



SCIENTIST RUSSELL LOWE SCOOPS KIWIFRUIT INNOVATION AWARD FOR NEW ZEALAND'S FIRST COMMERCIALISED RED KIWIFRUIT



Left to right: Outgoing NZKGI Chairman, Doug Brown; Plant & Food Research Chair, Nicola Shadbolt; Russell Lowe; and Zespri Chairman, Bruce Cameron. Photo credit: Chris Parker, Photographics.

Esteemed New Zealand kiwifruit breeder and scientist Russell Lowe has been awarded the 2020 Kiwifruit Innovation Award for his work breeding the first commercialised red kiwifruit cultivar, Zespri Red.

Mr Lowe, who has recently retired from his role at Crown Research Institute Plant & Food Research, first began working on the challenge of breeding a new red kiwifruit in 1993, for the new varieties breeding programme jointly run by Plant & Food Research and Zespri.

First planted at the Kerikeri Research Centre in 2007, the cultivar was commercialised in December 2019 following many years of research, including exploring the fruit's tolerance to Psa.

Zespri Chairman and awards judge Bruce Cameron says Mr Lowe epitomises innovation within the industry, not just with his work on developing the red cultivar, but throughout his distinguished career spanning 50 years. This has also seen him involved with selecting gold varieties which have proven exceptionally popular with consumers across the world.

"Russell's success in developing this red cultivar has again enabled the New Zealand kiwifruit industry to provide the market with a new, distinctive great-tasting fruit which we hope will strengthen kiwifruit's share of the global fruit bowl in the years ahead," says Mr Cameron.

"We know that continued industry growth leads to stronger returns for growers, greater employment opportunities across New Zealand's growing regions and increased contributions to regional communities across the country."

Mr Cameron says the commercialisation of the red cultivar was based on extensive trial work and consumer demand for

new and unique products, and would help Zespri continue to provide the world's leading portfolio of branded kiwifruit for all 12 months of the year.

"While it's still relatively new, its already generating real excitement in international markets and the industry is indebted to Russell for his efforts," says Mr Cameron.

Fellow judge, Kristy McDonald QC, Chair of kiwifruit industry regulator Kiwifruit New Zealand, says Mr Lowe's successful development of a red cultivar reaffirmed the industry's reputation for innovation.

"Mr Lowe's efforts in developing this new cultivar reflects the strong sense of innovation that characterises the New Zealand kiwifruit industry," says Ms McDonald QC.

"The red cultivar will help extend seasonal employment opportunities given its early season harvest, and also enable the better use of industry facilities and infrastructure.

"We congratulate Mr Lowe for his achievement and his career in which he's forged a world-class reputation for breeding unique variants of kiwifruit for fruit-lovers around the world," says Ms McDonald QC.

Outgoing NZKGI Chairman and fellow judge Doug Brown says Mr Lowe's breeding success with the red cultivar would become more apparent in future years as growers' knowledge of the variety's optimal growing conditions increases and more markets retail the fruit.

"This award is about recognising a contribution that will create enduring value for the kiwifruit industry.

"Russell has put a huge amount of work into breeding a successful red kiwifruit which in itself marks a significant milestone for the industry, and I look forward to watching this cultivar continue to grow in popularity amongst growers and consumers in the years ahead," says Mr Brown.

Mr Lowe says he is very pleased and honoured to be recognised with this Kiwifruit Innovation Award, and is grateful for the support over many years by his colleagues in Plant & Food Research and Zespri Innovation.

"This breeding success has been very much a team effort by breeders, our operations team, research orchard network teams and subsequent evaluation systems," says Mr Lowe.

"Developing a commercial quality red kiwifruit has been quite a mission, as much of our breeding material was lost during the Psa epidemic. However by using the remaining Psa-tolerant parent vines, we have been able to develop advanced material leading to the release of Zespri Red.

"The joint research partnership between Plant & Food Research and Zespri has been the key to the support of the breeding programme and the subsequent success in releasing world-class varieties for the New Zealand kiwifruit industry. I feel we can expect to see more innovative varieties released in future from our strong breeding and research teams," Mr Lowe says.

LARGER SIZE FRUIT PROFILE FOR ZESPRI GREEN AND SUNGOLD A KEY DRIVER FOR FUTURE DEMAND GROWTH

Alongside taste, a key value driver and competitive advantage for Zespri Kiwifruit is a larger size profile.

Larger sizes earn more and have a faster run rate than smaller sizes for both Green and SunGold. This has been a consistent trend for several years and translates to better OGRs for growers.

Zespri has already indicated its preferred size profile for the 2021 season (as published in August's *Kiwiflier*) – Green, 30.5; Gold, 27.4; Green Organic, 33.3; and Gold, 28.5 – and will continue to put the focus on the preferred profile across the growing season.

Zespri Chief Market Performance Officer Linda Mills says size profile will be a key driver for future demand growth, particularly for SunGold.

"Smaller fruit often need tactical incentives and additional promotions to maintain run rates," says Ms Mills.

"Within this context, as SunGold volumes increase, average size also needs to get incrementally larger year-on-year to maintain value and drive run rates.

"Markets are indicating that the long-term demand potential in larger sizes is increasing at a faster rate than for smaller sizes."

For SunGold, all main markets except Japan show a drop off in value for sizes 33 and 39. However, market mix and relative returns by market mask this signal coming through to growers.

Longer-term, Zespri is considering how best to sharpen the commercial signals on size and will discuss this further with growers.

When considering the cause of change in returns from a 2018 average of 27.4 – the preferred profile – to the actual 2020 profile of 29.7, there was a negative return impact of around NZD25-35 cents OGR/TE.

Further information will be provided to growers in the next 5-Year Outlook outlining how profile will drive long-term growth and value.

WORK CONTINUES ON UNAUTHORISED SUNGOLD PLANTINGS IN CHINA

Zespri continues to adopt a multi-faceted approach to address unauthorised SunGold plantings in China.

The best estimate of SunGold in China is there could be as much as 4,000 hectares planted, with the majority of plantings located in the Sichuan and Shaanxi provinces. The most mature orchards (4 plus years old) are currently producing around 8,000 trays per hectare and some are producing fruit that is comparable, or exceeds, the Zespri standard.

Legal action has now commenced in China against a nursery that is propagating SunGold. It is clear that the legal channel is highly complex and we are viewing this as something of a test case given many of the orchards involved are characterised as “household” orchards, which are exempt from PVR prosecution in China.

With PVR breaches seen as civil cases and dealt with at the local or provincial level, PVR owners need to have the support of local government to lodge a case. This is balanced against the desire of officials for local economic development opportunities to lift more people out of poverty, with SunGold potentially being seen to help lift the incomes of local farmers.

Discussions with both the New Zealand and Chinese governments are continuing so that the issue can be elevated with officials

and to better understand the options available. Zespri is also considering the viability of a potential commercial option.

From these discussions, the strong advice Zespri has received is to investigate a win-win solution to help mitigate further plantings and maintain the value. One option is partnering with local Chinese growers. To be clear, no such decision has been made, and Zespri will be engaging with the industry and the regulator, Kiwifruit New Zealand, before any decision was made.

Further research would also need to look at Chinese orchard productivity and yield to establish whether commercialising SunGold in China would be profitable for all parties. We would also need the willingness of local authorities to work with Zespri to enforce and protect PVR, and understand the brand risk to Zespri and consumer willingness to pay for locally-grown SunGold.

A potential commercial model may assist in enabling Zespri to engage local support for protecting our IP and PVRs, build strong connections with local government for protecting IP and PVRs and help divert supply from counterfeit fruit. It will also help establish relationships with local commercial partners to help protect Zespri interests.

Zespri will continue to provide regular updates on the issue.



Unauthorised SunGold plantings in China.

TIMELINE

APRIL 2016

Zespri is first made aware of the potential presence of SunGold in China as part of Project Bamboo investigations. Investigations commence into understanding the origin and extent under Projects Bamboo and Huishou.

APRIL 2017

The Zespri investigation uncovers information relating to suspicions that plant material was transferred several years earlier by Haoyu Gao. It is understood that, at the time, approximately 100 hectares are associated with these original plantings in China.

NOVEMBER 2018

Haoyu Gao appears in New Zealand's High Court, with Zespri seeking damages of up to \$30 million for infringement of property rights relating to unauthorised plantings of SunGold in China. The Court later finds in Zespri's favour in February 2020.

NOVEMBER 2019

Following the Gao investigation, further investigation into unauthorised SunGold indicates that significant grafting has taken place and that up to 2,500 hectares could be present across multiple provinces.

MAY 2020

Following the lifting of COVID-19 travel restrictions, Zespri re-engages with local industry to determine the extent of grafting. Indicative feedback from local authorities and industry suggests up to 4,000 hectares of SunGold could now be present in China.

FAQS – UNAUTHORISED SUNGOLD PLANTINGS

What was the timeline in terms of first discovery, and what has been the process in terms of taking action?

Zespri first became aware of this issue in 2016. Our investigation showed that the variety may have been in China since at least 2013. In New Zealand, we have successfully taken legal action against the New Zealand grower who took the variety to China, and Zespri was awarded \$15 million in damages. Work is continuing to address the issue.

What is the fruit quality like?

We're monitoring a number of SunGold orchards in the Sichuan Province and the brix, size, colour, firmness, defects etc. indicates that Chinese fruit is tracking at the same levels or in some cases, ahead of what we would expect to see from other ZGS growing regions and in New Zealand. It's entirely possible that with support, Chinese fruit could meet the Zespri standard.

How bad could the unauthorised spread get?

If we were to let these plantings go unchecked, we think plantings could grow at around 25 percent a year for the next few years, ultimately out to 15,000 hectares (an estimated 70 million trays) by 2029. This is dependent on the level of returns local growers receive, the quality of fruit being grown, and the emergence of local brands.

If we buy fruit off the illegal orchards, won't we just encourage more growers off the unauthorised orchards to plant SunGold and increase the problem?

That's part of the reason we're considering a commercial option in China. If we can find a solution which provides value not only to Zespri and its suppliers but also to the Chinese industry, then we can secure the support of officials in China for protecting our PVR. This suggestion has already been put forward in China, including the potential use of local

enforcement to clamp down on any further unauthorised plantings. With official support in China, we can do more to stop the spread of unauthorised SunGold.

Growing in China seems high risk — how can we guarantee the supply chain or quality of the inputs?

That's something we'll need to investigate if we do consider a commercial option, but it's important to note at the outset that we won't compromise our standards. Any partnership would involve the same system and conditions we have in New Zealand and our ZGS locations.

When can we expect a decision on whether or not to progress a commercial trial?

The Board will make a decision in October 2020 as to whether or not we want to progress down this path or not. We expect the trial would take 12 to 18 months.

What will the process be for a decision on whether to have some sort of commercial model in China?

Once we've explored the feasibility of a commercial model, and looked at everything from how SunGold performs on orchard to how the supply chain might look and whether consumers will find it acceptable and be willing to pay for it, then the Board will make a decision on putting that option to industry.

Is Zespri considering any changes to the way you release licence?

We're very aware of industry concerns about this and we consistently review the process and the annual release process, including based on conditions in the market. There are no plans to alter that process at this stage, although we encourage all growers to carefully consider all of the risks when making a decision of whether to invest in a PVR variety.

PEST MONITORING CHANGES COMING IN 2021

While around 80 percent of kiwifruit orchards are currently monitored for pests, impending new market access requirements will mean all orchards will need to be monitored for pests of concern by certified monitors.

The new requirements will commence in the 2020/2021 season, and are a result of a new protocol being developed by New Zealand and China to strengthen pest monitoring.

While negotiations continue on the final protocol details, it is expected that kiwifruit orchards will need to be monitored for a range of pests including scale, mealybug, leafrollers, and wheatbug. This will see the New Zealand kiwifruit industry aligned with similar protocols already in place for New Zealand avocados and apples exports to China.

Monitoring requirements will include at least one round of monitoring for scale, leafroller, mealybug, and wheatbug habitat, starting from the middle of January. All four pests are able to be monitored in one round. Monitoring will need to be done by a certified monitor who has completed the latest Zespri KiwiGreen training.

Zespri's pre-harvest team are currently developing resources to assist the industry with the implementation of these new requirements. These will be available online by the start of November with practical sessions (depending on industry availability) expected to commence by the end of November.

Further details will be made available to growers and the industry in the coming weeks.

NEW ZEALAND HOSTS 39TH INTERNATIONAL KIWIFRUIT ORGANIZATION (IKO) CONFERENCE

The annual International Kiwifruit Organization (IKO) Conference was held virtually from Zespri's Mount Maunganui head office on 16-17 September. Global producers from around the world joined online, with representatives from Spain, Italy, France, Portugal, Greece, Chile, the United States, and New Zealand.

The 39th conference, and first fully virtual event, covered a range of topics including fruit production, global supply and biosecurity. Country representatives shared emerging consumer trends and provided market updates, with New Zealand represented by NZKGI CEO Nikki Johnson, KVH CEO Stu Hutchings and Zespri Head of Communications and External Relations Michael Fox. Paul Jones chaired the meeting.

Participants also discussed potential changes to the future structure of IKO and the services it delivers to members, with that discussion to continue.

Southern Hemisphere reports showed strong demand for fresh healthy fruit like kiwifruit around the world. They also noted little disruption to the supply chain and markets affected by COVID-19, welcome news for the transition to the Northern Hemisphere season.

Zespri Deputy Chair Paul Jones highlighted the incredible response across the New Zealand kiwifruit industry to COVID-19.

"One thing we're incredibly proud of in New Zealand, is how we came together as a country and an industry to deal with the pandemic.

"Our growers, packhouses and Zespri team had an absolute focus on delivering the 2020 season and the marketing of that crop is going well," said Mr Jones

Overall 2020 is presenting a mixed picture for the industry. While production in some countries is growing strongly, others are experiencing real challenges driven by biosecurity and climate issues. On the positive side, there are changes in healthy eating, purchasing frequencies, and marketing channels, where e-commerce is experiencing outstanding growth.

Mr Jones explained consumers know kiwifruit is incredibly good for them and also that it is safe and tastes great.

"This is a huge advantage for our industry in these times and the opportunity is there for us to meet this growing demand, and to attract even more consumers to the category," said Mr Jones.



Behind the scenes at the 39th International Kiwifruit Organization (IKO) Conference, held virtually from Zespri's Mount Maunganui head office. Left; Paul Jones and Nikki Johnson. Center; Michael Fox. Right; The team.

DAVE COURTNEY TO TAKE ON NEW ROLE AS CHIEF CUSTOMER OFFICER OF SILVER FERN FARMS

After nearly a decade with Zespri, Chief Grower and Alliances Officer Dave Courtney will be embarking on a new challenge in December as Chief Customer Officer for Silver Fern Farms.

Zespri CEO Dan Mathieson says Dave's contribution to Zespri and the wider New Zealand kiwifruit industry has been immense.

"Dave has been at the heart of the Kiwifruit Industry Strategy Project which strengthened grower ownership of Zespri, and reconfirmed grower support for our 12-month supply strategy and ownership of Plant Variety Rights," says Mr Mathieson.

"He has also been central to improvements in Zespri's taste payment programme and the expansion of SunGold licensing, and in work undertaken to address unauthorised SunGold plantings in China."

"It's one of those cases in Zespri where we see a person grow as a leader and gain considerable new skills and experience with us, and that gives them the opportunity to move onto the next big thing for them. Part of our purpose is to help people thrive, and that's something that we should be really proud of," says Mr Mathieson.

Dave says that after almost 10 years on the supply-side of our industry, he is looking forward to the challenge and opportunity of a senior market-facing role, while remaining in the New Zealand primary industry sector.

"As I learn, wrestle, and make progress on those, I look forward to taking what I've absorbed from this industry and applying it in my new setting.

"While I know I've made the right decision, it is not without some sadness that I have made it. I've poured plenty of myself into this business and the wider industry



Dave Courtney will take on the role of Chief Customer Officer at Silver Fern Farms from December 2020.

since I joined in 2011. In return, I've been proud to be part of a real New Zealand success story, to have the opportunity to personally and professionally grow, have plenty of fun along the way and importantly form friendships that will last way beyond my time at Zespri," says Dave.

"It's a different industry, but one thing will remain the same; I'll be motivated to deliver for those producers I work for and the communities they live and work within."

While recruitment for a permanent replacement is underway, Zespri's Grower and Alliance function will be led by Jayne Chamberlain, our New Variety Commercialisation Manager, who will take on the role of Acting Chief Grower and Alliances Officer. Chief Innovation and Sustainability Officer Carol Ward will provide additional executive support.

Zespri wishes Dave all the very best in his new role and we thank him for his huge contribution to the industry over the years.



ZESPRI GLOBAL SUPPLY 2020 SEASON READY TO COMMENCE

Let the harvest begin!

While season preparations have been more complex than usual this year given the conditions presented by COVID-19, Zespri Global Supply (ZGS) is well on track to meet forecast volumes of more than 23 million trays this season, with the Italian harvest already underway and Asia to commence in Week 41.

This represents an increase of around 22 percent on last season's volume, and Zespri's Executive Officer Northern Hemisphere Supply, Sheila McCann-Morrison says the teams are well-prepared and energised for the current harvest.

"There's been a lot of extra pre-season work undertaken this year to develop new residue and clearance systems for both our European and Asian operations as a result of the challenges with Zespri's legacy Eurofins system," Ms McCann-Morrison says.

That's been a true global effort undertaken by the ZGS, New Zealand technical and EPMO teams who have worked around the clock with Blueleaf to establish a new system in Europe in time for the Week 36 maturity testing round.

"Having this new system in place was no small feat and deserves special recognition.

"In Asia, we've also created a more simplified Radfords clearance system in anticipation of a Week 41 first harvest.

In Europe, fruit maturity has been less variable than last year which is a direct result of the favourable weather conditions during the pollination period. The teams are also seeing a higher than normal dry matter season, with weights also tracking very well compared to last year.

SunGold size profiles for Japan and Korea are also estimated to increase this season.

"We're closely monitoring the situation with COVID-19, especially with regards to a potential resurgence during the autumn and winter months, and our business continuity plans and those of our suppliers have been revisited and revised to ensure our operations can proceed under a worst-case scenario."

"It is important to note that ZGS Europe was fully operational during the initial COVID-19 outbreak in early 2020, with no interruptions to the Green northern hemisphere season despite the severe restrictions in people movement.

"That demonstrates the adaptability of our teams and the wider industry, and provides us with a strong level of confidence in the industry's ability to weather a similar storm this season, if necessary," says Ms McCann-Morrison.



This season's ZGS harvest is well on track to meet forecast volumes of more than 23 million trays.

FRUIT QUALITY TESTING UPDATE

Last month, Zespri highlighted that more rigorous testing would be implemented to ensure compliance with fruit quality standards, following an increase in the number of pallets failed upon final inspection before export. The tolerance of fruit defects appears to have been driven by a small sub-set of post-harvest facilities, rather than being reflective of overall performance.

Chief Global Supply Officer Alastair Hulbert confirms that part of the reason the Zespri brand commands a premium in the market is the trust consumers have in the quality of our fruit and the industry needs to look at the importance of protecting this, especially in the long-term.

“Our brand is synonymous with premium quality fruit and part of the reason is our Grade Standard Specifications which define the acceptability of our export fruit for packing and storage defects, and which ensure we’re exporting high-quality fruit.

“While the markets have performed strongly this season despite the challenges presented by COVID-19, it’s crucial that we avoid any actions that damage the Zespri brand such as providing Class 1 fruit with defects, particularly in our Asian markets where fruit appearance is vital.”

The increase in failed pallets this season appears to have stemmed in large part due to the absence of Zespri Quality Assessors in packhouses during COVID-19 Alert Levels 3 and 4, coinciding with the SunGold packing season and initial packing of Hayward.

In normal circumstances, Zespri Quality Assessors would complete an on-site audit programme largely focusing on phytosanitary and other regulatory programmes, as well as the grading and packing of fruit. It appears that during this period, a sub-set of providers have provided unrealistically high pack out rates for Class 1 SunGold.

This issue has been discussed at both the Industry Supply Group and Industry Advisory Council and having agreed to implement a risk-based approach in line with the Quality Manual, Zespri has now put in place an action plan for the remainder of this season, and 2021 and beyond. The actions include:

- An increasing Zespri Quality Assessor presence
- Greater focus on grade at condition checking and re-pack processes
- The application of a risk profile to facilities for 2021 based on their historical performance
- A review of the grade sections in Documented Quality Systems of suppliers for the 2021 season
- A review of the ECPI score system to ensure it is effective.

Mr Hulbert says he encourages growers to discuss this issue with their suppliers ahead of the 2021 season to ensure the industry meets grade standards and can protect and enhance Zespri’s brand which will enable continued strong returns to growers and our communities.

BLOCK INFORMATION UPDATE

Now is the time to be reviewing and updating block details before spray lines are added for the upcoming 2021 season.

If growers have been successful in obtaining either Gold3 or Red19 licences in the 2020 licence release, or have updates to the vine status of a block, we recommend that the following information be updated in the *Spray Diary* system now.

For any new licence allocation:

- Edit the block that the licence will be allocated to:
 - Update the variety from the drop down list
 - Vine status (record as newly grafted/immature vines)
 - Year grafted
 - Description – mandatory field (this information is used to capture important details about the block change e.g., year of allocated licence, split block

information if the entire block is not being grafted, who requested the change, or any other information relevant to the change)

- Orchard layout (if known)

For any block with an updated Vine status (change in status that will affect the ability to harvest that block i.e., non-producing to producing):

- Edit block and change Vines status:
 - Description – information that reflects the change in status e.g., first year of production 2021.

It is important that all block information is accurately updated now before spray lines are loaded for the upcoming season, so we ask that you complete this at the earliest convenience, and if any assistance is required then please call the Grower Support Services team on 0800 155 355 or email contact.canopy@zespri.com and they can assist with this process.

SAMPLING AND MATURITY CLEARANCE TESTING – SERVICE PROVIDER UPDATE

After a three-month procurement process to identify and select sampling and maturity clearance testing service providers, Zespri has entered final contract negotiations with selected parties. This follows Zespri Board approval this month.

This process has been extensive and involved expressions of interest from potential service providers, with a select group providing detailed proposals for the services. There was significant interest in the expression of interest, which has been followed by a rigorous selection process.

The assessment of proposals considered a wide range of factors, including the ability to provide the services, relevant experience, and price of the services. Independence of service providers from post-harvest and/or grower interests was also considered, and weighed against the experience and start-up or scale-up risk of each potential service provider.

The service provider model that has been selected includes multiple service providers to mitigate risk to service delivery.

Service providers have been selected in a number of the major growing regions, with multiple service providers selected within the Bay of Plenty. Service delivery for the 2021 season, particularly for any potential providers with limited or no sampling and maturity testing experience and resources, was considered a major risk. The service providers selected for both sampling and maturity clearance testing include a combination of independent and postharvest-owned companies.

A range of independence commitments are being negotiated with the post-harvest owned companies to address concerns from industry around the need for independence, including checks and balances. Once contracts with service providers are finalised, a communication about the service providers for each region will be released, which will include the required checks and balances.

It is intended negotiations will be finalised by early October.

2020/2021 GPS AUDIT SEASON UNDERWAY

Zespri conducts GPS audits on orchards to ensure the hectares of grafted varieties matches the hectares of Zespri licences issued. All orchards that have been allocated licences, either in the 2019 or 2020 licence release, will now be scheduled for a GPS Audit.

Zespri also undertakes a random audit programme every year, so please be aware that if your orchard has not recently been audited, you may be contacted by a GPS mapping provider to arrange a visit.

- If your orchard is on the list to be audited for the 2020/2021 season, a mapping provider will be in contact via an email and phone call to advise you of the estimated date of the audit.
- If you have not finished all grafting for your allocated area, or have any other vital information about your orchard that the mapping provider needs to be aware of (i.e., structural changes), please let them know as soon as possible so they can discuss and reschedule the visit.
- Please advise the caller if there are any specific health and safety requirements we should be aware of before visiting your site. Zespri also strongly recommends that an orchard representative is on site at the time of the audit to answer any questions or queries the surveyor may have. Questions could include:
 - Have you made any changes to block names?
 - Are there any mid-row splits that aren’t easily identifiable?
 - Do you have any special instructions regarding structural changes? assembly realignment, shelter removal or any other pending changes.
- The preliminary audit imagery results can be available for you to see within 10–15 minutes of the audit being finished.
- Once the audit has been completed and the results are processed by Zespri, the grower will receive a copy of the map and the audit results via email. As part of this process, the map will also be forwarded to the post-harvest entity that you have previously nominated through the Zespri registration process. This is to ensure that they have the latest version of the map for maturity clearance and spray diary updates.

For more information around GPS mapping and audits, follow this link on canopy: <https://canopy.zespri.com/EN/grow/licensing/GPSmapping/Pages/default.aspx>

WHAT IS GPS AUDITING FOR?

Zespri is committed to the ongoing protection of PVR varieties, ensuring compliance as per the Zespri Variety Licence conditions, and making sure they are strictly adhered to for the benefit of all licensed holders. In particular, auditing is used to:

- protect growers who have purchased licences for a Zespri proprietary kiwifruit variety
- protect those who have complied with the terms of their licences
- promote the control of volumes of kiwifruit supplied in order to protect grower returns
- preserve the value of Zespri’s investment in new varieties.

Zespri understands that in some cases, overplanting is minor and unintentional. However, it is clear in other cases that Zespri has identified instances where growers have deliberately or recklessly exceeded their licensed area.

It is important for growers to understand Zespri does not have a 'minimum area' under which they will not pursue unauthorised plantings. If growers have overplanted, they are required to rectify the overplanted area. The process to rectify the overplanted area will depend on the level of overplanting.

Please refer to the *Unauthorised plantings of Zespri proprietary varieties: Overview* on Canopy which explains the requirements for overplanted areas.

Please also make sure Zespri’s Grower Support Services team has your most up-to-date email address. You can check all your details are accurate and current by accessing the Industry Portal or emailing contact.canopy@zespri.com or calling the team on 0800 155 355.

ACKNOWLEDGING TE WIKI O TE REO MĀORI

September saw Te Wiki o te Reo Māori/Māori Language Week celebrated in Aotearoa, through sharing Te Wa Tuku Reo Māori, a Māori language moment.

The story of our Māori whakairo (carving) – Te Ohonga

When translated from Te Reo Māori, Te Ohonga means the awakening (of a people, of an industry, of the land). Carved by the talented James Tapiata, Warren McGrath and Simon Madgwick, Te Ohonga will soon find its home again in our main office reception where it will stand tall as it welcomes our people into the building.

Did you know? Te Ohonga is not the only Māori carving at Zespri. Some of our global teams in Belgium, Singapore,

Los Angeles and Tokyo also have special whakairo (carvings). These carvings connect our global offices to Aotearoa, New Zealand – the birthplace of the Zespri brand. Each carving is unique and has a different meaning.

- **Ngā Hau e Whā (The four winds)** – Located in Antwerp, Belgium, this symbolises the diverse markets and encouraging and welcoming new relationships.
- **Te Tipuranga** – Located in Singapore, this symbolises the connection to

Zespri’s roots and growth in the Bay of Plenty region in New Zealand.

- **Te Puawaitanga (The flowering)** – Located in Los Angeles, United States of America, this symbolises the transformation of deep rooted growth into the fulfilment of purpose, presenting quality and excellence to consumers.
- **Te Tatau o te Ao (The door way to the world)** – Located in Tokyo, Japan, this symbolises the opening of new relationships and strengthening the old, expanding markets.

Hikoi around Mauao

In celebration, our Zespri whānau participated in a hikoi around the Mauao base track with celestial navigator, Jack Thatcher. On the walk, staff got to learn about the traditional sites of significance on Mauao and Māori ancestry.

Weekly quiz

A daily quiz was held throughout the week testing our staff’s knowledge of te reo Māori. It was great to see so many people from around our offices worldwide participate in this initiative.



James Tapiata at work on our Māori whakairo, Te Ohonga.



Hikoi around the Mauao base track with celestial navigator, Jack Thatcher.

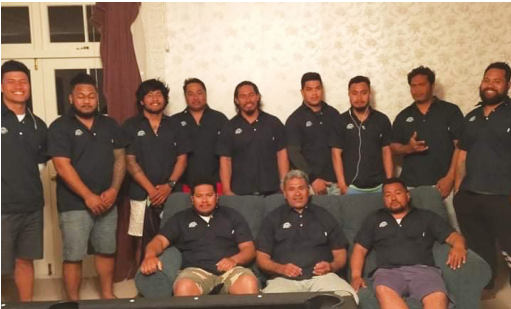
CLOTHING FOR RSE WORKERS

As part of our ongoing commitment to sustainability, we’re always looking for opportunities to reuse or repurpose as many elements within our business as possible.

With the launch of our new Zespri brand this year, we’ve been looking at ways where we can repurpose some of our old corporate clothing that’s been in storage so that it can still be well used. Our team approached three of the industry’s main packhouses to see if there was any interest in making use of some of the

clothing, and with all three replying within an hour, we’ve managed to re-home everything.

Zespri’s Michael Pugh has also gifted some of our second-hand clothing to the RSE workers he is working with, and it’s been great to see the warm reactions to this gesture.



Repurposed corporate clothing donated to RSE workers across the Bay of Plenty.

GLOBAL AGENCY FOR NEW PHASE OF ZESPRI BRAND STORY

Zespri has appointed WPP, one of the world’s largest advertising and communications agencies, to help enhance our market and brand proposition across our 53 markets.

Through integrated communications, experience, commerce and technology strategies, WPP’s team will help share our “Make Your Healthy Irresistible” story, across the United States, Europe, Greater China, Future Markets and Asia-Pacific (excluding Japan).

Chief Growth Officer, Jiunn Shih says as Zespri enters a new phase in its journey with the refresh of its brand, it was important that we partnered

with a global agency that shares the Zespri values and our belief that a brand with purpose can change the world for the better.

“Throughout the selection process, WPP agencies like VMLY&R and Mindshare have stood out for their strategic thinking, creative direction and innovation capabilities, and I look forward to the impactful work we will create together,” says Mr Shih.



FROM THE MARKETS



Korea

The highly successful 'Masked Singers' digital campaign in Korea has recently ended. The campaign generated a reach of more than 25 million and 24,000 interactions, far exceeding its target.

The campaign aimed to educate consumers on the Zespri sticker – proof of goodness and quality. It used a catchy song to deliver the message sung by two people, hidden behind kiwifruit sticker masks which were progressively removed, with consumers having to guess who they were. In the final stage, the singers were unveiled to be two very popular actors.

Right from the outset, the campaign captured consumers' interest with two videos of the Kiwi Brothers singing and dancing. Consumers also enjoyed voting on which Kiwi Brother had the better voice.

The campaign also involved working with Korean influencers and local media to boost campaign awareness and increase consumer awareness of our delicious fruit. Around 80,000 viewers watched the campaign videos and learnt the meaning of our sticker.

Taiwan

The Ghost Festival, also known as Hungry Ghost Festival, was observed in Taiwan last month. To coincide with the festival, our team in Taiwan launched

a "lucky fruit" marketing campaign. Kiwifruit is believed to be a good choice for Bai-Bai to pray for good luck during Ghost Month.

Introducing our Future Markets

Our Future Markets region was established to evaluate and develop potential 'explore' markets, assist in growing core markets through the launch route, and introduce new markets into Zespri's business. Led by Himanshu Arora, the team is based across Singapore, Malaysia, Indonesia, India, Thailand, Brazil and Mexico, managing 20 markets across Asia, Middle East, Africa and Latin America.

These markets are grouped into three categories to facilitate how we distribute our resources:

- 1. Explore markets** – markets with high promise and which need nurturing to be developed into launch markets.
- 2. Trading markets** – relatively smaller but high-OGR markets which serve as risk-mitigating markets, taking on the variability and fluctuations of fruit supply.
- 3. Collaborative Marketing (CM) markets** – markets where the regulator, Kiwifruit New Zealand (KNZ), has approved programmes and partners based on their potential for wealth creation for New Zealand producers.

The team manages Class 1 and Class 2 fruit sales across the markets (under the sub-brand Zespri Vita). Currently, Zespri Vita fruit sales are centred around Brazil, Mexico, and South Africa, as well as the CM markets of Costa Rica, El Salvador and Guatemala.

Future Markets are committed to driving awareness and premium value perception of kiwifruit, especially through SunGold, among our target audiences, resulting in increased trial and consumption and ultimately sales.

Despite the diverse markets and lean resources, research-based insights have enabled the team to focus on kiwifruit's nutritional benefits (100% daily Vitamin C #Just1Fruit #SupportImmunity) and taste appeal messaging when developing shared assets and content for all markets. With messaging launched last year in 'SEAA & MEIOA' markets (FM's predecessor cluster of markets) and validated in the new markets this year, the Future Markets team are making use of key visuals for Class 1 and Class 2 Vita markets, as well as eye-catching point-of-sale material in marketing activity.

Australia

TV advertising across the top three states of Australia reached 9.49 million shoppers. YouTube and Facebook social media has also been extending awareness of SunGold's highly relevant Vitamin C benefits, reaching 5.66 million and 3.73 million people respectively.

While major retailers are still not accepting in-store sampling nationwide due to COVID-19, sampling commenced in nine independent retail stores in Adelaide.

Spain

Our growers' campaign in Spain is the first of its kind. Currently being trialled with Spanish consumers across digital media and printed trade media, the campaign aims to promote messaging around the consistently high quality and natural attributes of our Zespri brand.

Based around two concepts – growers' passion, and knowledge and commitment to cultivate high quality kiwifruit and Zespri's quality system – the campaign uses authentic, real-life stories from some of our growers. Their stories represent much more than just being kiwifruit growers – they represent our Zespri values.

YOU SAY GROWER, WE SAY family



YOU SAY GROWER, WE SAY guardians



YOU SAY GROWER, WE SAY pioneers





ZESPRI IN THE COMMUNITY



Zespri Young and Healthy Virtual Adventure

The Zespri head office was a sight to behold in September with the team and Virtual Adventure creator Kim Harvey packing a whopping 770 boxes for this year's 20,000 participants.

These eye-catching boxes were generously donated from Opal Kiwi Packaging. All classroom packs are set to be delivered to schools before the start of Term Four, when participants will begin creating their unique avatars who will 'visit' destinations across the world as kids attain points for healthy habits like

drinking plenty of water, eating lots of fruit and vegetables, limiting screen time, and moving often.

With about 13,000 participants from Zespri's growing regions, we're really excited for the adventure to get underway in just a few short weeks. The team hand-delivered classroom packs to a couple of local participating schools – including Papamoa Primary School, with their seven registered classes ready to have fun and get healthy.



Zespri's Young and Healthy Virtual Adventure is set to reach 20,000 participants this year.

Helping our communities

As part of Zespri's response to COVID-19 in Aotearoa, we've donated 100 tonnes of kiwifruit to food rescue organisations across the country. The impact of COVID-19 has created an even greater strain on many of our community organisations so we've increased the support we offer our existing community partners who help those in need, and we've started working with several new organisations in our growing regions too.

One organisation we are supporting with fruit donations is Te Ukaipo Mercy Initiatives for Rangatahi in Ranui, Auckland with fruit donations. They got in touch with

Zespri's External Relations team this week about how much the community enjoyed receiving their food parcels.

"I have had many whānau come in and say how they are so grateful and appreciative of the fresh fruit and vegetables they have been able to receive! One mum mentioned how kiwifruit was the only 'green' fruit/vegetable that she could get her kids to eat. Apart from that, everyone is constantly expressing their gratitude for these parcels. They really are so helpful to whānau – especially during these times," says Te Ukaipo Mercy Initiatives for Rangatahi spokesperson.

Hort Scholarships - closing soon!

A final reminder that applications for the 2020 Zespri Horticultural Scholarships are closing on 2 October.

These scholarships are available to students enrolled in tertiary study, who have successfully finished or are currently underway in their first year of study. It's available to students studying towards degrees in science, management,

marketing or business, and aims to support studies towards a career in the horticulture industry.

Applications close at 5pm on 2 October 2020 and must be submitted by email to scholarships@zespri.com. For more information and the application form, visit <https://www.zespri.com/en-NZ/community>.

KidsCan donation

As our industry grows, it's really important the contributions we make in our local communities grow too. All around the world, we are committed to playing our part in supporting communities. That's why we are so proud to officially partner with KidsCan, who have helped many of Aotearoa's most vulnerable since 2005.

This month, we joined KidsCan at Welcome Bay School in Tauranga and

helped distribute 350 Vodafone Warriors rain jackets to children alongside a number of KidsCan's fantastic local partners. This makes sure kids arrive at school warm and dry, and in a better position to learn on wet and windy mornings. Plus, the rain jacket gives the children a special item to call their own. We were also able to share some of our healthy and delicious Zespri Kiwifruit.



Zespri teamed up with KidsCan to deliver 350 Vodafone Warriors jackets to students at Welcome Bay School in Tauranga.

2020/21 PROGRESS PAYMENTS FOR OCTOBER AND NOVEMBER

CLASS 1 APPROVED PROGRESS PAYMENT 15 OCTOBER 2020	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.98	\$1.30	\$1.30	\$1.00	\$0.90	\$0.90	\$0.60
Zespri Organic Green	\$1.28	\$1.80	\$1.40	\$1.40	\$1.30	\$1.30	\$1.10
Zespri Gold3	\$1.16	\$1.50	\$1.20	\$1.20	\$0.80	\$1.00	No supply
Zespri Organic Gold3	\$1.57	\$1.70	\$1.60	\$1.60	\$1.50	\$1.30	No supply
Zespri Green14	\$0.66	No payment	\$0.50	\$0.80	\$0.70	\$0.70	\$0.50

CLASS 1 INDICATIVE PROGRESS PAYMENT 13 NOVEMBER 2020	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.94	\$1.20	\$1.10	\$1.00	\$0.90	\$0.90	\$0.60
Zespri Organic Green	\$1.29	\$1.40	\$1.50	\$1.70	\$1.30	\$1.30	\$0.90
Zespri Gold3	\$1.72	\$2.00	\$1.80	\$1.70	\$1.50	\$1.40	No supply
Zespri Organic Gold3	\$2.05	\$2.00	\$2.20	\$2.00	\$2.00	\$2.00	No supply
Zespri Green14	\$1.25	No payment	\$1.00	\$1.40	\$1.30	\$1.30	\$1.10

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.
3. The removal of the Taste component for the 2020 season has resulted in the payment of higher Progress compared with previous seasons.

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.

October 2020 approved progress payments on Net Submit trays

Approved per tray progress payments for 15 October 2020:

Class 1	
Zespri Green	\$0.98
Zespri Organic Green	\$1.28
Zespri Gold3	\$1.16
Zespri Organic Gold3	\$1.57
Zespri Green14	\$0.66

November 2020 indicative progress payments on Net Submit trays

Indicative per tray progress payments for 13 November 2020:

Class 1	
Zespri Green	\$0.94
Zespri Organic Green	\$1.29
Zespri Gold3	\$1.72
Zespri Organic Gold3	\$2.05
Zespri Green14	\$1.25

Orchard Gate Return

The OGR calculations reflect post-harvest cost data compiled by Ingham Mora Limited in July 2020, the August 2020 forecast fruit loss percentages and current productive hectare information.

SHARE BRIEFS

As at 17 September 2020, the last Zespri share price trade was \$8.75 traded on 15 September 2020. There were six buyers at \$8.71, \$8.70, \$8.65, \$8.53 and \$8.50. There were seven sellers at \$8.75, \$8.80, \$8.85 and \$9.00.

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 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

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Go to www.reapapp.io to download the app.

Below is the current Market Depth information as at **17 September 2020**.

Quote Line Thursday 17 September as at 9.30am						
Code	Bid (\$)	Offer (\$)	Last (\$)	High (\$)	Low (\$)	Volume
ZGL	8.710	8.750	8.750	0.000	0.000	0

Market Depth					
BIDS			OFFERS		
Orders	Quantity	Price (\$)	Price (\$)	Quantity	Orders
1	11,400	8.710	8.750	4,830	1
1	20,000	8.700	8.750	5,250	1
1	2,000	8.650	8.800	2,000	1
1	2,000	8.530	8.850	2,000	1
1	1,176	8.500	8.850	4,500	1
1	6,176	8.500	9.000	10,000	1
			9.000	4,500	1

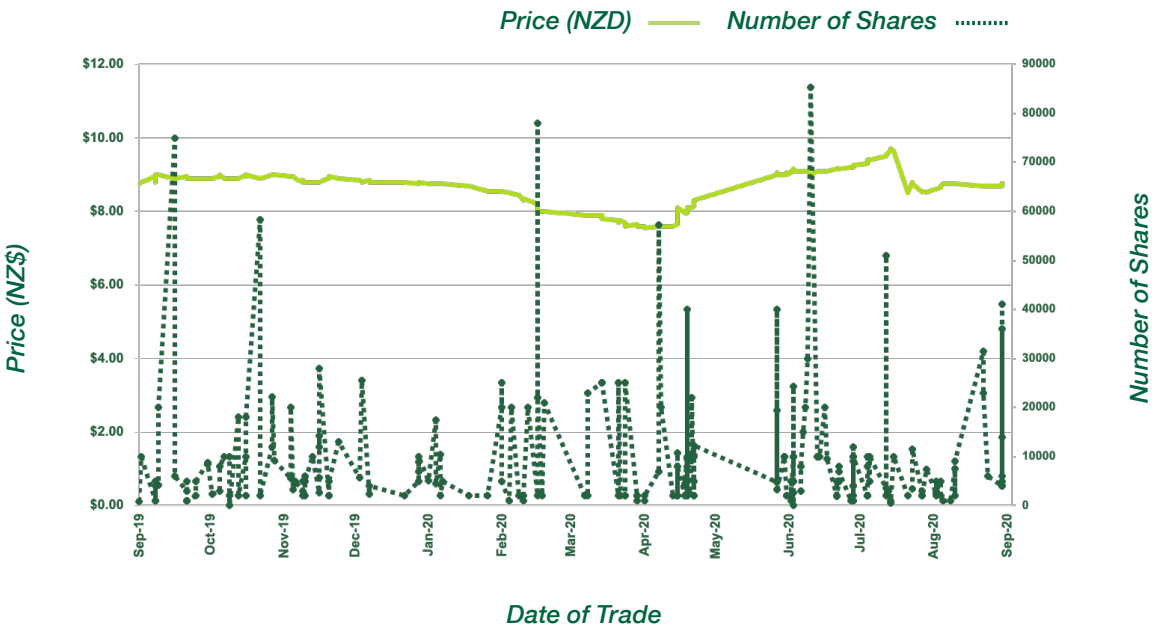
Last 10 Trades			
Date/Time	Quantity	Price (\$)	Value (\$)
15/09/20	3,981	\$8.75	34,833.750
15/09/20	36,019	\$8.75	315,166.250
15/09/20	3,981	\$8.75	34,833.750
15/09/20	41,085	\$8.75	359,493.750
15/09/20	14,000	\$8.75	122,500.000
15/09/20	5,000	\$8.70	43,500.000
15/09/20	6,065	\$8.70	52,765.500
15/09/20	4,000	\$8.70	34,800.000
9/09/20	6,000	\$8.70	52,200.000
8/08/20	11,500	\$8.75	100,625.000

Director share trading

For the month of September (as at 17 September), 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.

ZESPRI GROUP LIMITED SHARE TRADES 17 SEPTEMBER 2019 TO 17 SEPTEMBER 2020



2020/21 SEASON GROWER PAYMENT PORTIONS – TOTAL FRUIT AND SERVICE PAYMENTS
2020/21 AUGUST FORECAST



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, and KiwiStart are paid on FOBS, i.e., when fruit is shipped. Some of the Supplier Accountability payments are subject to SLA terms.
- There are no Taste Zespri payments in the 2020 season.
- Progress is paid in the remaining months at levels subject to Zespri Management approval.
- Average payments per TE are based on the 2020/21 August forecast trays and actual payments to date.
- YTD amounts for Pack and Time may move from previous *Kiwiflier* issues due to SLAs being paid late in a month.
- Gold3 and Organic Gold3 are in separate pools for the 2020 season; the Organic Gold Premium is no longer applicable.

ZESPRI GOLD3 SEPTEMBER									ZESPRI ORGANIC GOLD3 SEPTEMBER								
ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD	
Apr-20	\$2.80	\$0.11					\$2.91	18%	\$2.80	\$0.03					\$2.83	16%	
May-20		\$0.09					\$3.01	19%		\$0.07					\$2.90	17%	
Jun-20		\$0.08					\$3.09	19%		\$0.09					\$2.99	17%	
Jul-20		\$0.06			\$1.79		\$4.94	31%		\$0.07			\$2.11		\$5.18	30%	
Aug-20		\$0.21	\$0.36		\$2.25		\$7.76	49%		\$0.14	\$0.24		\$3.06		\$8.62	49%	
Sep-20		\$0.42			\$2.33		\$10.50	66%		\$0.27			\$2.63		\$11.52	66%	
Oct-20		•	•		\$1.16		•	•		•	•		\$1.57		•	•	
Nov-20		•	•		\$1.72		•	•		•	•		\$2.05		•	•	
Dec-20		•	•		•		•	93%		•	•		•		•	93%	
Jan-21			•			\$0.10	•	•			•			\$0.10	•	•	
Feb-21					•		•	•					•		•	•	
Mar-21					•		•	98%					•		•	98%	
Apr-21					•		•	•					•		•	•	
May-21					•		•	•					•		•	•	
Jun-21						\$0.15	•	100%						\$0.15	•	100%	
Paid YTD	\$2.80	\$0.98	\$0.36	\$0.00	\$6.37	\$0.00	\$10.51		\$2.80	\$0.68	\$0.24	\$0.00	\$7.80	\$0.00	\$11.52		
Balance to pay	\$0.00	\$0.40	\$0.45	\$0.00	\$4.38	\$0.25	\$5.48		\$0.00	\$0.25	\$0.26	\$0.00	\$5.18	\$0.25	\$5.94		
Total fruit and service payments - 2020/21 Forecast \$15.99									Total fruit and service payments - 2020/21 Forecast \$17.46								

<div> ZESPRI GREEN SEPTEMBER</div>									<div> ZESPRI ORGANIC GREEN SEPTEMBER</div>									<div> ZESPRI GREEN14 SEPTEMBER</div>																																			
ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD																													
Apr-20	\$2.25	\$0.01					\$2.26	22%	\$2.25						\$2.25	18%	\$2.80						\$2.80	21%																													
May-20		\$0.07					\$2.33	23%		\$0.01					\$2.26	18%							\$2.80	21%																													
Jun-20		\$0.04					\$2.37	23%		\$0.01					\$2.27	18%							\$2.80	21%																													
Jul-20		\$0.04			\$1.36		\$3.77	37%		\$0.02			\$2.45		\$4.74	38%							\$5.50	42%																													
Aug-20		\$0.11	\$0.13		\$0.82		\$4.83	48%		\$0.10	\$0.20		\$1.16		\$6.20	50%							\$6.55	50%																													
Sep-20		\$0.32			\$0.80		\$5.94	59%		\$0.22			\$1.08		\$7.50	61%							\$9.41	72%																													
Oct-20		•	•		\$0.98		•	•		•	•		\$1.28		•	•			•				\$0.66	•	•																												
Nov-20		•	•		\$0.94		•	•		•	•		\$1.29		•	•			•				\$1.25	•	•																												
Dec-20		•	•		•		•	92%		•	•		•		•	89%			•				•	•	91%																												
Jan-21			•			\$0.10	•	•			•			\$0.10	•	•			•				\$0.10	•	•																												
Feb-21					•		•	•					•		•	•							•	•	•																												
Mar-21					•		•	97%					•		•	97%							•	•	97%																												
Apr-21					•		•	•					•		•	•							•	•	•																												
May-21					•		•	•					•		•	•							•	•	•																												
Jun-21						\$0.15	•	100%						\$0.15	•	100%							\$0.15	•	100%																												
Paid YTD	\$2.25	\$0.58	\$0.13	\$0.00	\$2.98	\$0.00	\$5.94		\$2.25	\$0.36	\$0.20	\$0.00	\$4.69	\$0.00	\$7.50		\$2.80	\$0.00	\$0.22	\$0.00	\$6.39	\$0.00	\$9.41																														
Balance to pay	\$0.00	\$0.85	\$0.21	\$0.00	\$2.87	\$0.25	\$4.19		\$0.00	\$0.70	\$0.14	\$0.00	\$3.80	\$0.25	\$4.89		\$0.00	\$0.00	\$0.24	\$0.00	\$3.19	\$0.25	\$3.68																														
Total fruit and service payments - 2020/21 Forecast									\$10.13									Total fruit and service payments - 2020/21 Forecast									\$12.39									Total fruit and service payments - 2020/21 Forecast									\$13.09								

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.

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



KEY FOCUS: OCTOBER GLOBAL EXTENSION TEAM

Counting and
thinning

Pollination

Canopy
management

Taste

Stay
healthy

MONTH AHEAD: OCTOBER

Counting and thinning

Understanding how many flowers you have and developing an efficient strategy for getting to your target number of king flowers is key to achieving a good dry matter result.

Shoots will nearly be big enough on SunGold to start finalising your strategy for getting to your target for king flowers/m². In another few weeks, you'll be able to tell if the lateral flowers will abort (fingers crossed!) or if you'll need to remove them manually.

Too many flowers? Read the research in the September/October 2017 *Kiwifruit Journal* and summarised in the *Need to Know NK7* to help you choose which flowers to thin off.

Watch the thinning videos on the Canopy website with your orchard staff to refresh your knowledge about why thinning is critical in SunGold, and learn some thinning strategies to achieve your target cropload. The videos are available in English and Punjabi: *Canopy > Growing Kiwifruit > Orchard Productivity > Videos*

Pollination

Keep communicating with your beekeeper, have a written pollination agreement, and don't forget about bee safety! A pollination assessment gives you heaps of valuable information and only takes a few minutes to set up. For details, check out the information on Canopy.

Have you ordered pollen in case you don't have any in the freezer? If not, get on to it now!

Males

Flowering is the best time of year to identify what type of males you have in your orchard. For assistance, check out KVH's 'Identifying male varieties guide' on its website. This is a really useful resource with descriptions and images of different male varieties.

Canopy

Getting your Hayward canopy up and running quickly, then keeping it quiet and settled after flowering, is key to good dry matter. Think about the tools you have available and the timing and conditions you use each one in. The best growers anticipate what's going to happen, and act early.

Taste

Thinning, pollination and managing your canopy contribute greatly to the taste of the crop. The video on Canopy (Canopy > Growing Kiwifruit > Orchard Management > Taste & Dry Matter) for growing for taste gives a good overview of the key management tools and considerations for growing both Hayward and SunGold, and is worth a watch.



Some of the members of GET: Chrissy, Shane, Sophie, Katrina, Christina, Osamu, Beth & Kelly.

INTRODUCING OUR GET STRUCTURE AND NEW WAY OF WORKING

In recognition of wanting to better support growers in New Zealand and the Northern Hemisphere, the OPC team has been renamed the Global Extension Team (GET). While COVID-19 has presented some challenges, the team is now close to having a full line-up.

Embracing a new way of working, along with continuing to deliver on our core priority areas, GET are concentrating on supporting the industry's technical and extension staff in the main production regions.

Team members have been structured into three sub-teams (Grower Trial and Data Insights, Resource Development, and Extension Delivery) and are focusing on the successful establishment of Red19, achieving orchard-related sustainability targets, improving good agricultural practices and supporting Zespri Global Supply.

RED-Y TO GROW

Earlier this month, new Red19 licence holders were invited to meet our Global Extension team and get updates from the Grower Liaison, Innovation and Global Marketing teams at a 'Welcome to Red' meeting.

Growers in the establishment growing stage learnt about the latest pre-commercial

and research information from orchard, through the supply chain, and into the markets. Growers who are part of our Red19 grower community were also able to introduce themselves to each other. The meeting received very positive feedback and showed great collaboration across all the Zespri teams, with lots of great questions from growers.

Jayne Chamberlain, New Variety Commercialisation Manager, noted that the event showed the support Zespri is throwing behind the successful commercialisation of Zespri Red.

"It also is an opportunity for the early adopters to meet each other and to connect in order to create a Zespri Red community," says Ms Chamberlain.

"We hope that growers will talk to each other and support each other with peer-to-peer learning."



Zespri Red growers at the 'Welcome to Red' meeting earlier in September.

SMARTKIWI FUND

Do you have a trial idea to improve the productivity or quality of fruit produced on your orchard, but need a bit of help? Why not consider applying to the SmartKiwi trial fund to help you out?

Our Global Extension Team support innovative orchardists who are keen to test new ideas using robust methods.

Grants of up to \$5,000 are available to New Zealand kiwifruit growers to meet costs associated with setting up a trial, lab testing and technical advice.

Find out more on Canopy > Growing Kiwifruit > Global Extension Team > Grower Trials & Analysis > SmartKiwi Fund.

2020 SUSTAINABLE ORCHARD PRODUCTIVITY INNOVATION R&D UPDATE

Did you know that Zespri Innovation works on projects that help keep our industry productive, sustainable, and ahead of global competitors?

If you want to hear about a grower facing innovation platform and understand how the project outcomes support you in producing the world's best kiwifruit, come along to the 2020 Sustainable Orchard Productivity Innovation R&D Update.

The update will include the opportunity to hear from and talk to scientists who have been conducting work on

pollination, automation, plant nutrition, water quality and carbon foot printing. In addition, Zespri Innovation Leaders in orchard productivity, technology and sustainability will discuss current and future research priorities in these areas.

When:
Thursday, 15 October from 9.45am-2.15pm
(lunch provided)

Where:
Orchard Church, 20 MacLoughlin Drive, Te Puke

To attend the R&D update, please register on the Zespri events website at <https://www.zesprievents.co.nz/RnD>.

Registrations close on Monday 12 October. Please share this event and registration link to any industry friends and colleagues who would be interested in attending this exciting event.

NZKGI FORUM ELECTS NEW CHAIRMAN

At the September NZKGI Forum meeting, Mark Mayston was appointed Chairman of NZKGI following Doug Brown's retirement after almost six years in the role. Mark was previously the Vice Chairman of NZKGI and was elected unopposed, following a call for nominations.

Mark has worked in different roles throughout the kiwifruit industry since 1997 — including two stints at Zespri and three years in post-harvest — before returning to the family business, which has been growing for more than 40 years.

Mark says one of his focuses as NZKGI Chairman will be to work on Forum Representatives' engagement with constituent growers.

"I would like to see the establishment of new methods of grower engagement and create a regular reporting method from Entity Representatives into the Forum," he says.

"In addition, I will be placing a strong emphasis around relationship building at a grower level with both Government and Ministers. Forum members have a role in relationship building at a regional level, and I recognise the importance of this. Zespri and NZKGI management may come and go, but growers will always be here."

Mark adds he looks forward to supporting the NZKGI CEO and employees to continue to build upon the increased operational value that the organisation provides levy payers.



Mark Mayston has been appointed Chairman of NZKGI.

Mark is also the Apata Supply Entity Representative on the NZKGI Forum and when he's not at work, looks after the day-to-day affairs of an IHC couple who live in the community.

"This is really important to me, as it is a very small way of giving back," says Mark.



CHANGES WITHIN NZKGI FORUM



Doug Brown retires

Chairman of NZKGI since December 2015, Doug Brown, retired from the role at the September NZKGI Forum meeting. Members of the Forum and industry recognised Doug's contribution to NZKGI in a small function following his last meeting as Chairman.



Outgoing Chairman, Doug Brown.

Doug was recognised for his unwavering representation of growers in industry discussions, protecting the grower pools and supporting the SPE. Doug reflected on his time as Chairman and concluded by reminding everyone of his catch phrase – "Our strength is our unity". On behalf of the industry, we thank Doug for his service and wish him well.

New NZKGI Executive Committee members

Elections were also held for four vacancies on the NZKGI Executive Committee. Sally Gardiner and Whetu Rolleston were re-elected, and Sean Carnachan and Robert Humphries were elected. They replace Tony Leicester and Debbie Oakley, who retired from the Executive Committee.

Tony will remain on the NZKGI Forum as Supply Entity Representative for DMS and Debbie stepped down from the Forum at the August Forum meeting. NZKGI thanks Tony and Debbie for their roles on the Executive Committee.

- Sean Carnachan has been involved in the Kiwifruit industry for 38 years and lives on his 22 hectare kiwifruit and avocado orchard, growing all three Zespri varieties. Sean is also Managing Director of Western Orchards Ltd, developing and managing

orchards, as well as a post-harvest (packing and cool storage) operation for growers, and is Director for Apata Group Ltd and Apata Suppliers Entity Ltd. Sean has been on the NZKGI Forum for many years and has been involved in different sub groups over that period, including the Industry Advisory Council, Kiwistart taste time, maturity review and hail review committees. Sean is passionate about our kiwifruit industry. "My experience across a wide range of industry forums will enable me to make a valuable contribution as a NZKGI Executive Committee member," he says.

- Robert Humphries is a Grower Services and Orchard Management Regional Manager with EastPack, connecting with growers from Poverty Bay and across the Eastern Bay of Plenty. He has worked in the kiwifruit industry for 18 years, including in the operation of orchards and packhouse sites. Robert says he continues to see the strength in an integrated and cohesive industry and what it will bring for our future and that of the successive generations of kiwifruit growers, just as our forbearers did many years ago. "I would like to see those generations still standing here and supporting what has been built and what we sit here today to protect – our industry stability, our livelihoods, and our right to produce world class fruit," he says.

Industry Advisory Council appointments

The NZKGI Forum also re-appointed Sean Carnachan to the Industry Advisory Council (IAC) at the September NZKGI Forum meeting, and Sally Gardiner replaces Debbie Oakley who retired from the IAC at the conclusion of her term. Sally and Sean join the NZKGI Chair, Vice-Chair and appointed representative Simon Cook as the five NZKGI representatives on the IAC.

Forum Member appointment

Louise Peters replaced Debbie as Seeka Supply Entity Representative.

Contact details for NZKGI Forum members are available on the NZKGI website.

SEASONAL WORKER TRAINING CONTINUES

NZKGI's Winter Pruning Training Courses were completed successfully in August. Funded by MPI, the courses were intended to attract people displaced by COVID-19 to the kiwifruit industry.

Despite a short timeframe for programme development and implementation, 86 people took up the opportunity for the one day taster course. Of these, 41 went on to complete more intensive training, of which 75 percent gained employment within the industry.

Feedback from course participants and the employers who took on the graduates was very positive. The model of using a one-day taster course to introduce newcomers to the physicality of on-orchard work, and the nature of the industry, worked particularly well. There was a higher than expected uptake of the further training option, with participants fully engaged and enthusiastic. The training courses were delivered by Fruition Horticulture and Toi Ohomai Institute of

Technology horticulture tutors. NZKGI is grateful for the support from industry that was received over this period, with orchard specialists released to assist with training and supervision, and the provision of orchards for participants to practice on.

NZKGI have applied to transfer the remaining funding to a new programme of similar pre-employment courses for summer work. While our current border closures still preclude the entry of RSE workers from the Pacific Islands and other international backpackers, there is a pressing need to attract more New Zealanders to on-orchard work. Estimates suggest upwards of 13,000 workers will be needed in the Bay of Plenty alone through the November peak, with the bud thinning and summer canopy work expected to kick off in early October.

NZKGI's new-season labour attraction strategy is set to begin shortly. We hope to have taster courses in place by the end of September to capture career changers and others new to kiwifruit, with a more intensive training course to come soon after. These summer work courses will run throughout the season, with changing emphasis on the on-orchard tasks involved as they occur. Further initiatives will be launched in October and November to attract New Zealanders to summer on-orchard roles. More information on this will be communicated through NZKGI's Weekly Update email newsletter.



Recent winter pruning training graduates.



NZKGI FOOD BANK APPEAL A SUCCESS

NZKGI helped support those who were facing tough economic times due to the economic impact of COVID-19 by running a food bank appeal across the Eastern and Western Bay of Plenty over a five-week period.

The appeal was well supported by the industry, with Zespri providing a financial donation, a collective of growers donating \$3000 of tinned goods to the Katikati foodbank, supermarket, and individual grower and financial donations.

NZKGI is committed to helping our communities, which includes setting up a staff volunteer programme and running the appeal in other growing regions.

NZKGI thanks those who contributed to the appeal for their support.



Donations from the NZKGI food bank appeal.

HAVE YOUR SAY: PROPOSED PLAN FOR MANAGING KIWIFRUIT INDUSTRY RISK



Biosecurity risk is one of the greatest strategic threats to the kiwifruit industry.

This risk is managed across the whole biosecurity system which consists of a number of layers — from keeping as many pests as possible offshore and intercepting those that arrive at the border, to having systems in place within New Zealand to deal with the small residue slippage.

There's also a layer that manages the risk of numerous pathogens that may already be in New Zealand, either native or long established, that start causing disease over time, either as a result of a crop being grown in an area or changing environmental conditions (Kauri dieback is one example where the pathogen was present in New Zealand for 300 years before it began causing disease).

As an industry, it is fundamental that we have systems in place to reduce the impact of any emerging threats to our industry.

As we have seen with Psa, regulation to support biosecurity practice is one important piece of this system.

KVH is seeking feedback on a proposal for a new regulatory framework to better manage biosecurity risk to the kiwifruit industry. After asking for early feedback on the high-level concept of a *Pathway Management Plan* and how this will better manage risk for the kiwifruit industry, we are now seeking input from the industry on the detail of the full proposal.

The high-level feedback we have had so far has been supportive, with growers and industry considering the concept of the Plan a logical and sensible way to manage biosecurity risk going forward, especially if this can be achieved without an increase in levy cost to growers. The proposal sets out a framework of how risk could be

managed across our industry pathways and offers flexibility to respond to changes in risk profiles of organisms, or advances in science to deal with these threats. This provides the industry with a tool to land an appropriate balance of risk management, a balance which is likely to change over time and so we can respond accordingly.

A key driver for the development of the new plan is to ensure we have measures in place to prevent the spread of a broad range of biosecurity threats, rather than our current regulation, which is specific to a single organism: Psa. Instead of focusing on a single pest, like Psa, the proposed Plan looks at management of risk associated with the pathways by which diseases or pests are transmitted. This covers the full range of biosecurity threats to our industry and provides a consistent and pragmatic approach to managing pathway risks such

as movement of all plant material, and high-risk equipment coming onto our orchards.

The proposed Plan is very similar in many aspects to the current Psa-V National Pest Management Plan (NPMP) but is more fit-for-purpose, making sure all the right settings are in place so that we can detect anything new quickly enough to stop its spread, limit impacts, and aim for eradication.

Details are summarised in fact sheets available on the KVH website at www.kvh.org.nz, as well as a submission form, to be completed and returned to us by Friday 30 October. Or, email us at info@kvh.org.nz to provide comments.

We encourage you to have a say and let us know your thoughts on the proposed new Plan.

MOST UNWANTED TIME OF THE YEAR

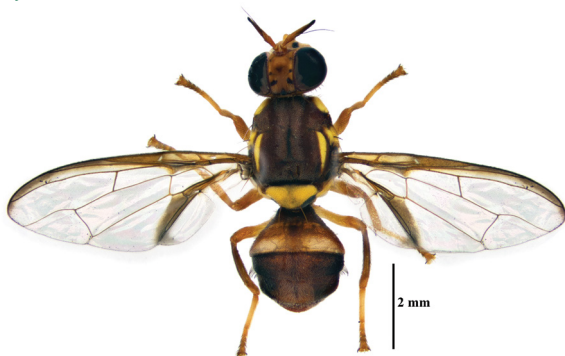
Fruit flies and Brown Marmorated Stink Bug (BMSB) are considered two of the biggest biosecurity threats to the kiwifruit industry and from September they are both in their highest-risk period for entry into New Zealand.



A quick reminder of the damage these unwanted pests can do and what to look out for:

Fruit flies:

- High likelihood of entry – have crossed our borders many times.
- Production impacts for a range of horticultural crops, but considered low for kiwifruit.
- Severe market access restrictions, particularly for Queensland Fruit Fly, which is not present in most major kiwifruit markets.



Brown Marmorated Stink Bug

- Pierces kiwifruit resulting in fruit drop and rot. Fruit loss is typically 5–10 percent but up to 30 percent on worst blocks.
- Extremely difficult to eradicate – early detection is essential.
- Major nuisance pest overwintering inside homes in huge numbers.
- High likelihood of entry as a hitchhiker on shipping containers, cars, machinery, and luggage.



For more information on these and other biosecurity threats to the kiwifruit industry, see our *Kiwifruit's Most Unwanted* list on the KVH website at www.kvh.org.nz and contact us on 0800 665 825 if you would like posters or leaflets about these pests sent out to you.

MANDATORY ORCHARD MONITORING

Growers in exclusion regions and growers with 'Not Detected' orchards in all regions are required to carry out a round of mandatory monitoring between 15 September and 15 October, with results due to KVH by 31 October. Monitoring is a critical component of establishing Psa-presence, location, and volume so that it can be managed.

An online monitoring form is available on the KVH website at www.kvh.org.nz. Please call KVH on 0800 665 825 if you have any questions or require assistance to complete the online form.

Why is monitoring so important? Growers in Exclusion regions and with 'Not Detected' orchards need to monitor vines for Psa early, so we can act if anything is identified and protect the rest of their orchard as well as nearby growers.

Regular orchard monitoring enables growers to become familiar with their vines. It's about learning what is usual, and what isn't. Nine times out of 10 when you see something odd it will be nothing, and that's good, because it means that the one time it's something of concern, we're finding it. The sooner we learn about something unusual, the more we can do to help.

KVH has developed '*Kiwifruit's Most Unwanted*' list and information fact sheets, which are available on the KVH website at www.kvh.org.nz. While these organisms are considered the greatest potential threats to the kiwifruit industry, the next incursion we face could be another damaging pest or disease not yet on our radar. Look out for plants displaying any unusual symptoms and pests not commonly seen or identifiable to monitoring staff.



FUTURE LEADERS – JOIN US!

What is Future Leaders?

Future Leaders is a dynamic group of people from within, or associated with the horticulture industry, who take part in opportunities to learn, share and network through organised educational workshops and social events. Since Future Leaders was formed in 2014, the membership base has grown to more than 180 active members. Events are usually free to attend and are always an excellent opportunity to get together with other like-minded people and learn about the horticulture industry and associated primary industries, while giving members an opportunity to rub shoulders with existing industry leaders.

How can I get involved?

Sign up if you're not already a member – we'd love to have you! Email info@nzkgi.org.nz. Anyone associated with the horticulture industry can join Future leaders,

However, those who would like to see what sort of career opportunities exist within the horticulture industry are also welcome to join.

The Future Leaders Committee is made up of volunteers throughout the horticulture industry who organise and promote the Future Leaders activities, and our terms are coming up for re-election. If you'd like to join an awesome committee who gets to bring these awesome events to life, please register your interest info@nzkgi.org.nz, along with a short bio on yourself, and we'll be in touch!

Finally, follow us on Facebook, and keep an eye out for the events we'll hopefully be able to hold before the end of the year!



FUTURELEADERS

GROWER EDUCATION SEMINARS 2020: REGISTRATIONS OPEN!

Two-day Seminar: Thursday 5 and Friday 6 November

One-day Seminar: Tuesday 3 November

Location: Zespri Office, 400 Maunganui Road, Mount Maunganui

One-day Seminar

- Available to growers who have previously attended the two-day seminar, and people who would like a more in-depth understanding of Zespri Marketing and the Zespri payment system.

Two-day Seminar

- Designed to give a comprehensive understanding of the Zespri system.
- Targeted at a broad range of people, including new growers, industry grower representatives and growers who would like to refresh their knowledge of the Zespri system.

Key outcomes

- Advanced understanding of the industry and Zespri corporate
- First-hand in-market experience of the integrated Zespri system in our key markets
- Understanding the capability and value of the Zespri marketing system

- Engagement of a broad grower base from which ongoing key positive relationships are created and developed
- Understanding the Zespri payment system, with relation to money flow

Market trips

- Phase two of the education strategy is a short in-market experience in some of Zespri's key markets as part of the development and further education of the participants.
- This is only available to participants who have completed both days of the in-house two-day seminar at Zespri. The market trip is partially funded by Zespri. **(Note, these trips are currently on hold due to COVID-19 restrictions – but participants will be eligible to attend once they resume).**

REGISTER HERE:

One-day Grower Education Seminar: www.zesprievents.co.nz/ges1

Two-day Grower Education Seminar: www.zesprievents.co.nz/ges2

If you have any questions, contact Rachel Dovaston: rachel.dovaston@zespri.com, or +64 27 263 0624

ZESPRI'S 2ND ANNUAL GROWER GOLF DAY

The Zespri Grower Liaison Team is excited to be hosting the annual Zespri Grower Golf Day at Te Puke Golf Course. This is a chance for you to mix and mingle with fellow growers and industry people.

Date: Friday 11 December 2020

Venue: Te Puke Golf Club

Time: 1pm tee-off

The tournament will be an Ambrose Tournament and all entrants will be mixed into foursomes. The event is open to current and existing golfers, with spot prizes and entertainment at every hole.

To register your interest, visit www.zesprievents.co.nz/golf2020 and include your handicap (if you have one).

If you have any queries, please contact Sue Groenewald, Zespri Grower Liaison Manager, on 027 493 1987 or by email: sue.groenewald@zespri.com.



HEALTH AND SAFETY FORUM – 14 OCTOBER

The Bay of Plenty Kiwifruit Industry Health and Safety Forum is holding its annual safety seminar, which is free to industry participants and their employees.



The seminar is an opportunity to hear from health and safety experts from other industries, with practical information that will support the continual improvement of health and safety within our industry.

There is a limited capacity of 100 people. A contingency plan is in place to host a video meeting should COVID-19 mean physical attendance is not possible.

Sessions

1. People-focussed slant on PCBU (Person Conducting A Business Or Undertaking) collaboration

Fiona Ewing from Forestry Industry Safety Council will share her perspective on the challenges of worker safety and health within the forestry industry.

2. Forklift/Pedestrian Report outcomes

Hamish Mackie from Mackie Research will share his insights into orchard and packhouse risks to pedestrians where vehicles operate. Hamish is a leading New Zealand H&S researcher with clients, including Worksafe NZ.

His research into the kiwifruit industry includes suggestions for the industry to consider to help improve safety for all.

Morning tea, provided courtesy of:

- Onside
- North Island Forklifts
- Seen Safe
- Vertical Horizons

3. Risk Management and Overlapping duties

Oliver Skilton and Gillian Service, partners from MintersEllisonRuddWatt will facilitate a practical legal session that highlights the importance of leadership, engagement and cooperation between industry participants to improve worker health and safety. The complexity of relationships within the kiwifruit industry will be explored and show how overlapping duties need to be well understood to ensure risks are managed by the party in the best position to manage them.

Date: 14 October 2020

Time: 9am–12pm

Location: Suites 1-2, Trustpower Arena, Mount Manganui

For more information and to RSVP: www.zesprievents.co.nz/2020HealthSafetyForum

ZESPRI ORGANICS DAY

Organic Field Trip

Date: Thursday 19 November 2020

Orchard 1

Topics: Hayward, pest and disease, scale, and market access

Time: 11.45am–2.30pm (lunch provided)

Location: TBC

Orchard 2

Topics: Gold3 development, companion planting, crop loading

Time: 3.00 – 5.00pm

Location: TBC

Dinner & Organic Market Update

Date: Thursday 19 November 2020

Time: 6.00pm till late

Venue: Zespri Head Office, 400 Maunganui Road, Mount Maunganui

The Zespri Organics Day is a great opportunity to visit organic orchards in the Bay of Plenty and collaborate with fellow growers and industry people, both on-orchard and then at the Dinner & Organic Market Update event.

Please register your interest by contacting Zespri Grower Liaison Manager Casie Rudnicki, by email casie.rudnicki@zespri.com or on 027 271 2695.



**Key contacts**

Industry Liaison Team Leader: Tom MacMorran (027 511 2005)
 Grower Liaison Managers:
 Sue Groenewald (027 493 1987) Casie Rudnicki (027 271 2695)
 Sylvia Warren (022 101 8550) Brad Ririnui (021 757 843)

Q&A FROM THE FIELD

I now want to remove a shelterbelt between blocks, to join them. What is the process for gaining Gold3 licence for this area?

Licensed growers who plan to remove internal shelterbelts to modify block sizes, or to put in overhead netting, can apply to purchase additional licence for the area where the shelter will be removed.

To be eligible for a shelterbelt removal licence, you must submit an application in writing to newcultivars@zespri.com.

Your application must be submitted and approved by Zespri BEFORE any shelter is removed. You can only apply for an internal shelterbelt between adjoining Gold3 blocks. Your application must include supporting calculations and a GPS map to outline the area required; and be for 10 percent or less of the total licensed area (if an area over 10 percent is required, additional documentation is required to explain why this area is needed and this will be considered on application).

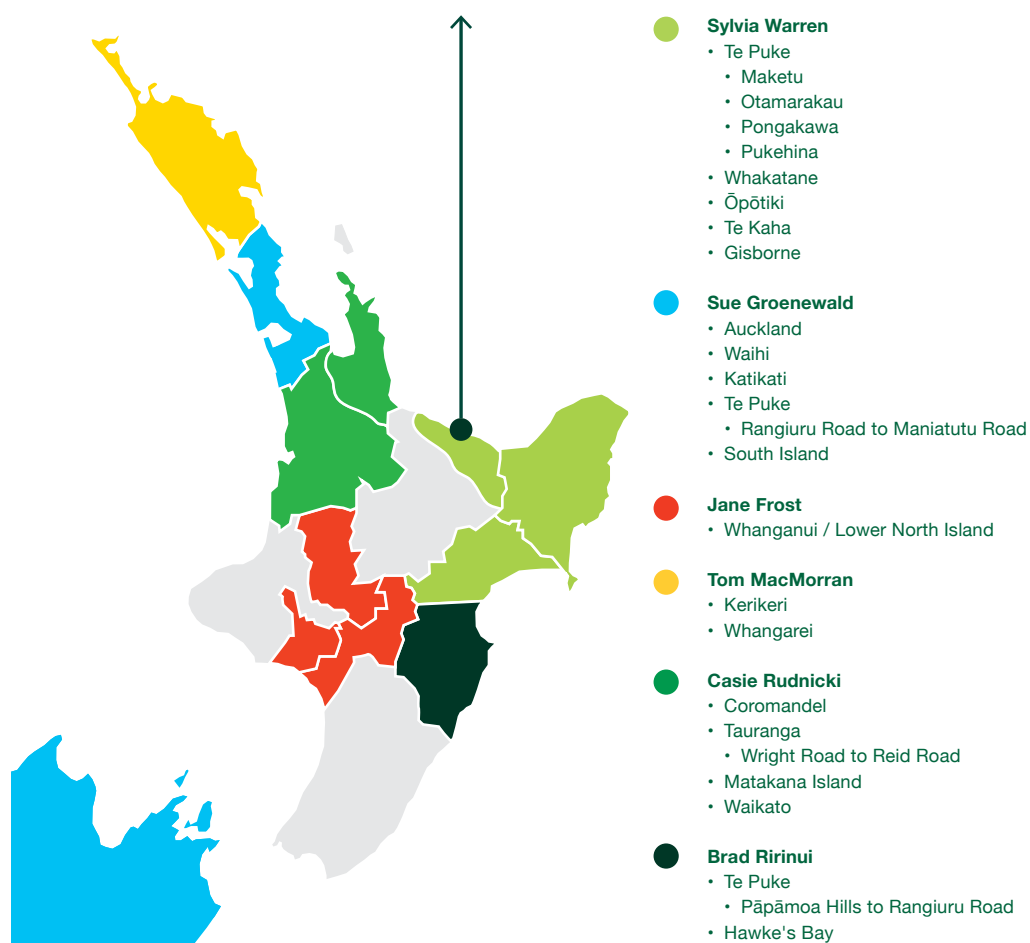
All applications are reviewed on a case-by-case basis by the Zespri Licence Committee. A Zespri Grower Liaison Manager will arrange an audit with you before the shelter removal, and again after grafting has been carried out.

Orchards are experiencing an increase in the number of birds. What sprays can I use to keep them away?

With spring well and truly underway and buds starting to burst, we recommend applying Flock Off.

This can be used with Du-Wett for increased coverage or Du-Wett WeatherMax or Bond Xtra to increase coverage and rain fastness if rain fall is expected. Don't spray to runoff. New growth is not protected. Mesuroi has been removed from the CPS and is no longer allowed. Use of Mesuroi in the 2021 season will result in non-compliance and removal from access to certain markets. Do not apply bird deterrents directly to shelterbelts.

REGIONS COVERED BY OUR GROWER LIAISON MANAGERS:



BATTLE OF THE BAYS



Zespri is inviting growers to register their attendance at the biggest rugby match of the year: the 'Battle of the Bays', where our local Bay of Plenty Steamers play against the Mighty Magpies for the Macrae Shelford Cup and the right to be called the 'real bay!'.

You will be hosted by the Zespri Grower Liaison Team in a hospitality tent close to the action.

Event: BOP Steamers vs. Hawke's Bay Magpies (Mitre 10 Cup)
Date: Sunday 1 November 2020
Venue: Tauranga Domain
Kick-off: 2.25pm

The event is restricted to 80 growers and it will be on a first registered basis, and for those over 18 years of age.

To register your interest, please go to www.zesprievents.co.nz/battleofthebays (TBC). For further information please contact either Sue Groenewald (Magpies Supporter) on 027 493 1987 or Brad Ririnui (Steamers Supporter) on 021 757 843.

INDUSTRY SUPPLY GROUP (ISG)

SEPTEMBER MEETING

The main agenda items discussed were as follows:

- Operations/quality/market updates
- Carryover packaging
- Supply Agreement
- Final Progress Payments

- The Horizon Programme update
- Treatment of non-conformance penalties
- Maturity Clearance System and taste update

The next ISG Meeting will be held on 22 October 2020.