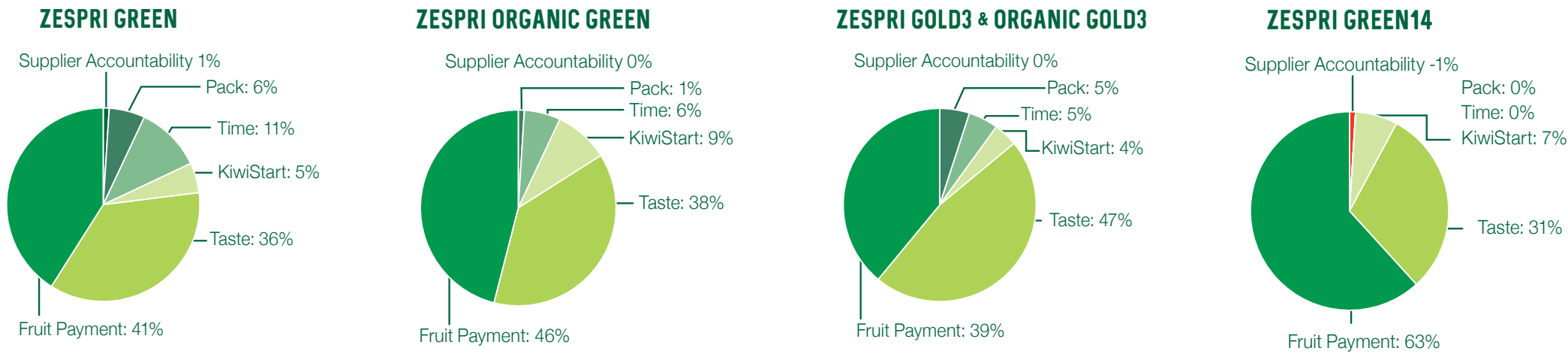
**April 2020 approved progress payments on Net Submit trays**

Approved per tray progress payments for 15 April 2020:

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

2019/20 SEASON GROWER PAYMENT PORTIONS—TOTAL FRUIT AND SERVICE PAYMENTS

2019/20 February forecast



SHARE BRIEFS

As at 25 March 2020 the last Zespri share price trade was \$7.90 traded on 24 March 2020. There were three buyers at \$7.80, \$7.75 and \$7.65. There were five sellers at \$8.15, \$8.48, \$8.54, \$8.60 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 **25 March 2020**.

Quote Line at Wednesday 25 March as at 8.20am						
Code	Bid (\$)	Offer (\$)	Last (\$)	High (\$)	Low (\$)	Volume
ZGL	7.800	8.150	7.900	0.000	0.000	0

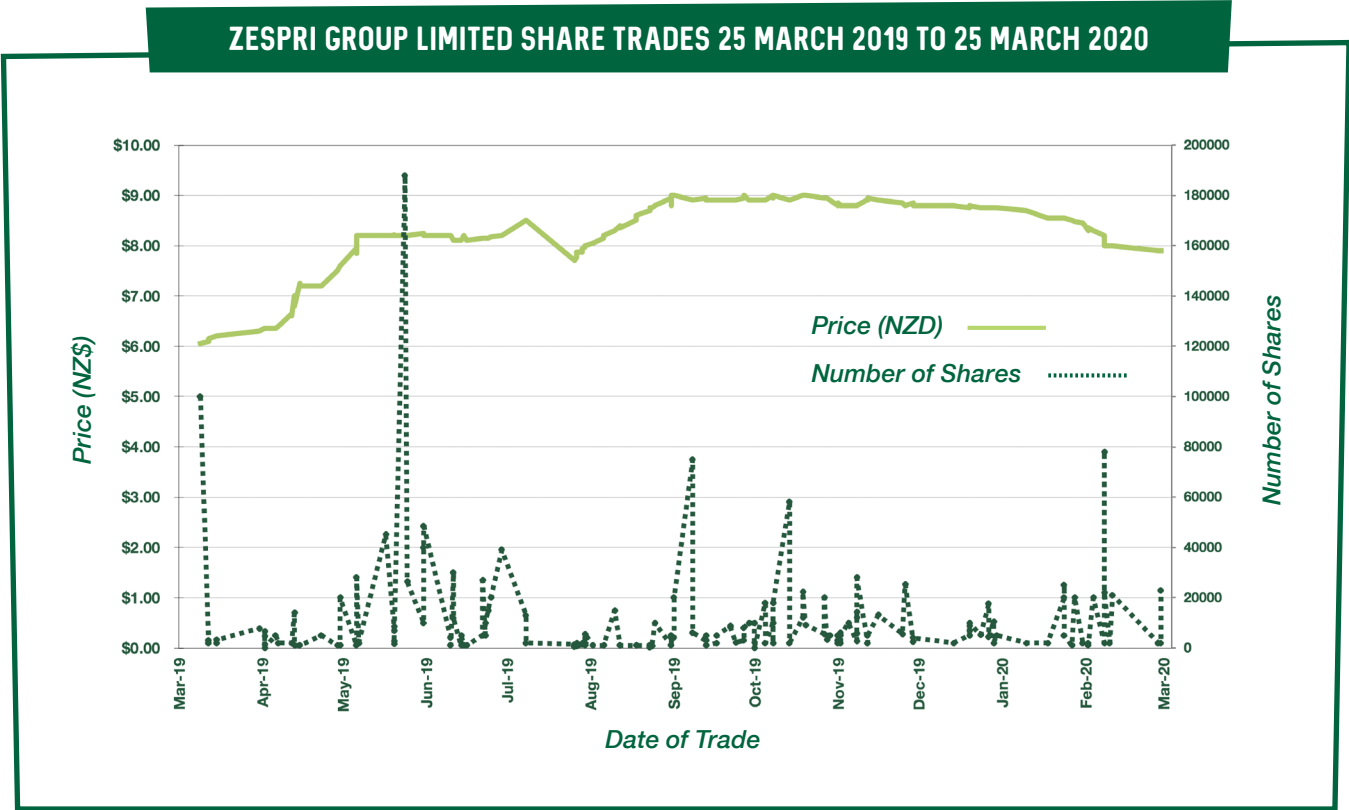
Market Depth					
BIDS			OFFERS		
Orders	Quantity	Price (\$)	Price (\$)	Quantity	Orders
1	25,000	7.800	8.150	2,000	1
1	2,000	7.750	8.480	5,000	1
1	2,000	7.650	8.540	10,000	1
			8.600	10,157	1
			9.200	50,000	1

Last 10 Trades			
Date/Time	Quantity	Price (\$)	Value (\$)
24/03/20	23,000	\$7.90	181,700.000
24/03/20	2,000	\$7.90	15,800.000
23/03/20	2,000	\$7.90	15,800.000
6/03/20	21,000	\$8.00	168,000.000
5/03/20	2,000	\$8.00	16,000.000
3/03/20	22,000	\$8.00	176,000.000
3/03/20	78,000	\$8.00	624,000.000
3/03/20	2,000	\$8.20	16,400.000
28/02/20	20,000	\$8.30	166,000.000
26/02/20	1,000	\$8.30	8,300.000

**Director share trading**

For the month of March (as at 25 March), 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 *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 MARCH								
 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	\$0.00	\$0.39	\$0.73		\$3.64	36%
Aug-19		\$0.16	\$0.23	\$0.65	\$0.05		\$4.72	47%
Sep-19		\$0.20	\$0.00	\$0.96	\$0.05		\$5.93	59%
Oct-19		\$0.40	\$0.30	\$0.54	\$0.03		\$7.20	72%
Nov-19		\$0.34	\$0.02	\$0.88	\$0.07		\$8.51	85%
Dec-19		\$0.24	\$0.03	\$0.11	\$0.27		\$9.16	92%
Jan-20			\$0.03			\$0.10	\$9.30	93%
Feb-20		\$0.00		\$0.00	\$0.16		\$9.46	95%
Mar-20					\$0.18		\$9.64	96%
<hr/>								
Apr-20					\$0.09		\$9.73	97%
May-20					.		.	.
Jun-20						\$0.15	.	100%
Paid YTD	\$2.25	\$1.60	\$0.61	\$3.54	\$1.53	\$0.10	\$9.64	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.22	\$0.15	\$0.37	
Total fruit and service payments - 2019/20 forecast							\$10.01	

ZESPRI GOLD3 AND ORGANIC GOLD3 MARCH									
 ISO 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		\$0.10	-\$0.02	\$1.34	\$0.49			\$5.16	32%
Aug-19		\$0.25	\$0.36	\$1.96	\$0.08	\$0.02		\$7.82	48%
Sep-19		\$0.30	\$0.02	\$2.02	\$0.48			\$10.64	66%
Oct-19		\$0.30	\$0.34	\$0.43	\$0.21			\$11.93	74%
Nov-19		\$0.17	\$0.03	\$1.63	\$0.16	\$0.01		\$13.93	86%
Dec-19		\$0.02	\$0.01	\$0.00	\$0.75			\$14.70	91%
Jan-20			\$0.02				\$0.10	\$14.82	91%
Feb-20				\$0.00	\$0.79			\$15.62	96%
Mar-20					\$0.22	\$0.00		\$15.84	98%
Apr-20					\$0.10			\$15.94	98%
May-20					.			.	.
Jun-20							\$0.15	.	100%
Paid YTD	\$2.80	\$1.58	\$0.76	\$7.38	\$3.19	\$0.03	\$0.10	\$15.84	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.22	\$0.00	\$0.15	\$0.37	
Total fruit and service payments - 2019/20 forecast								\$16.21	

ZESPRI ORGANIC GREEN MARCH								
 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	18%
Jun-19		\$0.03					\$2.30	19%
Jul-19		\$0.03	\$0.00	\$0.70	\$0.52		\$3.55	29%
Aug-19		\$0.07	\$0.49	\$1.01	\$0.40		\$5.52	45%
Sep-19		\$0.11	\$0.00	\$1.09	\$0.27		\$6.99	56%
Oct-19		\$0.25	\$0.61	\$0.55	\$0.48		\$8.89	72%
Nov-19		\$0.26		\$1.17	\$0.23		\$10.54	85%
Dec-19		\$0.11		\$0.08	\$0.47		\$11.21	90%
Jan-20			\$0.01			\$0.10	\$11.32	91%
Feb-20		\$0.00		\$0.00	\$0.47		\$11.79	95%
Mar-20					\$0.21		\$12.00	97%
<hr/>								
Apr-20					\$0.10		\$12.10	98%
May-20					.		.	.
Jun-20						\$0.15	.	100%
Paid YTD	\$2.25	\$0.89	\$1.11	\$4.59	\$3.05	\$0.10	\$12.00	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.25	\$0.15	\$0.40	
Total fruit and service payments - 2019/20 forecast							\$12.40	

ZESPRI GREEN14 MARCH								
 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			-\$0.05	\$0.92	\$0.51		\$4.18	39%
Aug-19			\$0.37	\$0.92	\$0.24		\$5.72	53%
Sep-19			\$0.01	\$0.73	\$1.16		\$7.61	71%
Oct-19			\$0.37		\$0.43		\$8.42	78%
Nov-19				\$0.64	\$0.25		\$9.31	86%
Dec-19					\$0.38		\$9.69	90%
Jan-20			-\$0.02			\$0.10	\$9.78	91%
Feb-20				\$0.00	\$0.41		\$10.18	95%
Mar-20					\$0.14		\$10.32	96%
Apr-20					\$0.10		\$10.42	97%
May-20					.		.	.
Jun-20						\$0.15	.	100%
Paid YTD	\$2.80	\$0.00	\$0.68	\$3.22	\$3.52	\$0.10	\$10.32	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.30	\$0.15	\$0.45	
Total fruit and service payments - 2019/20 forecast							\$10.77	

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.







# THE MONTH AHEAD – APRIL

Preparing the crop

Preparing the site

Preparing tools and services

Preparing the paper work

## Preparing the crop

Getting your crop ready for harvest means following a few simple steps to ensure the fruit's in great condition.

- What's the value of a pre-harvest thin? It's not too late to go through again. As a rule of thumb, you need to remove about six fruit a minute for it to be worthwhile.
- When applying fruit cleaning sprays, ensure the sprayer is set up correctly to get good coverage of fruit and consider a double pass travelling in both directions to fill in shadows caused by the direction of travel.
- If in-season spraying hasn't been enough to manage sooty mould, rubbing with a wet glove in a pre-harvest round has shown to be effective on Gold varieties. In a dry season like this one, we expect to see significant sooty mould rejects – keep a tally of what you've thinned off to understand the scale of the losses on your site, and make a plan for how you'll manage things differently next season.
- Give your males their final prune before winter, to keep this area open for picking and make the most of the sunshine on the leader area. Removing soft upright non-terminating growth also reduces the likelihood of Psa infection.
- Monitor maturity. Brix at harvest is an important indicator of the storage quality of your crop. Keep a close eye on brix and firmness – once a SunGold fruit reaches eight to nine brix, dry matter accumulation will slow or stop, so there's little point in holding out for more taste.

## Preparing the site

- Grading loadout areas and tracks will ensure a smooth ride for your precious load. Reduce the bumping and bruising of your fruit as much as you can.
- Weed loadout areas before harvest to get rid of the habitat for wheatbug. This tiny but pesky bug loves to hang out in gravelly, weedy areas, and will head into your empty or full bins - so make this environment inhospitable by keeping it weed-free.
- Are there structures that need some attention on the orchard? Make sure these are safe before harvest, and tag them for more permanent repairs if necessary over winter.
- Get signage up to date – block and row markers, gate signs, and all other

useful bits that will help your team make sure they're in the right place, at the right time, doing the right thing.

## Preparing tools and services

- Is all your harvest gear ready to go? A thorough check now can avoid complications, such as discovering machinery and equipment that needs repairs.

## Prepare the paperwork

- Go to the Maturity and Harvest page on Canopy (> Growing Kiwifruit > Orchard Management > Maturity & Harvest) to find information on ensuring the quality and maturity of your fruit is optimal at the time of harvest and has maximum storage potential.
- Get yourself prepared to work with picking gangs in the new strict working environment we have as a result of Covid-19. You MUST ensure you are adhering to the Guidelines for Minimising Spread of Covid-19 on Kiwifruit Orchards. Find them on the Canopy > Zespri & The Kiwifruit Industry > News > COVID-19 Update & FAQs. Download the KiwiPointers video to send to your crew. You can find the videos and posters online at Canopy > Growing Kiwifruit > Orchard Management > My Orchard Business > KiwiPointers Videos & Resources.

## Already picked?

- Post-harvest applications of copper and Actigard (Actigard is only effective if you've still got relatively good leaf condition) have been shown to reduce Psa symptoms in spring. Getting good coverage of fruit-stalk scars is important in protecting against Psa infection. Ensure good coverage by checking sprayer setup with water-sensitive papers, and consider a double pass, going in both directions down each row to ensure good deposits on the shadowed areas as well. If you're only doing a single pass, seriously consider travelling in opposite directions down alternate rows (it's harder than you think!).
- **Important reminder:** If you're using the same sprayer on crops not yet harvested, be thorough with your clean down to avoid residue issues. Remember to be aware of neighbouring crops (your own or others') that are yet to be harvested, as they could be impacted by spray drift.
- If you're planning to clean your hail netting over the winter, give the crop protection team a call to discuss options and considerations.

# OPC INDUSTRY PORTAL REPORTS

It's harvest for many and add the current Covid-19 environment into that and we are all likely to be concentrating on the here and now. Once you get some breathing space, remember that looking back can help you to know the best way to move forward or change direction – the OPC Industry Portal reports can help you do this.

The reports enable growers and orchard managers to view production and shipping data for the orchards they own or manage and to benchmark how they compare to previous seasons to other local orchards.

With the removal of dry matter testing for this season, unfortunately there will be no 2019/2020 TZG reports available for you to view. Nevertheless, you can still check the progress of your fruit including submit numbers by size and where it has been shipped.

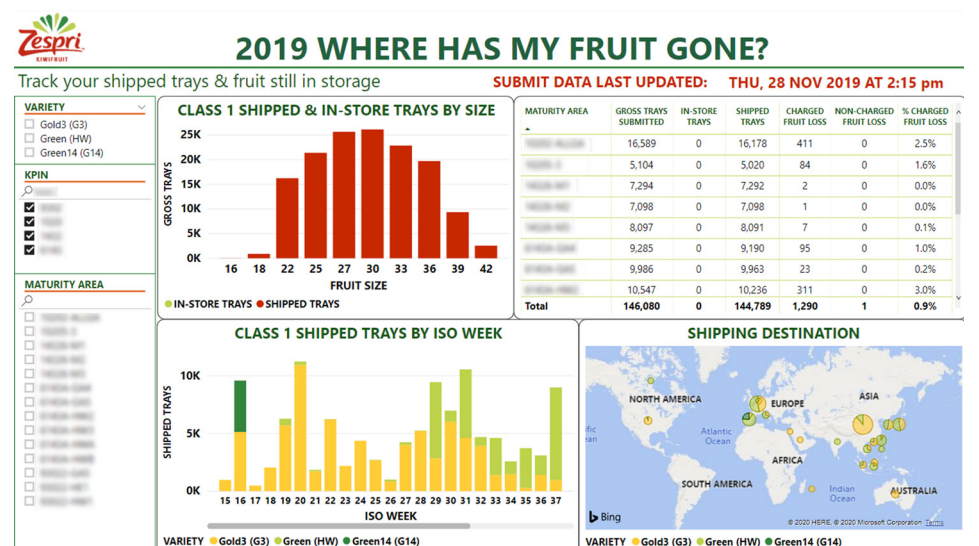
To find them, log into the portal at [www.industryportal.zespri.com](http://www.industryportal.zespri.com). If you are already logged onto the Canopy website you will go straight onto the Industry Portal landing page, otherwise you will be presented with the Canopy login page (and

portal link directly under the main image). A reports icon will appear on the home page. Click on this icon or click 'Reports' from the main menu header when in any other part of the site. Select a report to view and when the report loads, you can navigate through content using the tabs at the bottom, and you can change the data you view using the filters to select KPINs, maturity areas and varieties.

Examples of reports you can view in the portal include:

- All New Zealand Class 1 fruit submitted by ISO week for all commercial varieties
- Your orchard's production data by maturity area to view your size profile at a KPIN level
- Your shipped and in-store fruit data to see where your fruit has shipped, which week, and how much is still in store
- Your historical orchard performance by maturity area for the past four seasons where you can combine, compare and review your previous season's performance.

## Check out where your fruit has been shipped to:



# GUIDELINE FOR MINIMISING SPREAD OF COVID-19 ON KIWIFRUIT ORCHARDS

If you haven't already, head onto the Canopy website to download a copy of the guidelines for minimising the spread of COVID-19 on orchard. Most of these are alterations to current best practices with a few additional points. You can find them via Canopy > Zespri & The Kiwifruit Industry > News > COVID-19 Update & FAQs, or click here: <https://canopy.zespri.com/EN/industry/news/Documents/COVID-19-Orchard-Guideline-V1.pdf>. You can also scan the QR code to the right with your mobile phone for access.

It's crucial you enforce safe working conditions – we are in a very privileged position to continue to operate and we must all adhere to these safe working rules to ensure we stay in this position and can continue to operate.



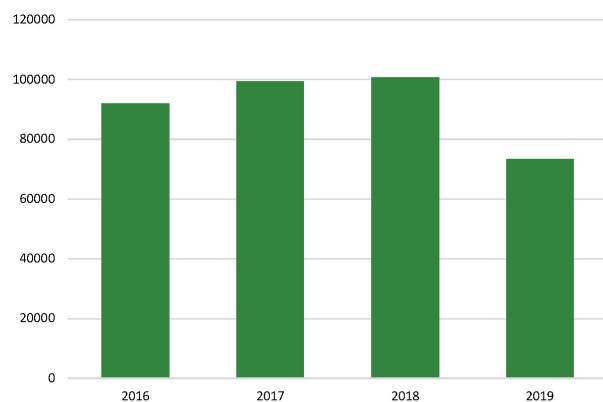
SCAN ME



# POST-HARVEST SCALE SPRAY

We've been focusing on scale for a while now as it's an increasingly important market restriction issue. The good news is the number of scale found on fruit dropped last year so the methods currently being used for control are having some effect. Hopefully the scale webinar gave you a couple of more tools for managing scale. If you missed it, check it out on the Canopy (> Growing Kiwifruit > Orchard Productivity Centre > OPC Events & Webinars > OPC Webinar Series).

Unidentified scale (all varieties CK & OB)



If you had high scale numbers this year and are looking for additional control methods, there's an option to apply a post-harvest Movento in the autumn.

The spray will only be effective if leaf condition is still good (Movento is absorbed into the vine through the leaves). Generally, uptake of Movento in autumn is poorer than in spring, but a Plant & Food research trial suggested that an autumn application of Movento could contribute to scale control.

## Why would I use a post-harvest Movento?

- If you've got high scale numbers (this may give you a head start on scale control for the following season).
- If you've got a large, established scale population (it takes regular, consistent management over three or four years to get them down to a reasonable level, so why not throw everything at it)
- If you're not getting good control from a single pre-flower Movento
- If you're having difficulty getting an additional pre flowering spray on (there's less pressure for applying spray in autumn).
- If you are having scale issues, but are not comfortable with applying post-flower oils (e.g. Gold3).

## How do I know if I have a scale problem?

- A KiwiGreen monitoring result over 20 percent is generally considered high.
- A phyto batch result of more than 12 fruit with scale in a 600 fruit sample may result in market restrictions (but you'll want to look at all the batches for a maturity area as there may be some variability between them).
- Check your historical scale records. If the numbers are increasing year after year it can suggest your methods for control aren't working.



Scale on Hayward kiwifruit.

## What else do I need to know about applying Movento post-harvest?

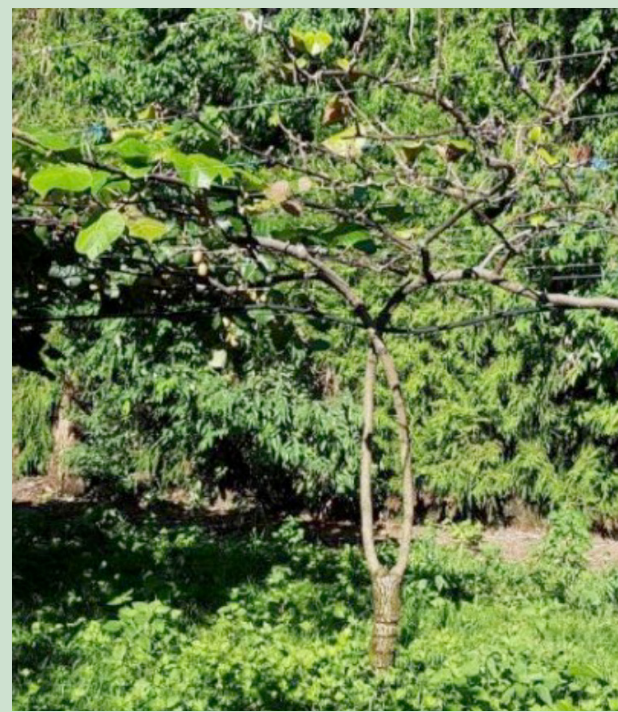
- You must apply for a Justified Approval (JA)
- When applying for a JA through the spray diary system, you need to set the year to 2021
- Consider applying with DuWett to improve uptake and effectiveness
- This shouldn't replace your normal pre-flower scale control program
- Maintain five days between Movento and copper applications - copper reduces the uptake of Movento.

# SICK VINES

If you haven't done so already, now is a good time to mark any sick vines. They'll be much easier to identify before leaf breakdown starts to occur across the whole orchard. Tagging vines is also a good way to identify them to orchard staff if they need to be avoided at harvest, or managed differently post-harvest.

If a vine looks like it's beyond saving and will need to be replaced, consider how you can take advantage of neighbouring vines during winter pruning to fill in gaps.

Sick vines will impact production, and the sooner you identify the issue the sooner you can treat it. There are a number of resources to assist with diagnosis – technical staff, consultants, KVH, and Canopy resources like KiwiTech Bulletins and Journal articles are just a few. But until you have a diagnosis it's a good idea to employ good orchard hygiene practices to avoid spreading any diseases to other vines or blocks.



Plant & Food Research, Kiwifruit Vine Health (KVH), and Zespri are working together on a survey of *Phytophthora* pathogens in kiwifruit orchards throughout New Zealand. If you have any vines with known or suspected *Phytophthora* symptoms we encourage you to be involved in this survey. Please confirm your participation with Linda Peacock from KVH by email at [linda.peacock@kvh.org.nz](mailto:linda.peacock@kvh.org.nz).

# NZKGI

COVID-19 has presented the kiwifruit industry with unprecedented challenges which are developing at a fast pace.

NZKGI wants to ensure that the industry is receiving the most up-to-date information, which is communicated through the NZKGI newsletter 'the Weekly Update'. To register for the newsletter, visit [nzkgi.org.nz/user-registration](http://nzkgi.org.nz/user-registration). NZKGI also has a central hub of information relating to COVID-19 online at [nzkgi.org.nz](http://nzkgi.org.nz).

## Five ways to wellbeing

Everyone needs to look after themselves during and after the COVID-19 lockdown. Investing in your wellbeing now will make you healthier, more productive and better equipped to handle pressure. To support you on your journey, Farmstrong has developed 'five ways to wellbeing.'

"These tips have made a huge difference to my life," says Sam Whitelock, Farmstrong Ambassador. "International research has found that people who thrive have five things in common. The key is to lock them in as small but regular improvements, so they become habit."

- 1. Connect.** Making friends and spending time with your mates makes a big difference to how you feel. Despite the need to physically distance yourself from others to reduce

transmission of COVID-19, there are still ways to connect with others, including online.

- 2. Take notice.** Take notice of the small things in life that make you happy. Each day, take a few moments to stop and appreciate the good things that are happening for you.
- 3. Give.** When you give to others, not only do they benefit, but it also makes you feel happier. Consider ways you can give back to the people around you and don't forget about yourself too.
- 4. Keep learning.** Being curious and learning new things on or off the orchard will help you work smarter. At whatever age, learning new things will keep you flexible.
- 5. Be active.** Keeping active is a great way to feel good. Working up a sweat releases endorphins that make you feel fresh, happy and better able to cope with challenges.

For more information on supporting wellbeing, visit the Farmstrong website [farmstrong.co.nz/resources](http://farmstrong.co.nz/resources)

If you need to talk to someone else, here are some options:

- Rural Support Trust: 0800 787 254
- Lifeline: 0800 543 354
- Youthline: 0800 376 633



- Samaritans: 0800 726 666

If you or someone you knows needs help immediately, call one of the following:

- In an emergency, call 111 or go to your nearest hospital emergency department
- Phone your local DHB Mental Health Crisis Team on 0800 611 116.



Sam Whitelock, Farmstrong Ambassador, explains the 'five ways to wellbeing.'



# TOP TIPS FOR HARVEST HYGIENE



Harvest season presents a high-risk period for spreading Psa or other biosecurity risks between blocks, orchards and regions because of the numbers of vehicles, machinery and people movements involved.

Growers are responsible for protecting their orchards, and others, by ensuring the movement risk of harvest equipment, people and bins onto and around their orchard is minimised.

Top tips for harvest hygiene preparation are:

- Clear loadout areas of weeds before harvest
- Clearly mark parking and hygiene control areas
- Allow only essential vehicles into the production area
- Limit access to established roads and tracks
- Make sure contractors and staff understand your hygiene requirements
- Check all equipment (harvest bins, harvest machinery, picking bags etc.) coming on to your orchard is free of plant and soil material

- Ensure people check that clothing, particularly headwear and footwear, is free of plant material on entry and exit
- Don't allow workers to bring imported fruit onto the orchard.

With extra people through orchards, be on the lookout for unusual vine symptoms or pests. Growers should communicate their requirements (as per their orchard biosecurity plan and guidelines booklet) to anyone coming onto their orchards.



Orchard entrance hygiene reduces risk.

# BMSB AWARENESS CAMPAIGN SETS RECORDS



In February the Biosecurity New Zealand pest hotline received 323 calls about Brown Marmorated Stink Bugs (BMSB) - easily a record for a single month, by about 50 calls.

Everyone who calls the hotline is asked where they heard of/how they knew about BMSB. For February, 90 of those calls were attributed to "a story on TV, online, or in print". That is almost double the number attributed to the same reason during the entire last BMSB season!

Every season, members of the BMSB Council (a group of industry organisations that partner with Biosecurity New Zealand - through the Government Industry Agreement for Biosecurity Readiness and Response - to improve New Zealand's readiness for this high priority pest) come together to run a public awareness campaign to increase knowledge about the effects of BMSB and how to identify it. The reason for such an increase in calls is attributed to one of the campaign's big

activities for the year - the BMSB stories organised with the Aotearoa Science Agency and which aired on Newshub over two nights in early February. The same content was also organised for articles and videos published by the NZ Herald, Stuff and Radio New Zealand.

The great figures for February, and the high numbers of engagement we've seen on some of our digital advertising channels this summer, also mean we've overtaken the record number of calls for a campaign. Reports of potential unwanted pests like BMSB are a good thing - it shows that people are on the lookout and aware of the need to report threats that could be significant risks. Growers, contractors, and anyone else on-orchard are the best people to spot anything unusual early on. Stay vigilant, be on the lookout, and report anything you notice to KVH on 0800 665 825 or call the Biosecurity New Zealand hotline on 0800 80 99 66.

# SPOT THE SPOTTED LANTERNFLY



There are four Spotted Lanternfly egg masses on this tree - can you spot them all?

It isn't easy and goes to show how important it is to be on the lookout for this pest and its eggs because the sooner we find out about its possible presence, the

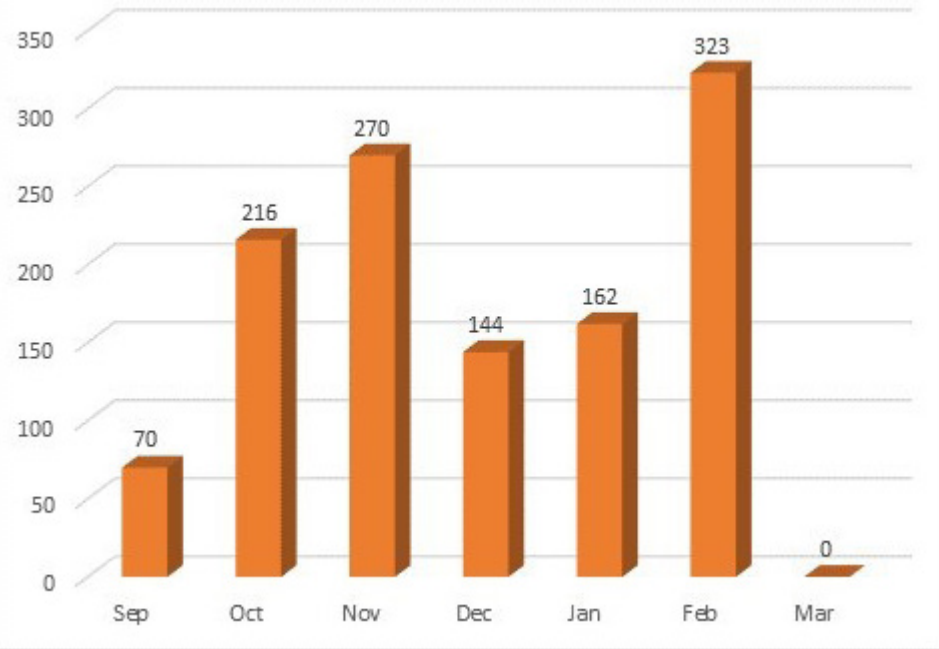
more we can do to stop it establishing and spreading far and wide.

All four egg masses are revealed in the image below - you can learn and see more in the Spotted Lanternfly fact sheet on the KVH website ([kvh.org.nz](http://kvh.org.nz)).



Images credit: Colin Purrington Photography, [www.colinpurrington.com](http://www.colinpurrington.com)

BMSB 0800 notifications







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).

## Q&A FROM THE FIELD

### What is a maturity area?

A maturity area (MA) is defined as an area in an orchard that provides fruit of:

- The same variety
- Similar maturity and dry matter
- Is a maximum of four hectares
- Has a maximum of 60,000 tray equivalents

If a submission against a maturity area inadvertently exceeds 60,000 tray equivalents, then a charge of \$100 per 1,000 tray equivalents in excess of 60,000 may be applied.

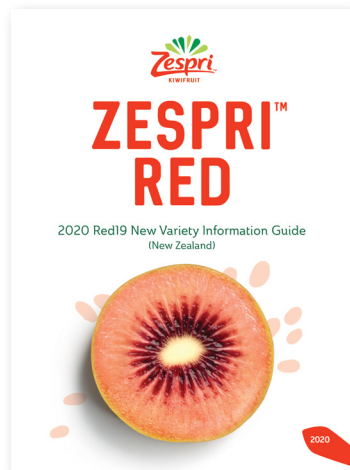
The maturity area must be able to be identified for sample collection and may include:

- Specified rows or parts of rows in a block
- A block
- A group of blocks

Fruit harvested for the maturity area must be from the same parts of rows, rows and/or blocks as the registered maturity area. Parts of rows, rows and/or blocks cannot form part of more than one registered maturity area that is used for harvest without ZIL permission. If parts of rows, rows and/or blocks are registered under more than one maturity area that is used for harvest without ZIL permission, the TZG for all fruit from the harvested maturity areas the parts of rows, rows and/or blocks are registered under will be based on the maturity area with the lowest TZG result. This includes fruit along the leader on new plantings.

### Is the new Red licence a category red or Red19 specific?

Licensing for Red19 is not a category licence, it's specific to Red19. In the event that Zespri gives a notice to de-commercialise the variety, Zespri may, at its sole and absolute discretion, offer growers a new licence agreement with ZGL for another kiwifruit variety within the same category, for an area equivalent to the licensed area. If no alternative variety is available, or if growers elect not to switch, then monetary compensation based on the licence price paid is payable to the grower if de-commercialisation occurs within five years of the date the licence was issued. For more information, please read the *Red19 New Variety Information Guide*.



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

The allowed agrichemicals and use patterns specified in the Crop Protection Standard have been designed to meet the strictest minimum residue levels. In some instances, however, residues can be found on fruit at harvest (for example in unusually dry weather, resulting in an increase in residue detections). Conservative market restrictions will be placed on fruit but a non-compliance won't necessarily be issued to the GAP MSO. Applying market restriction means that product is restricted from being exported to any country where there's any risk that the minimum residue levels are not met.



## SEASON UPDATE

All of our market teams are well and fully engaged in delivering the season, with many of them working remotely for a few weeks already. Many of our customers are in the same position as we are and they fully understand working remotely, therefore joint business planning for the season with our customers has continued and our sales and marketing teams are ready and waiting for the fruit to arrive. It is very exciting to have fruit on the water with first arrivals from the end of March onwards by market.

There is strong demand for fresh fruit and vegetables at this time. Retailers remain open but many have restricted the number of consumers in store at any time and have also

restricted sampling and in-store promotional activity – this is market specific and our teams are planning around this to ensure the Zespri Brand and product information are still being seen by consumers.

At this stage, we have no market access issues and ports are operational. There is a risk of reduced capacity of in-market trucking and we will monitor this.

We're pleased to have been able to get this first shipment of SunGold Kiwifruit away as planned – with all of our markets and customers are ready and waiting for our great tasting product to be sold under our strong Zespri brand.

## NURSERY HOLDING PERMIT

The Zespri Nursery Holding Permit will be available again in 2020. The Nursery Holding Permit has been specifically designed to enable growers who have pre-ordered grafted Gold3 plants from a licensed nursery and not been successful in the tender process to take possession of the grafted plants.

The key components of the Zespri Nursery Holding permit, which enables the grower the ability to take possession of the pre purchased Gold 3 plants, are outlined below:

- An application to Zespri detailing all information must be completed and a site visit undertaken by a Zespri representative prior to any plant movement/transactions taking place
- If the grower chooses to plant the vines in the ground, they can't be in the permanent destination and must be removed from the ground before planting in the final orchard setting
- The permit is for the duration of one year with no rights to renewal unless approved by Zespri (this would only be approved if unsuccessful in another tender round). A one-off fee of \$960 + GST is payable to Zespri to cover auditing and administration costs associated with this permit
- Permit holders will be audited on a regular basis to ensure compliance.

All licensed nurseries are required to have written confirmation of verification of licensed plant material from Zespri prior to any distribution, including a grower being party to a Nursery Holding Permit.

The Zespri Nursery Holding Permit can be found on the Canopy website under Canopy > Growing Kiwifruit > Zespri™ Variety Licences > Licence Management > Budwood & Nurseries. Or if you require further information you can contact Jane Frost, Budwood and Nursery Operations Manager on 027 511 1056 or jane.frost@zespri.com.

An application form can be completed by using the QR code below.



## INDUSTRY SUPPLY GROUP [ISG]

### 19 MARCH

The main agenda items discussed were as follows:

- Hail review
- Licensed processors
- Allocation rules
- Five percent supplier accountability
- 15 percent supplier accountability

The next ISG meeting will be held on 16 April.