



P2: OGR
GUIDANCE



P3: LABOUR MATCHMAKING
CENTRE SUPPORTS HARVEST



P7: THE MONTH
AHEAD - MAY



P10: FROM
THE FIELD

SALES AND MARKETS UPDATE

We've had a strong start to the season, delivered through the hard work of growers and post-harvest partners in New Zealand to pick and pack the crop.

There remains strong demand in our markets for fresh fruit with high vitamin c and a protective skin like kiwifruit, with increasing volumes of our fruit now being distributed to our customers and consumers.

As at the end of week 17, we have delivered 10.6m TE through to consumers in 35 of our planned 51 markets. This is 2.7m TE ahead of the same point in the 2019 season, and more than 5m TE ahead of the 2018 season.

All of our main markets are now underway, with Europe and the US starting last week due to longer transit times. Europe's first week was the biggest volume week ever for SunGold with just over 1 million trays, up on the previous heights of 800,000-900,000 trays per week. Distribution through to

consumers has been relatively normal with little or no disruption to date.

The majority of fruit delivered to date is Class 1 SunGold Conventional with our Green just starting in our shorter transit markets.

Overall, we expect to have delivered over 21m TE by the end of week 19, which would be 4m ahead of the same point in the 2019 season and 9m ahead of the 2018 season.

Our markets have opened strongly with good shelf space being secured. Our customers are also now used to working through digital communication channels and the usual season opening trade conferences have been conducted very successfully via digital platforms in China, Japan and Korea.

We are continuing to watch the flow and value of other fruit and vegetables and monitoring economic trends that might impact consumer purchasing power.



Zespri Kiwifruit being unloaded in Shanghai

SUPPLY UPDATE

During April the industry had its highest day of packing at 2.6m TE, which is consistent with historical pack rates, another great result for the industry.

The layered submit for SunGold has also continued to increase and supply is now very close to market demand. This will ensure markets will be very close to being supplied with their preferred pack type.

In terms of submit, as of this morning 66.6m TE of Gold has been packed and 15.2m TE of Green. SunGold is 10.5 million trays up compared to the same day last year, with Green still around 2.5 million TE behind. Organic categories are following a similar pattern, with SunGold Organic slightly ahead of last year and Organic Green slightly behind. The full report can be found on the Canopy website (<https://canopy.zespri.com/EN/industry/news/Pages/Industry-Daily-Submit-Report.aspx>).

Despite the challenges presented by COVID-19, shipping to date continues to be well ahead of the same point last year.

To the end of week 17, over 40 million trays have been shipped. This is up more than 6.4 million trays on the same time last season and up 12.5 million trays on the same time in the 2018 season.

At the time of writing, the industry was on track to load around 670 containers and three charter vessels by the end of week 18. This brings our total to 18 ships and more than 3,950 containers loaded this year to date.

GROWER VIRTUAL TOWN HALL SESSIONS

Thank you to those of you who have been able to join our grower virtual town hall sessions. These online meetings are designed to keep our grower community up to date with the latest industry news and to provide an overview on how things are progressing in the markets.

Zespri hosted two sessions during April. The first event, on 9 April, saw presentations from Zespri CEO Dan Mathieson, Executive Officer Greater China Michael Jiang, Executive Officer Asia Pacific Ichiro Anzai and Chief Global Supply Officer Blair Hamill. This session provided an update on the excellent progress being made to get our fruit to market, with a particular focus on Greater China and Japan.

On 30 April, growers heard from our Zespri Executive team, with updates from Chief Market Performance

Officer Linda Mills, Acting General Manager Europe Nele Moorthamers, and Chief Growth Officer Jiunn Shih. Highlights included, reports of a strong season start in Europe and increasing demand in all our markets for fresh fruit with high vitamin c.

These events have proved popular among growers, with over 500 participants connecting live across the two sessions. We will look to continue these online forums, which complement our existing grower publications and communications.

Growers can refer to our Grower Virtual Town Hall page on the Canopy (bit.ly/GROWERVIRTUALTOWNHALL) for the recorded sessions and associated Q&A.



SAVE THE DATE!

In response to COVID-19, the Board is considering whether the Annual Meeting will be held exclusively online this year. If the meeting is held online, those attending will still be able to ask questions and vote remotely. More detail will be provided in the upcoming issue of *Kiwiflier*.

Notice of meetings will be available to shareholders from early July.

A reminder to check that your mailing address is correct with Zespri Grower Services (contact.canopy@zespri.com).

OGR GUIDANCE

On 18 March, the Board released OGR ranges for the 2020/21 season to give guidance to growers on the potential impact of COVID-19 on returns. These ranges were updated by the Board on 14 April and again on 23 April.

This guidance still needs to be viewed in the context of the uncertainty that COVID-19 continues to bring across our supply chain and markets. The updated ranges are outlined in the table below.

Early sales in Japan and China have been positive, with our Japanese customers providing positive feedback on the taste of this season's crop. We are continuing to see strong demand for fresh produce across other key markets which are now receiving fruit, and while disrupted, in-market supply chains continue to be working well. New Zealand's move from COVID-19 Alert Level 4 to Alert Level 3, indicates that earlier risks around the New Zealand industry being able to continue to operate in a domestic 'lockdown' are continuing to be mitigated by the hard work and innovative approach of the industry to safely operate as an essential service. This has enabled the industry to make a record start to the amount of fruit picked, packed and shipped.

Nevertheless, risk remains. Strong demand for fresh fruit, particularly sources of Vitamin C, is a great signal, however that outlook will need to continue to be tempered by wider concerns around global consumer purchasing power being negatively impacted by the global economic turmoil, competition, changes to consumer purchasing behaviour and fewer shoppers in stores, as well as changes to the normal flow of fruit trade through various sales channels. In China there are indications of reduced pricing of other fruits, both local and imported, which could influence Zespri price positioning. China trade is recovering but there is variability in the pace of recovery between channels and in different cities or regions. Risks also remain around the final size profile for Green and potential future disruption in the supply of Green to the market.

There also remains the risk of significant disruption across our global supply chain. This could include loss of industry capacity, markets closing down, key ports shutting, internal market transport being heavily restricted or large-scale movement controls on populations that would prevent their ability to purchase fresh produce. Any of these issues would impact on our ability to achieve our planned run rates which would put pressure on achieving OGRs within the range outlined below.

While the situation continues to develop, the best-case scenario is that we will likely experience at least some disruption across our distribution network. However, given strong demand for fresh fruit, the potential impact of this level of disruption on OGRs would be a lesser risk at this point in time.

Pools (Fruit Categories)	2020 OGR Guidance	February 2020 Forecast (For 2019 selling season)
Zespri Green	\$5.00 - \$6.50	\$6.46 per tray
Zespri Organic Green	\$7.50 - \$9.50	\$9.65 per tray
Zespri Gold3	\$9.50 - \$11.00	\$11.71 per tray
Zespri Organic Gold3	\$11.00 - \$13.00	NA
Zespri Green14	\$5.75 - \$7.75	\$7.65 per tray

Unless there is a material change to the situation, our next update on OGRs will take place as scheduled following Zespri's June Board meeting.

2020 LICENCE UPDATE REMINDER

As previously mentioned in *Kiwiflier* and other Industry communications, the 2020 Licence Release was pushed back by three weeks, with the application window opening on **24 April**. 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.

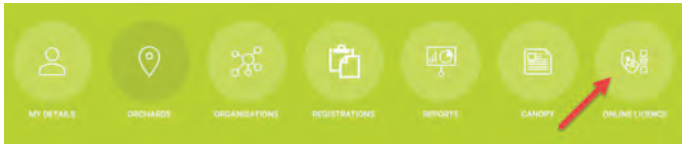
Due to COVID-19 Alert Level restrictions, growers will no longer be able to physically deliver their bid applications to Cooney Lees Morgan as they have done in the past, and postal options are very limited. Zespri has now implemented a change to the usual process and all application forms will need to be submitted electronically to Cooney Lees Morgan by scanning and emailing their application forms to zespri@clmlaw.co.nz.

We're aware that many growers may not have personal scanners at home. We have compiled instructions to show you one method of how to use either your iPhone or Android smartphone to scan your application form. These instructions can be found on the canopy website (canopy.zespri.com/EN/grow/licensing/releaseandallocation/Documents/How-to-guide-for-scanning.pdf)

Note: If you don't have access to a printer and need to print the application forms, please contact the Zespri Grower Support Services team on 0800 155 355 who will be able to discuss some other options that may work for you.

Growers also have the option to complete an online application form via the Industry Portal. If you choose to complete the application via the Industry Portal (**available from 24 April until 5pm on 8 May**), your KPIN and legal entity details will be available for you to select and will pre-populate on the form. A copy of your application will then be emailed to you for you to view and finalise your bidding details, ready to be scanned and emailed to Cooney Lees Morgan prior to the close of the application window.

To complete an online application via the Industry Portal, log onto the Zespri Canopy and click on Industry Portal. Next, under the Industry Portal home page, click on the Online Licence icon (see the icon on the far right below).



Both options still require a copy of the application form to be printed, scanned and emailed to Cooney Lees Morgan at zespri@clmlaw.co.nz prior to **5pm on 8 May**.

Zespri has also established a 2020 Licence Release Frequently Asked Questions (FAQ) document. This document contains information regarding electronic application submission, budwood, LAORs and the 2020 Red19 NVIG (New Variety Information Guide). This information is being updated regularly and we recommend that you visit this page on a regular basis and prior to emailing your application through at canopy.zespri.com/EN/grow/licensing/releaseandallocation/Documents/Zespri-2020-Licence-Release-FAQs.pdf

If you have any further questions that haven't been answered in the FAQ document, please call the Grower Support Services team on 0800 155 355.

The timetable below 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 must 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	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.

Notices of Amendments have been published on Canopy. For the changes to each of the Licence Application Overview and Rules documents (LAORs), Zespri advises you to review these in conjunction with all other available information on the Canopy website. They can be found by clicking [here](#).

An additional addendum to the 2020 Red19 New Variety Information Guide will be published to Canopy on 22 April, prior to the licence application window opening.

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 are 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.

Red19 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, Whangārei and South Island (containment area) cannot currently (as of March 2020) obtain budwood for this variety or any KPIN that hasn't had a PSA V positive result.

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 <https://www.kvh.org.nz/vdb/document/104333> or contact 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 (<https://www.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.



COMMUNITY INVESTMENT

The challenging impacts of COVID-19 are being felt within families and across communities throughout the world, and we've been heartened by the extra efforts our wider kiwifruit industry and fellow New Zealanders have made to support those struggling at this time.

Even during the most difficult of challenges, it's important we stay true to our Zespri values and our purpose of helping people, communities and the environment around the world thrive through the goodness of kiwifruit.

We already have a strong record of supporting communities through training lifeguards, providing scholarships, supporting local charities who provide assistance to those who need it most as well as environmental causes and the recently announced Zespri Young and Healthy Virtual Adventure which encourages healthy lifestyles amongst young children.

However, the needs in our communities are now even greater, and Zespri is committed to helping meet these needs - as we know other members of the industry are too.

To date, our focus has concentrated on providing both financial support and donations of fruit to organisations like KidsCan and Good Neighbour in New Zealand, so we can reach those most in need.

We are very proud to support KidsCan, who continue to send food to their partner schools. Many schools still remain empty at Alert Level 3 with only a limited number of children attending in person. This means around 34,000 children who would normally rely on KidsCan's food programme every day are at home, and face the likelihood of going hungry. It's important that we continue to support those most in need and we thank KidsCan for the great work they're doing.

We're also focused on helping communities around the world impacted by COVID-19. This has included funding the construction of a new hospital in China and providing fruit to essential workers in both China and Japan, as well as to children in low income Japanese schools. We continue to look at how we can do even more to help those in need sustain themselves through the goodness of our kiwifruit.



FROM THE MARKETS

China

The first box of Zespri Kiwifruit sold in China for the 2020 season was delivered with a twist thanks to JD.com's autonomous delivery robot.

The robot was able to bring the box of Zespri SunGold right to the doorstep of one Shanghai resident, removing any element of contact, a factor of extra concern during the COVID-19 pandemic.

The delivery marks the start of a new partnership between Zespri and JD, which will see the e-tailer supply fruit from Zespri directly to consumers.

The first shipment of Zespri Kiwifruit landed in Shanghai on 1 April, and JD used the fruit from this consignment to fulfil the large number of pre-orders it had already received.



In the first three days after opening pre-orders on 23 March, 2 million Zespri Kiwifruit was ordered.



Europe

Earlier in April, the Crown Topaz delivered the first Zespri SunGold fruit to Zeebrugge Port in Belgium. As discussed in a recent article by the Horti Daily, the closure of restaurants and cafés due to COVID-19 restrictions has meant European consumers are increasingly reliant on the availability of fresh fruit and vegetables in retail outlets for at-home consumption.

"With at-home consumption increasing as the outbreak develops, ensuring consumers can maintain a healthy, balanced diet with access to fresh fruit and vegetables remains a top priority for the European fruit and vegetable sector," the article noted.

LABOUR MATCHMAKING CENTRE SUPPORTS HARVEST

Every season has its challenges, but the closure of New Zealand's borders just as the kiwifruit industry headed into the 2020 harvest was one of the more dramatic in recent memory.

NZKGI CEO Nikki Johnson explains around 1,300 RSE workers and a significant number of backpackers on working holiday visas weren't able to take their positions across harvesting and postharvest, while on the other hand, many thousands of Kiwis either lost their jobs or were unable to go to work throughout the Level 4 lockdown.

"We wanted to do our bit and support the industry as well as help out people and businesses affected by the downturn. So Zespri and NZKGI worked together to set up a labour coordination centre – a kind of job matchmaking agency if you like – to connect the kiwifruit companies looking for workers with the Kiwis looking for work," says Johnson. This was an extension of NZKGI's labour attraction strategy which had already been set up to attract people to the harvest and a call was made specifically to those affected by COVID-19 to come join the industry.

"We have around 300 individuals and companies representing another 500 people registered with us and

each week the team contacts most postharvest and key contractors and growers to see what seasonal labour they need. Then we pass on those vacancy details to the people registered with us, many of whom were working in tourism and hospitality. This is backed up by the NZKGI Facebook page KiwifruitJobsNZ, set up for the labour attraction strategy, which provides free advertising for kiwifruit employers."

The matchmaking process has led to some rather different crews – the entire staff of Cornerstone pub in Tauranga taking up the night shift in a packhouse, a former coach of the Samoan rugby team harvesting fruit and most of the people in a travel agency office working together in postharvest.

"As we near the middle of the season we are still hearing some businesses are experiencing staff shortages, particularly with night shifts in packhouses. Staff turnover levels are also high for some companies, meaning that

vacancies continue to occur. Labour supply across the industry is a dynamic situation and we'll continue to contact businesses over the next few weeks to keep track of developments," says Ms Johnson.

As kiwifruit was classed an essential industry allowed to operate under Level 4, NZKGI and Zespri quickly developed guidelines for worker health and safety for on-orchard work and alongside packhouses worked with MPI to develop guidelines for the wider horticulture industry. Ms Johnson notes, "It's really pleasing to see how seriously people across the industry have taken their obligations to operate safely."

But the challenges for the industry are far from over. As New Zealand moves into Alert Level 3 and has ramped up the number of pickers and packers required for the peak of harvest, the same level of vigilance must be continued by the kiwifruit industry to follow protocols to minimise the spread of COVID-19 on orchards.



ZESPRI IN THE COMMUNITY

Surf Life Saving update

COVID-19 Level 4 lockdown requirements meant 23 March 2020 saw the early finish of the 2019/20 surf lifesaving season, where surf lifeguards across our region have continued to save hundreds of lives a year in our region alone and provide a vital service to many local families. Our support for Surf Life Saving in the Eastern Region doesn't go unnoticed and our partnership has meant putting many more lifeguards through training courses and lifeguard schools (courses which they would otherwise have to fund themselves) for free. We know that lifeguards have continued contributing to their communities in other ways though, including some rescues by off duty lifeguards, and that's great to see.

The lifeguard season will commence again on Labour Weekend for the 2020/21 season, however if you do happen to see a person in trouble in the water, you should call 111 and ask for the police and advise that it's a water/beach emergency. The police are in direct contact with all Surf Lifesaving New Zealand's Emergency Callout Squads and Coastguard and will be able to assist.



Photo credit (top): Stephen Butt. Above: Jacque Russell

Ahuwhenua Trophy update

Unfortunately, with the rapid escalation of the COVID-19 pandemic, all Ahuwhenua Trophy activities are postponed until further notice. In the meantime, if you would like to view the Ahuwhenua Field Day Handbook detailing our three exceptional finalists, it can be found online at ahuwhenuatrophy.maori.nz/files/2020/AT%20H%202020_Field%20Day%20Handbook.pdf.

ZESPRI ORGANIC HITS SHELVES WITH FRESH NEW BRAND POSITION

In-market deliveries of Organic SunGold and Green are well underway, with fruit hitting the shelves in bold new packaging that reflects the refreshed Zespri Organic brand position.

The Zespri Organic brand has been crafted to feel part of the Zespri family, at the same time creating a distinct position and visual identity that is instantly recognisable as a premium organic offering to the growing number of consumers who are seeking organic options.

To better connect with our organic consumers, we have a slightly different story to tell, which emphasises the strong sense of guardianship our growers feel, as they harness the raw power of nature to bring Zespri Organic to consumers. Here's our Zespri Organic story...

At Zespri, we are an activist for change, boldly going where no fruit has gone

before. So we are making a stand, a stand for every bee that has pollinated us, every slug that has enriched us, every thunderstorm that has watered us and every hand that has been hard at work to bring you these delicious 100% organic kiwifruit. Our years of experience and respect for the land means that we can bring you kiwifruit that not only tastes good, but does good to. We are Zespri Organic, powered by nature. Watch our short organic brand film "Raw" online at [youtube/std-film](https://youtube.com/standard-film) to understand more about the organic story.

The refreshed Zespri Organic position sets a solid foundation for growth as we increase our organic supply to meet strong consumer demand over the course of the five year plan.



SETTING UP A WORLD-CLASS GLOBAL EXTENSION TEAM

Ensuring Zespri is fit for purpose to deliver against its strategic goals is seeing the ramping up of its global extension function.

The Orchard Productivity Centre, that has for many years focused on improving quality and productivity to increase OGRs, is undergoing a transformation and is to be renamed the Global Extension Team. Responding to the Boston Consulting Group recommendations, we'll see extension playing a greater role globally and across the business to drive rapid and successful practice change to ensure Zespri's successful growth. New team structures and additional resources will allow us to support the growing complexity of our global business - this includes the growth in Northern Hemisphere production, commercialisation of Zespri Red, and the need for improved agricultural practices globally to allow Zespri to meet its new sustainability targets.

The team will be led by Shane Max as Global Extension Manager and will report through to David Courtney, Chief Grower and Alliance Officer. In New Zealand, the team will now function with three distinct yet collaborative sub-teams: Grower Trials and Data Insights, Resource Development, and Extension Delivery. The Extension Team will work collaboratively with other Zespri teams, their global colleagues and industry parties involved in knowledge transfer and extension delivery utilising their skill sets to further refine our world class extension service.

"Our growth is bringing with it significant opportunities and associated challenges," reports Shane Max. "To be able to

build on our successes and develop an even stronger global extension function is exciting. Working collaboratively with our Zespri and postharvest peers means we can be a major contributor to the industry's successful future. COVID-19 will, initially at least, require a different way of doing business. But just like in the Psa era, with a global production base, we have the opportunity to rapidly learn from each other for the benefit of all".

All present permanent members of the OPC are being redeployed in the new team structure and a number of new roles will be being advertised.

HYDROGEN CYANAMIDE EPA REVIEW: UPDATE

Zespri and NZKGI are preparing the information required for the Environmental Protection Authority's (EPA) review of hydrogen cyanamide. EPA granted our request for an extension of the Call for Information deadline from April 30 to May 29 and signalled it would consider another extension if required.

An independent economic impact analysis has been commissioned, along with expert analysis of available

international toxicology and other technical information.

Work is also underway to gather information on grower use patterns, R&D, impacts on Maori and research on mitigations which can reduce or eliminate impacts on workers. The team has also requested to use information directly from industry and would like to thank those who've contributed for their support.

The timeframes from here aren't clear, as the EPA can extend its statutory turnaround times as required and the COVID-19 situation may impact public consultation. Industry and growers will be kept informed on developments and involved in this work.



SHARE BRIEFS

INTENTION TO HALT ZGL SHARE TRADING ON USX FROM 5PM FRIDAY 8 MAY

Zespri intends to halt trading of ZGL shares on the Unlisted (USX) share trading platform from 5pm Friday 8 May to allow the finalisation of the 2020 SunGold and Zespri Red tender process. Zespri will announce the Preliminary Revenue Range (PRR) on Friday 22 May. Share trading will resume at 9am on Tuesday 26 May.

As at 24 April 2020 the last Zespri share price trade was \$7.60 traded on 23 April 2020. There were four buyers at \$7.55, \$7.50 and \$7.45. There were eight sellers at \$7.65, \$7.70, \$7.95, \$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 **24 April 2020**.

Quote Line at Friday 24 April as at 8.00am						
Code	Bid (\$)	Offer (\$)	Last (\$)	High (\$)	Low (\$)	Volume
ZGL	7.550	7.650	7.600	0.000	0.000	0

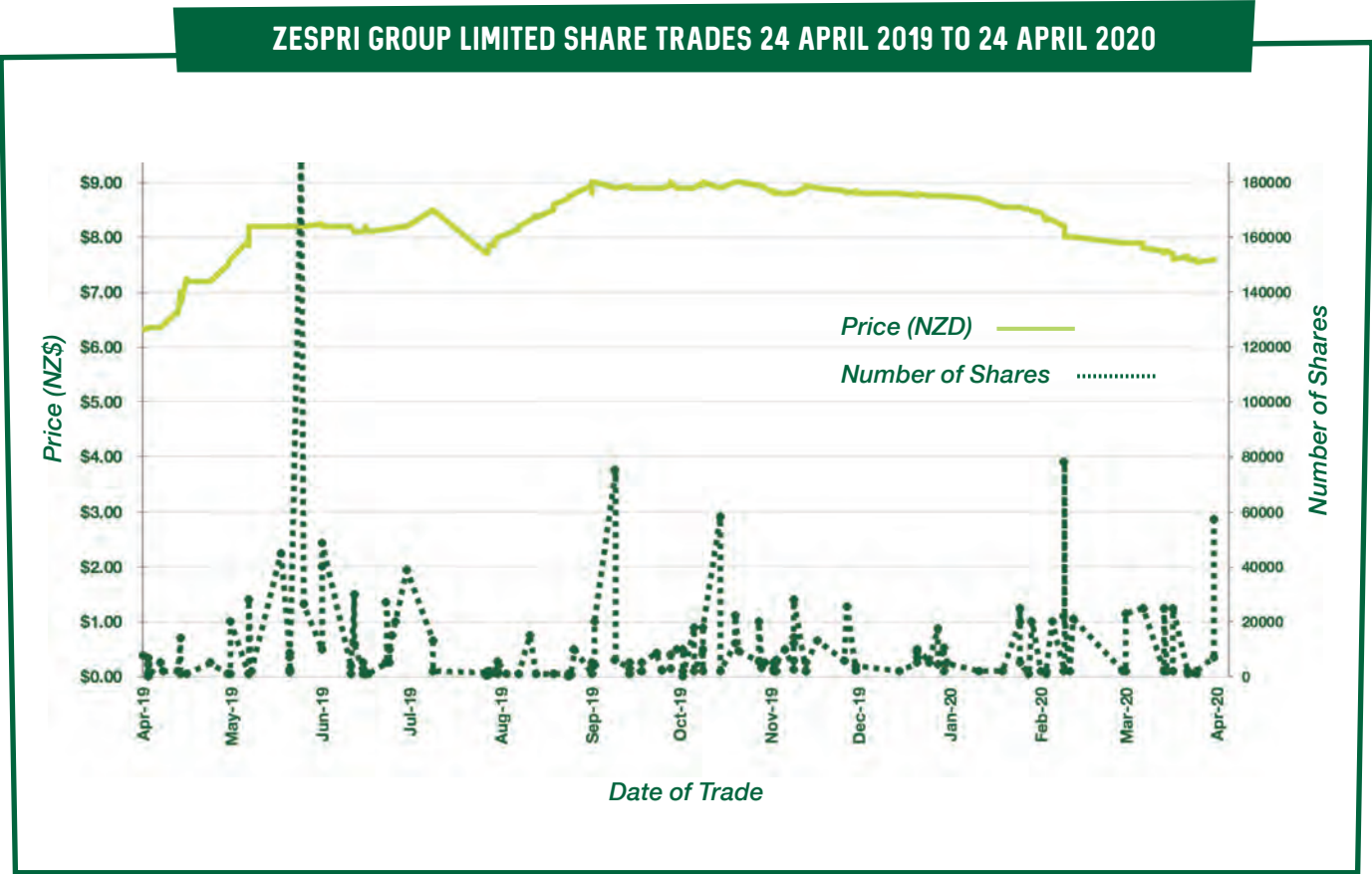
Market Depth					
BIDS			OFFERS		
Orders	Quantity	Price (\$)	Price (\$)	Quantity	Orders
1	2,000	7.550	7.650	2,000	1
1	2,000	7.500	7.700	2,000	1
1	25,000	7.500	7.950	10,750	1
1	4,000	7.450	8.150	2,000	1
			8.480	5,000	1
			8.540	10,000	1
			8.600	10,157	1
			9.200	50,000	1

Last 10 Trades			
Date/Time	Quantity	Price (\$)	Value (\$)
23/04/20	57,250	\$7.60	435,100.000
23/04/20	7,000	\$7.60	53,200.000
17/04/20	2,000	\$7.55	15,100.000
17/04/20	1,000	\$7.60	7,600.000
14/04/20	1,000	\$7.60	7,600.000
14/04/20	2,000	\$7.60	15,200.000
14/04/20	2,000	\$7.65	15,300.000
9/04/20	25,000	\$7.60	190,000.000
9/04/20	2,000	\$7.65	15,300.000
9/04/20	2,000	\$7.70	15,400.000

Director share trading

For the month of April (as at 24 April), there were no shares traded by entities associated with Zespri Directors. See the Canopy for details: Canopy > Growing Zespri Kiwifruit > Working with Zespri > Shares. Alternatively search for 'Director Shares' using the search function.

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



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 APRIL								
 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%
Apr-20					\$0.09		\$9.73	97%
May-20					\$0.13		\$9.86	99%
Jun-20						\$0.15	\$10.01	100%
Paid YTD	\$2.25	\$1.60	\$0.61	\$3.54	\$1.63	\$0.10	\$9.73	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.13	\$0.15	\$0.28	
Total fruit and service payments - 2019/20 forecast							\$10.01	

ZESPRI GOLD3 AND ORGANIC GOLD3 APRIL									
 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					\$0.12			\$16.06	99%
Jun-20							\$0.15	\$16.21	100%
Paid YTD	\$2.80	\$1.58	\$0.76	\$7.38	\$3.29	\$0.03	\$0.10	\$15.94	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.12	\$0.00	\$0.15	\$0.27	
Total fruit and service payments - 2019/20 forecast								\$16.21	

ZESPRI ORGANIC GREEN APRIL								
 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%
Apr-20					\$0.10		\$12.10	98%
May-20					\$0.15		\$12.25	99%
Jun-20						\$0.15	\$12.40	100%
Paid YTD	\$2.25	\$0.89	\$1.11	\$4.59	\$3.15	\$0.10	\$12.10	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.15	\$0.15	\$0.30	
Total fruit and service payments - 2019/20 forecast							\$12.40	

ZESPRI GREEN14 APRIL								
 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					\$0.20		\$10.62	99%
Jun-20						\$0.15	\$10.77	100%
Paid YTD	\$2.80	\$0.00	\$0.68	\$3.22	\$3.62	\$0.10	\$10.42	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.20	\$0.15	\$0.35	
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.

Note 3: Indicative May payments shown above are based on the February forecast. Final payments are subject to Zespri Management approval and will be confirmed in May.





**NOW KNOWN AS THE
GLOBAL EXTENSION TEAM**

THE MONTH AHEAD – MAY

Waiting for
or in the
midst of
harvest?

Harvest
done and
dusted?

Thinking
about next
season?

The past month has been challenging due to COVID-19, but our industry is lucky to be operational and is once again pulling together to get through a tough time. We need to continue forging on and looking ahead and there are likely three different stages most growers will be at right now — you're waiting to harvest, harvest is all done and dusted and you're thinking about reviewing this season's outcomes, or you've moved on to thinking about next season.

Waiting for harvest — or in the midst of it

Now that we're well into MainPack, if you have an orchard that's harvested late, use the Harvest Preparation Checklist (Need to Know #2) to make sure everything is in order. It'll also be important to monitor maturity so you know what your crop is up to and you can make smart harvest decisions.

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 an individual fruit reaches eight to ten brix, dry matter accumulation will slow or stop, so there's little point in holding out for more taste. If you see a few fruit racing ahead of the pack, it's a signal your crop probably won't store that well, as there are fruit in the batch that are much more mature than the rest.

For SunGold growers, it's important to look out for exploding softs. Over the past few seasons

we've seen these very ripe fruit causing lots of issues at the packhouse, so we strongly recommend managing them in the orchard. Some tips for minimising the problem include:

- If bins have been laid out earlier, check for and remove any fruit that may have dropped into them
- Take off thick picking gloves so pickers can feel if fruit is soft (but don't squeeze!)
- Brief pickers at the start of each day/orchard/block to drop soft fruit or leave it on the vine. Good supervision will be critical
- Put auditors on every bin trailer to look for softs and continually feed back to the pickers if they're not segregating soft fruit out
- Shake vines vigorously by grabbing the leaders (like a grape harvesting machine does) to try and drop the soft fruit off.

Feedback from several packhouses last year was that lines are much easier to pack when this advice is followed and that will pay off in lower repacking costs over the next months in coolstore.

Assess wood type performance

Just before harvest is a great time to assess how different wood types have performed. Have a wander through the orchard and check out how fruit size and crop load are different on various types of wood. Did you find small fruit on spurs? Where are the best fruit hanging?

How will this impact on what you choose to tie in for next season?

Harvest done and dusted?

The crop is in the supply chain and your season is complete, but there are still some important things to do before you can move on to thinking about next year.

Track your fruit using the Industry Portal

You can track your orchard's performance down to a maturity area using Zespri's Industry Portal. You can even check out what you have in onshore inventory and where in the world your fruit has been shipped to. Access the Portal from the home page on the Canopy website.

Post-harvest Psa-protection

Getting good coverage of fruit-stalk scars is important in protecting against Psa infection. Post-harvest applications of copper and Actigard (Actigard only works if you've still got relatively good leaf condition) have been shown to reduce Psa symptoms in spring.

Review the season

Take some time to review your results before heading into next season. What were your targets at the start of the season? How have you performed against them? What's stopped you achieving them? What will you do differently next season? Use some of the resources on the orchard business planning and reviewing page to help you assess and move forward (Canopy > Growing Kiwifruit > Orchard Management > My Orchard Business > Orchard Business Planning & Reviewing).

Thinking about next season?

Begin planning for next season:

- Assess pack-out results and identify constraints to production. Develop plans to address them next season. If your

packhouse hasn't shared information about the phytosanitary status of your crop, ask them to. This will help you identify any particular pests which you need to focus on this season

- How have the structures coped? Now is the time to identify low hanging areas and other maintenance issues that are most easily addressed over winter
- Think about winter pruning strategies. Males might need work to remove late season growth and reduce crowding to improve spray penetration
- Remember that at the end of the day, your orchard is a business. Check out the onepage business planning template on Canopy to define your goals, gauge the health of your business and plan your objectives.

Winter pruning — it's that time again!

1. What's your target? See the winter bud calculator on Canopy for a handy tool to set your numbers.

2. Specifications are really important.

What do you expect your pruning team to deliver in terms of bud numbers and quality, cane spacing and wood types? Have you clearly articulated this? Use a pruning agreement. Search the Canopy website for a template.

Bringing in plant material

Grafting a block to SunGold or changing your males? If you need budwood, or replacement plants to fill gaps, make sure you know where you can source this plant material from — remember that there are movement controls in place to prevent the spread of Psa, including resistant strains. See kvh.org.nz/ Movement_Controls for more information.

THE COVID-19 WORK ENVIRONMENT: INNOVATIONS AND ALTERATIONS

We're a really innovative, collaborative industry and in times of crisis this comes to the fore. The COVID-19 situation is a fantastic example. We have all had to rapidly shift into change mode, thinking up creative, streamlined ways of implementing new strict protocols to enable us to keep staff safe while continuing to successfully operate — pick, pack, ship and sell. Some great examples of what contractors, growers and the wider industry are doing have been sent

to us to share - you can view them here <https://www.youtube.com/playlist?list=PLnXC9X10paLMfbb8leADjQtYFHRV3D2UM>

Jump online and have a look, and if you're doing something slightly different, innovative or exciting, please email us at opc@zespri.com so we can share the news with everyone on this site. We're happy to keep you anonymous if you don't want the accolades!



Handwashing station



Picking procedure

POST-HARVEST FOLIAR NITROGEN

We've been asked recently about applying foliar nitrogen post-harvest and whether there's any benefit to this.

This is an interesting one. We know there are growers out there who apply post-harvest foliar nitrogen, and the research is pretty clear in pipfruit and stonefruit that it's beneficial, but all the work done to date in kiwifruit says it gives no benefit in spring.



WHAT'S BENEATH YOUR FEET?

Once harvest is done and dusted it's a good time to start investigating what's happening beneath your feet – in the soil that nurtures your precious vines and helps you to produce top-quality kiwifruit.

Soil testing is the key way to do this. It tells you what nutrients are in your soil and if there is enough to meet your vines needs. This helps you and your fertiliser advisor create an accurate fertiliser programme for the year ahead, maximising your fertiliser dollar and minimising environmental risks from surplus applications.

A detailed article about soil testing was published in the April/May 2020 issue of the Kiwifruit Journal and can be found on the Canopy website here: [Canopy > Zespri & The Kiwifruit Industry > Publications > Kiwifruit Journals > Kiwifruit Journal Articles: Environment & Sustainability > Soil testing](#) - in search of what's under your feet

Here is a summary of some of the key points:

- Representative and consistent soil sampling is key to getting data to give you confidence around fertiliser use.
- A soil sample should reflect the area that fertiliser is being applied to, which in turn should reflect where the vines are accessing nutrients from.
- In some orchards, there may be distinctly different areas that should be sampled separately, for example contoured vs non-contoured blocks, blocks with different production targets.
- A minimum of 15-20 cores is recommended for each area that is sampled, using a 15cm corer (this represents the depth of roots most active in taking up nutrients).
- Do soil tests yearly so you can compare changes. Remember the cores should be collected from similar places each year.
- Soil test results are usually presented by the lab in the form of a table or chart. It shows the position of each value in your soil relative to a medium range which provides a good benchmark for kiwifruit orchards.

FROST PROTECTION

Can you feel it? That crispness in the air that signals autumn is here. Cooler temperatures let us know it's the season for harvest, but can also bring the risk of frost.

A stark reminder of the hazards of frost comes from our colleagues in Europe. Zespri growers in Italy and France recently experienced severe spring frosts thanks to lows of -6°C at the end of March and early April. Sadly, where frost protection was not available, the damages were severe and 70 to 100 percent of production was lost.

This got us thinking about the risks of frost here in New Zealand over the harvest period. While frost risk is greatest for vines in spring, it can still cause significant challenges in autumn if your fruit is still on the vine when temperatures drop to freezing. Typically, crops are protected during the first and second frosts as the canopy provides protection. However, as leaves are burnt off by frost, fruit is left exposed and unprotected. Frost can also shut down the vine, raising brix levels that can bring on maturity. When orchards across a region all hit maturity at once, it puts significant pressure on the picking contractors and pack-houses – a challenge that isn't needed during an already challenging year!

There are two types of frost: ground and air. Ground frosts are recorded when the air temperature 2.5 cm above a clipped grass surface falls to -1.0°C or lower. Ground frosts can be quite

frequent, even in northern parts of the country, but are restricted to a very shallow layer just above the surface and will not reach leaves or fruit. Air frosts, when air temperature measured in a screen by a thermometer 1.3 m above the ground falls below 0°C , are rare in most northern parts of New Zealand, but can cause significant damage to your canopy and fruit.

While Mother Nature is one more thing you can't control, you can be prepared. To minimise damage, developing and mature vines should be protected when temperatures are below 0°C .

Know your risk:

- Use historical data on frost events in your area to determine how likely it is you'll experience frost before you harvest. NIWA has regional frost maps to help assess your risk: <https://niwa.co.nz/climate/our-services/climate-mapping>.
- Assess your location. Orchards are at a higher risk of frost if they are:
 - placed on sheltered, low lying land
 - on south facing slopes
 - inland from the sea.

- Use your own thermometer or weather station to source information around frost risk. Frost is very site specific, so don't rely on a remote weather station to raise the alarm. Also keep in mind that temperatures close to the ground can be $2-3^{\circ}\text{C}$ cooler than 1.3m above ground in your canopy.

Frost protection:

If you have a frost control system in place, now is a good time to check and ensure it's operational. Continue with regular checks during the frost-risk period.

If you don't have a plan in place and you've identified you're at high risk of frost, you'll want to look into options for frost protection. Overhead sprinklers, under canopy sprinklers and wind machines are the most common systems for frost protection. You'll find excellent, detailed information on how to operate each these systems effectively on Canopy. To find this information, go to [Growing Kiwifruit > Orchard Management > Weather Events>Frost>HortInfo Portal Frost Module](#).



The impacts of the frost in Europe in early April

NEW GROWER GUIDE FOR LONG-TERM MANAGEMENT OF BMSB



KVH has developed a helpful new guide for growers, detailing the likely options for on-orchard management of Brown Marmorated Stink Bug (BMSB) should it establish here.

The guide is split into several different sections and covers:

- Likely impacts to fruit and orchards
- Expected seasonal timing of impacts
- On-orchard management and control tools such as exclusion netting and biological control
- Supporting tools such as traps
- Areas of research underway.

The guide is free – find it in the BMSB section of the KVH website at www.kvh.org.nz.



Photo credit Gonzalo Avila PFR

NZKGI AND ZESPRI HEALTH AND SAFETY GUIDANCE MATERIAL

In collaboration with Zespri, NZKGI has created guidance material to help growers understand their obligations as a person conducting a business or undertaking (PCBU) on the orchard. The health and safety wheel sets out the steps growers need to take to manage their health and safety obligations on the orchard and includes a decision tree for growers to confirm their role as a PCBU.

The NZKGI website has a printable version of the material as well as a version that can be filled out online. Visit <http://www.nzkgi.org.nz/what-we-do/health-safety>.

The web page also has a health and safety guide which sets out direction and guidance on helping you to form your health and safety plan.



THE BORDERS ARE CLOSED BUT HAS OUR BIOSECURITY RISK GONE AWAY?



KVH is calling upon growers to ensure that on-orchard biosecurity for kiwifruit pests and pathogens is not forgotten, and most importantly, to keep an eye out for any unusual vine symptoms during harvest and report these to KVH for follow up.

If an incursion were to occur now - while the country is facing an unprecedented human health and economic challenge - the impact could be severe, says KVH Biosecurity Manager Matt Dyck.

While borders are closed, cruise ships berthed, and incoming trade a trickle of its usual volume, biosecurity risk still exists, especially from the spread of kiwifruit pathogens that may already be here in their latent (not showing symptoms) form. Coronavirus has clearly illustrated the challenge of managing pathogens during the latency period, where they can spread silently between asymptomatic hosts. The same logic applies to plant pathogens except the latent phase can be much longer than 14 days and extend out to months or even years.

For some of our most significant threats like *Ceratocystis fimbriata*, the pathogen impacting kiwifruit in Brazil, we don't even know how long the latency period in kiwifruit is but we look to other hosts like Eucalypts where it's thought to be about seven months for new plantings. Our challenge is to apply biosecurity practices all the time so that if this or any other pathogen were to arrive, we wouldn't be spreading it around unknowingly.

We can't afford to lock down plant material movements, these underpin the growth of our industry. But, by applying certification standards and embedding biosecurity practices across the plant production chain, we can increase our confidence that these movements are safe. Should failures occur, we need robust traceability systems to know where infected material may have gone and where it came from originally.

These are some of the key principles behind the proposed pathway plan (read the article online at kvh.org.nz/newsroom/id/2401) to ensure safe movements of risk goods across our internal industry pathways.

Underpinning all these principles is the need for growers to report any unusual vine symptoms so that KVH and the Ministry for Primary Industries (MPI) can follow up and undertake diagnostic testing. Growers should take reassurance that in almost all such cases there is no cost to the grower and no resulting restrictions that impact their operation. Even if a response was to be launched, the grower would likely be eligible for any losses under the Biosecurity Act.

The earlier we detect the presence of a new biosecurity threat the earlier we can act to contain it, which gives us the very best shot at eradication.

To report anything unusual call KVH on 0800 665 825 or email info@kvh.org.nz.



KVH Biosecurity Manager Matt Dyck

SANITISERS AND ORCHARD HYGIENE



Growers are reminded that by following Psa best practice orchard hygiene they may well be protecting themselves and workers against COVID-19.

For example, plain Janola (unscented) at one percent if used on picking bags to kill Psa has also been shown to inactivate coronaviruses within a minute. Not all sanitisers have been proven to be effective against coronavirus but Janola is a simple and readily available product which can also be used to disinfect tractor steering wheels

and gear levers if these are being used by multiple people. Nuron Biosafe, being a sodium hypochlorite product, is also effective against coronavirus and suited to organic and conventional orchards alike.

Refer to the KVH website (www.kvh.org.nz) for more information on harvest hygiene and sanitiser effectiveness.

The NZKGI website (www.nzkgi.org.nz) also has plenty of up-to-date information on industry protocols specifically for COVID-19.

COVID-19 RESOURCES FOR KIWIFRUIT GROWERS

The NZKGI website has a wealth of resources for kiwifruit growers relating to COVID-19. The resources include NZKGI analysis, FAQs, government information, pastoral care and general industry information.

The resources can be found via the COVID-19 link on the NZKGI homepage: www.NZKGI.org.nz



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

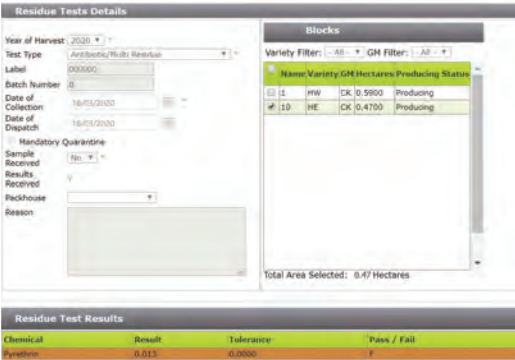
FROM THE FIELD

How do I pay my licence deposit?

Successful bidders will be notified via email (to the email address submitted on the bidder's licence application form) from 4 June onwards. From the date of notification via email, bidders will have at least three working days to arrange payment of the deposit (being 25 percent of the total bid price) to the Cooney Lees Morgan Trust account by electronic funds transfer. The due date for payment of the deposit and Cooney Lees Morgan's trust account details will be clearly specified in the successful bid email notification.

Where do I find my residue results in my spray diary?

To see your residue results in the spray diary, go to the spray diary home page and click the 'Residue Test' button. You will then be able to see all the residue tests requested for that KPIN and whether the test is a pass (P) or a fail (F). You can select the residue test you want to show the details of, and then click the 'View' button. The details for the residue test will show under the residue test results section. If you have a residue found from that residue test, it will show those details under the residue test results section.



Your pre-harvest test will be specified as an 'antibiotic/multi residue' test type. Any other test types will likely be for a different reason (i.e. pre-season testing). If you have any queries, please contact our Residue Programme Manager, Jemma Hughes by phone on 027 464 8770 or by email at jemma.hughes@zespri.com.

How did growers bid for Gold3 in the last licence release round? And how many of those successful bids were cutover vs new developments?

Below is a table summarising the results of the 2018 and 2019 Gold3 licence release (including Organic Gold3): This table shows, at a regional level, where the 2019 successful Gold3 licence allocations were being developed and how many were cutover vs new developments:

2019 versus 2018 (including Organic Gold3)				
Item	2019 Organic Gold3 Pool	2019 Unrestricted	2018 Organic Gold3 Pool	2018 Unrestricted
Median Price (\$ GST excl)	153,217	290,000	108,800	265,108
Minimum accepted price (\$ GST excl)	148,206	276,777	52,173	233,333
Total area allocated (Ha)	50	700	50	700
Total number of bids	77	800	45	710
Total number of bidders	57	546	32	413
Total number of successful bids	13	305	27	474
Total number of successful bidders	12	243	19	353
Average size of successful bids (Ha)	3.85	2.26	1.85	1.48
Total hectares bid for (Ha)	167	1,681	99	1,079

Successful bids: cutover vs new developments				
Supply region	Hayward cutover 2019 Ha	Hayward cutover 2020 Ha	New development 2019 Ha	New development 2020 Ha
Auckland	7	58	16	
Bay of Plenty	183	7	137	9
Hawke's Bay	1		3	
Nelson	1			
Northland	6	1	1	
Poverty Bay	5	58	12	
Waikato	2	12	2	
KPIN not advised on application form	14	56	15	
Grand total	219	7	324	55

When are submit payments made?

Submit payments are paid when fruit is submitted by post-harvest into the Zespri inventory (and reversed on fruit loss).
A rate of \$2.25 per tray for Class 1 Green and Organic Green is paid.
A rate of \$2.80 per tray for Green14, Class 1 Gold3 and Organic Gold3 is paid.
Submit Payments are made weekly until the end of June, then monthly (on the 15th of every month) from July onwards.

What are fruit loss reversals?

Fruit loss reversals occur when recorded fruit loss is processed by the post-harvest facility. Submit and Class 1 Progress Payments are subject to reversals for fruit loss. Reversals for fruit loss means that any Submit or Class 1 Progress Payments made earlier in the season on fruit that is subsequently lost (for example, due to deterioration of the fruit is no longer suitable for export) are deducted from the Progress Payments made to the supplier after the fruit loss occurs. In other words, by the end of the season, Zespri has only paid Submit and Class 1 Progress Payments on the 'net submit' trays (gross trays submitted less fruit loss trays).

Will Zespri supply males for both SunGold and Zespri Red?

Zespri will supply males for grafting with Zespri Red. The males that synchronise with Zespri Red are Russell, MC79 (Earp), MC110 (Ferguson), MC352, (McLouglin) and MC482 (Muller). Noting growers will not receive all males that are listed above, the prominent males for distribution will be Russell and MC79 (Earp). If you have a source of any of these males, growers are encouraged to use their own supply and consider bulking up for future use.

Zespri does not supply males for grafting with SunGold. Male budwood sources are best investigated with your packhouse representatives. Please ensure that any budwood movements are in accordance with KVH budwood movement protocols – KVH PsA/Biosecurity Risk Management Plan for Budwood.

Growers are strongly encouraged to utilised SunGold budwood from their own existing orchard/s for grafting this winter subject to being successful in the upcoming tender process. Any queries regarding budwood can be made to Jane Frost 027 511 1056 or by emailing budwood@zespri.com.

COLLECTING YOUR OWN SUNGOLD BUDWOOD SUPPLY

Growers are strongly encouraged to utilise SunGold budwood from their own existing orchard/s for grafting this winter, subject to being successful in the upcoming tender process. Using your own budwood means the lowest risk of introducing an unknown pest or disease to your orchard and allows you to manage your requirements – suitability of wood, timeframe of supply and graft numbers.

This year, additional checking will be undertaken to ensure those that have SunGold on their KPIN are using their own budwood where practical.

Budwood harvest can be kept simple following the guidelines below:

Post fruit harvest

- Complete your budwood registration with KVH and work through the KVH Budwood Protocol found on their website - <https://www.kvh.org.nz/vdb/document/91568>
- Obtain packaging supplies to store budwood.

Budwood harvest

- Ensure strict hygiene protocols are managed at a vine level
- Select canes based on your grafting requirements, discuss with your grafter

if necessary. Collect a provision for graft failures for spring

- Harvest female and male budwood separately to avoid any mixing of wood type
- Cut budwood direct from the canopy into manageable lengths (.9 metre fits into a kiwifruit bin), keep the budwood dry and off the orchard floor

Storage

- Clear labelling on the sleeve, including the source KPIN and sex
- Budwood should be stored at between two and four degrees in a sealed airtight sleeve or likewise

Traceability

- All movement of budwood is required to be recorded from the source KPIN to the destination KPIN at a variety level.

If you have any questions regarding harvesting of budwood or would like some budwood packaging supplies (sleeves), please contact Grower Liaison Support Lead, Jane Frost, by phone on 027 511 1056 or by email at budwood@zespri.com.

INDUSTRY SUPPLY GROUP [ISG]

16 APRIL

The main agenda items discussed were as follows:

- Hail insurance update
- China time rate recommendation paper
- Quality manual changes for maturity clearance changes – recommendation paper
- Revised Kiwistart and time rates based on no taste payment
- Change in audit plans due to COVID-19
- Operations/market updates

The next ISG meeting will be held on 21 May.



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

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