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MONITORING UPDATE

20,000 KIWI KIDS START THE ZESPRI YOUNG AND HEALTHY VIRTUAL ADVENTURE

Across 250 New Zealand schools, 20,000 children have begun the Zespri Young and Healthy Virtual Adventure, marking Zespri's first nationwide community investment programme.

The adventure promotes the importance of eating well, exercising and taking care of our environment – values at the core of Zespri's identity.

From Kaitia to Invercargill, children and their avatars (designed to look like them, or not!) are gaining points through healthy behaviours and using them to move around a virtual global course with their class and

ASICS Ambassadors, Ardie Savea, Kane Williamson, Amelie Ekenasio and Samantha Charlton.

To mark the start of this year's five-week adventure, Zespri joined ASICS, ambassador Samantha Charlton and the Young and Healthy Trust in Wellington and Auckland as part of the ASICS Fit You Out competition. This saw two highly deserving classrooms surprised with brand new ASICS shoes, sustainable lunchboxes and Zespri Kiwifruit.

Zespri's Head of Communications and External Relations Michael Fox says Zespri is proud to support the challenge, and he

enjoyed surprising participants with their new shoes.

"This is such a great initiative which will help ensure these young people live happier, healthier lives and take those lessons home to their families. The looks on the faces of the children when they talked about the challenge and received their shoes and lunchboxes was also really rewarding and we're really proud to be able to support them," says Mr Fox.

After lacing up their new runners, the kids tested them out with a few drills outside. Kim Harvey, founder of the Young and Healthy Charitable Trust and Virtual

Adventure, is delighted to kick off this initiative and help share the foundations of good health with this year's participants.

"The Zespri Young and Healthy Virtual Adventure is designed to support children to create their best health and wellbeing every day, and influence their families to get involved too," Ms Harvey.

"Research shows us the foundations of good health are formed in the first 10 years of a child's life, so it's really important we find ways to engage children so they understand and notice for themselves what it feels like when they make healthy choices."



The Zespri Young and Healthy Virtual Adventure is underway with 20,000 children ready to embark on the virtual global adventure.

STRONG MARKET DEMAND SUPPORTS 2021 LICENCE RELEASE

In October 2017, Zespri communicated it would release 3,500 hectares of SunGold licence and 250 hectares of Organic SunGold licence from 2018 until 2022. The announcement was subject to each year's release being conditional on Board approval after an annual review of the demand outlook and any potential risks.

The third year of the planned five-year release programme is now complete. There are now 8,250 licensed SunGold hectares released (inclusive of the 150 hectares of Organic SunGold licence).

Following finalisation of the five-year plan, the Board has approved the continuation of the licence release programme. Zespri's view is the level of future market demand, the potential impact associated with illegal SunGold in China and the other usual risks that are regularly considered and reviewed, justifies continuation of the planned SunGold (Unrestricted and Organic) licence releases in 2021. The risk profile and market demand also supports the 350-hectare Zespri Red licence release, subject to confirmation of budwood availability in February 2021.

Hectares available in 2021

- 700 hectares of SunGold licence (Unrestricted Closed Tender Bid)
- 50 hectares of Organic SunGold licence (Organic Closed Tender Bid)
- 350 hectares of Zespri Red licence (Closed Tender Bid).

The Closed Tender Bid processes and rules used in 2020 will continue to be the method of licence release in 2021, with all three licence release pools running concurrently.

Consideration was given to the Organic SunGold pool to allow the conversion of producing Hayward areas. The rationale to implement the restriction of entry to new development areas was to avoid the erosion of producing Organic Green volume. A reduction in Organic Green volume would result in less shelf space, and a weaker retail presence for the Zespri Organic portfolio. The market position for this category will be reviewed again at the conclusion of the 2021 season to decide whether the restriction to new developments for this category of licence is still needed.

Zespri Red budwood

Upon the commercialisation of Zespri Red, a programme started in winter 2020 to increase the availability of budwood. This work has been successful, and future supply of budwood looks positive. However, the development of budwood sites takes time and these are expected to fully come on stream by 2022.

The procurement of quality budwood for Zespri Red for 2021 will continue to be challenging due to Zespri Red trial canopies (around 10 hectares) being the main source of budwood. These blocks are subject to meeting plant movement health requirements and experiencing favourable growing conditions in 2020/2021. Comprehensive canopy assessments will be carried out in December 2020 and

early February 2021, at which time Zespri will confirm the 350-hectare licence release for Zespri Red.

Proposed licence release timeline

With the commercialisation of Zespri Red, and the need to run the processes concurrently, and then the disruption due to COVID-19, the 2020 licence release timeline was delayed. The licence release window for 2021 however, will return to the timeline followed in 2019.

Article continues on page 2.





FROM THE MARKETS

Zespri Chief Market Performance Officer Linda Mills says the New Zealand season is finishing strongly, with less than 10 percent (15 million TE) of this season's crop volume still to be delivered globally at the end of Week 43.

"Fruit quality has been very good this year, resulting in a bit more volume to sell," says Ms Mills.

"Sales have gone well, buoyed by the renewed consumer demand for products high in Vitamin C and the heightened brand awareness driven by the refreshed Zespri brand.

"With less than 3.2 million TEs still to go, SunGold is currently further through than Green, which has 11.8 million TE to go to close out the season. Markets are also

progressively transitioning across to our Northern Hemisphere supply volumes as supply becomes increasingly available."

Ms Mills says Zespri remains conscious of the challenging nature of the 2020 season and the ongoing impact COVID-19 has had on its teams and the communities in which it does business.

"Many of our market teams are still working from home, and in some instances, have been doing so for nearly eight months.

"Working remotely has also become the norm with many of our customers, and it is a credit to our whole supply chain – from growers through to consumers – that we have managed to deliver this season and finish so strongly."

Belgium

Zespri's Benelux marketing agency, Headoffice, announced this week that the 'Zespri Vitalitime - Time for Vitality' campaign has been nominated for a Best Of Content Awards (BOCA).



The Best Of Content Awards honour the top content marketing cases and content productions in Belgium and Luxemburg.

Awards are for the most successful programmes and the most creative and innovative content items.

Time for Vitality has been a successful theme across Zespri media channels for the past year. The campaign was built on insights from a consumer survey, which quantified how well Belgians score on vitality.

Zespri will broaden *Time for Vitality* to the Dutch market and expand with a catchy new hook – '#NEGOEISTART / #LEBONDEPART' (a good start) – with more of a focus on breakfast.

Winners will be announced soon and we look forward to updating you with the results.

North America

In North America, Zespri SunGold Kiwifruit was named as a winner of Good Housekeeping's 2020 Healthy Snack Awards. The news was shared with more than 40 million readers of Good Housekeeping's digital channel.

A team of registered dietitians spearheaded the evaluation of hundreds of snacks all year round to help readers shop smarter and make nutritious choices that the whole family can enjoy.

The team rigorously analysed ingredient lists, nutrition facts labels, packaging claims, and flavour profiles to find the best of the best. Winners this year had to meet



strict nutritional criteria and have a focus on wholesome ingredient lists.

Our fruit was praised for its antioxidants and high levels of Vitamin C needed to support a healthy immune system.

First Zespri SunGold Harvest in Greece

Grower trialists in Greece have completed their first harvest of SunGold, marking a major milestone for Zespri Global Supply (ZGS).

Favourable weather conditions across Europe during pollination, have resulted in high dry matter fruit and weights that are tracking very well for the first year of production. The kiwifruit looks irresistibly tasty and our trialists have taken great pride in picking and loading each bin.

Our four trialists in Greece are working to improve orchard productivity and it is expected the vines will continue to produce another great crop next season.

Markets are beginning to transition to Northern Hemisphere supply, and

consumers around the world are ready to enjoy another great tasting crop. Thanks to our new growers in Greece, even more consumers will have access to our fruit and its nutritional health benefits.



New Developments Manager - Zespri Europe, Flavia Succì, with Mr Protofanousis in the Proto packhouse in Greece.

PROPOSED 2021 LICENCE RELEASE TIMELINE

(continued from page 1).

Note: Any changes to the timeframes below will be communicated to the industry.

Date	Action
October 2020	Board confirms release area for 2021
15 March 2021	Licence Application Overview and Rules and updated Zespri Red New Variety Information Guide published
26 March 2021	Application process opens
7 April 2021	Closing date for Bids
28 April 2021	Pre-validation and collation of all Bids completed by Cooney Lees Morgan
29 April 2021	Evaluation Panel makes decisions regarding allocation of licences and successful bidders notified as soon as possible thereafter
*5 May 2021	Successful bids' deposit funds due by EFT (three day's advance notice will be given)
25 May 2021 onwards	Licence packs distributed
20 July 2021	Balance of settlement monies due

*Dependent on the date of notification to bidders.

In addition to continuation of the proposed licence release phasing in 2021, future demand also supports the continuation (post-2022) of the release of Unrestricted SunGold licence and Red licence as follows:

- 350–750 ha of Unrestricted SunGold from 2023 to 2026; and
- 500 ha of Red in 2022 and 2023 to reach 15 million trays of forecast demand by 2030.

These future licence releases are subject to annual review at the completion of each season to ensure there is ongoing confidence in on-orchard performance, taste, storage, and market demand.

Future market demand continues to support an annual 50 hectare Organic SunGold licence release to 2022 (subject to annual review). Market demand for this category beyond 2022 is still being decided. Once finalised, we will communicate the licence release phase post-2022 to the industry.

ZESPRI GROWER ROADSHOW SCHEDULE NOVEMBER 2020

Please join Zespri, NZKGI and KVH for our next Grower Roadshow in your region.

Topics that will be covered include:

- Season update
- Unauthorised SunGold in China
- Maturity Clearance and Taste Programme
- 5-Year Plan

Please RSVP to the event in your region at www.zesprievents.co.nz/events or by scanning the QR Code here.



Date	Time	Location	
Thursday 19 November	11am -1pm	Nelson	Top 10 Holiday Park, 10 Fearon Street, Motueka
Monday 23 November	9am-11am	Waikato	Mighty River Domain, Karapiro Room, 601 Maungatautari Road, Cambridge
	2pm-4pm	Auckland	Navigation Homes Stadium, Cnr Franklin Road & Stadium Drive, Pukekohe
Tuesday 24 November	9am-11am	Kerikeri	Turner Centre, 43 Cobham Drive, Kerikeri
	1.30pm-3.30pm	Whangārei	Northland Events Centre, 51 Okara Dr, Whangārei. Access via East Corporate Entrance
Wednesday 25 November	9am-11am	Hawke's Bay	The Crown Hotel, Corner Bridge Street and Hardinge Road, Ahuriri, Napier
	4pm-6pm	Gisborne	Bushmere Arms Hotel, 673 Matawai Road, Waerengaohika
Thursday 26 November	10am-12pm	Ōpōtiki	Ōpōtiki Golf Club, 14 Fromow Road, Ōpōtiki
	3pm-5pm	Katikati	Katikati Rugby Club, Moore Park, Fairview Road, Katikati
Friday 27 November	10am-12pm	Te Puke	The Orchard Church, 20 MacLoughlin Drive, Te Puke
	3pm-5pm	Tauranga	Trust Power Arena Baypark, 81 Truman Lane, Mount Maunganui
Monday 30 November	1pm-3pm	Edgecumbe	Matatā Rugby Club, 12 Division Street, Matatā

MAJOR MARKETS SHOW INCREASING DEMAND FOR LARGER-SIZED SUNGOLD AND GREEN KIWIFRUIT

Following completion of the latest longer term strategic plan, our major markets have signaled that there will be a proportionately higher demand for larger-sized fruit in the future. With SunGold the key variety in terms of growth in the next five years, demand by size has been considered, showing that growers will need to progressively grow bigger fruit to meet the demand and value opportunities as volumes increase.

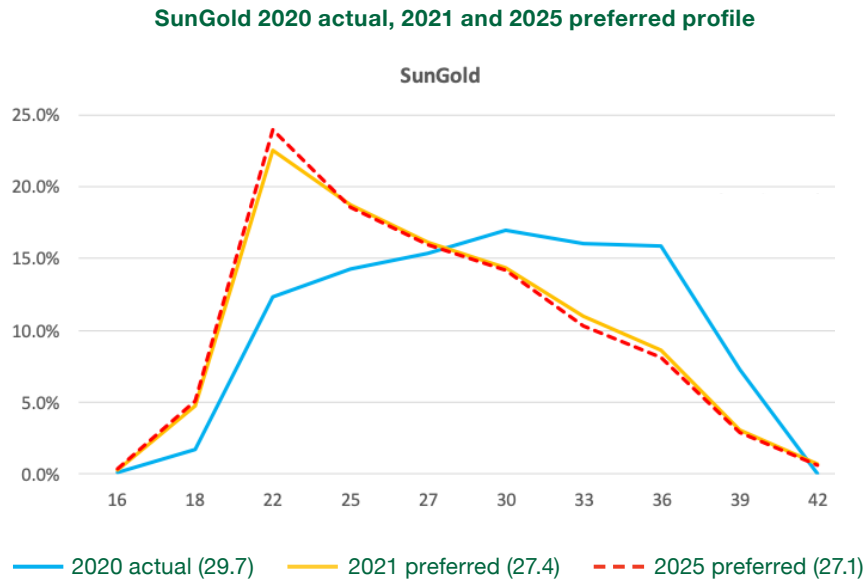
With volumes of Green expected to decline over time, maintaining a crop profile similar to the 2021 average preferred profile of 30.5 that was shared in the August issue of *Kiwiflier* for Green will be important.

The below table illustrates the demand growth outlook for SunGold from 2021 to 2025 on size groupings of large (Ct 22 and larger), medium (Ct 25–30) and small (Ct 33 and smaller). With SunGold supply volumes expected to have a Cumulative Annual Growth Rate (CAGR) of around 8.2 percent over 2021–2025, the table on the right shows that the demand growth in large fruit is two percent higher than the average projected volume growth of 8.2 percent, and conversely 1.3 percent lower in the smaller sizes at only 6.9 percent.

SunGold forecast demand CAGRs by size grouping 2021–2025

Size group	Size	4-year CAGR 2021-25f	CAGR vs. All Sizes CAGR
Large	16-22	+10.2%	+2.0%
Medium	25-30	+8.3%	+0.1%
Small	33-39	+6.9%	-1.3%
All sizes		+8.2%	-

Applying these SunGold growth percentages to the 2021 preferred profile published in August, would indicate an average preferred profile in 2025 of 27.1. This is 0.3 of a count size larger than the 2021 preferred profile of 27.4. The preferred profiles for 2025, 2021 and the current 2020 season profile are shown in the chart below.



UNAUTHORISED SUNGOLD PLANTINGS IN CHINA

The Zespri Board has agreed to progress a limited due-diligence procurement trial in China as part of Zespri's ongoing efforts to confront the challenge of unauthorised SunGold plantings in China.

The trial will be aimed at understanding the potential for future commercial arrangements in China, the extent to which cooperation may facilitate enforcement activities for plant variety rights and the opportunities and challenges that such an opportunity would present.

To signal this intent, Zespri CEO Dan Mathieson has travelled to China to meet with representatives of the Chinese government and industry as part of our work on this issue and will be discussing the trials and the conditions required for it to be successful.

Zespri Chairman Bruce Cameron says Zespri will be engaging with key stakeholders in China over the coming weeks to further our discussions, continue to build on and develop further influential relationships and deliver Zespri's message about the importance of protecting plant variety rights.

"Zespri will be continuing to work closely with the New Zealand Government through this period who have shown strong support for our efforts," says Mr Cameron.

The limited trial, which will involve the procurement of up to 200,000 trays of fruit from a small number of selected grower entities, is part of Zespri's wider strategy which includes legal and political efforts to help bring influence.

Work on those options that sit outside of a commercial arrangement will continue in parallel as they remain important channels to progress.

Zespri is engaging with Kiwifruit New Zealand and more information around the trial and strategy will be made available to industry, including at the upcoming November roadshows.

"As has been made clear, any decision to move beyond this trial should the results suggest that commercial procurement is a viable option for the New Zealand industry in managing our risk and protecting value, would be subject to securing the necessary support under the regulations," says Mr Cameron.

Growers can find more information on this issue on Canopy.

SAMPLING AND MATURITY CLEARANCE TESTING – SERVICE PROVIDERS APPOINTED

Zespri has confirmed the sampling and maturity clearance testing providers for the 2021, 2022 and 2023 seasons.

This follows an intensive three-month procurement process which involved expressions of interest from numerous potential service providers.

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 one of our main considerations. Independence had to also be weighed against the experience and the risk of start-up or scale-up of each potential service provider.

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. Therefore, the service providers selected for both sampling and maturity clearance testing include a combination of independent and post-harvest-owned companies.

The selected service providers and the regions that they will operate within are:

Agfirst Hawke's Bay – Hawke's Bay-based testing laboratory with sample collection from the Hawke's Bay region

AgFirst Nelson – Motueka-based testing laboratory with sample collection from the Nelson region

Hill Laboratories – Bay of Plenty-based testing laboratory with sample collection from the Bay of Plenty, Waikato and Auckland regions

Linnaeus – Gisborne-based testing laboratory with sample collection from the Poverty Bay and northern Hawke's Bay regions

Pinpoint Laboratory Services (an independent subsidiary of Eastpack) – Te Puke-based testing laboratory with sample collection from the Bay of Plenty region

Verified Laboratory Services (an independent subsidiary of Seeka) – Te Puke- and Kerikeri-based testing laboratories with sample collection from the Bay of Plenty, Waikato and Northland regions

To help mitigate concerns over any perceived lack of independence, the post-harvest owned companies have committed to a range of measures, including:

- Operating as a separate legal entity from the parent post-harvest company
- Having a no interference commitment between the parent post-harvest company and the sampling/testing company
- Separation of system user access between sampling and testing

- Vehicles, clothes, PPE and any other equipment used in provision of the sampling services will not feature any visible parent post-harvest company related branding.
- Sampling staff only utilised in sampling operation, not in testing operation, on any single day
- Sampling staff only to be employed by the sampling/testing company, not the parent post-harvest company, during their term of employment
- If the anonymity of a sample delivered to a post-harvest-related testing laboratory is compromised, Zespri will be contacted for direction on how to proceed with testing the sample
- Physical separation between the sample collecting and testing working spaces

Further information on how the service providers will be managed and coordinated will be provided before season start including details on process auditing. To note, all sampling for the 2021 season will be undertaken on foot.

In order to secure these services, prices for all regions have increased compared to previous seasons and are still being finalised for some regions. Details on pricing will be published on Canopy by mid-December 2020.

With these new service providers on board, and the development of a new maturity clearance software system, the look and feel of the maturity system will be different to what growers and post-harvest have become accustomed to. Zespri will be carrying out an education process to familiarise the industry with this new system leading into next year's harvest. These sessions will be targeted at specific groups such as post-harvest representative superusers or growers as end users. Details of the education process will be published on Canopy once finalised.

The sampling and testing services will also be delivered in accordance with any changes to the taste and maturity sampling processes currently being worked through. Those changes, recommended by an Industry Advisory Council working group made up of grower, post-harvest and Zespri representatives, will be considered by the IAC later this month. This will follow further consultation with industry, led by NZKGI and the opportunity for feedback from growers.

It is intended that any changes approved by the IAC will be implemented for the 2021 harvest.

Zespri looks forward to working with all of the service providers as they scale-up or start-up for the 2021 season and integrate with Zespri's maturity clearance system which is currently being built.



ZESPRI IN THE COMMUNITY

Backing Surf Life Saving New Zealand to keep our beaches safe

The Surf Life Saving New Zealand (SLSNZ) Eastern Region volunteer surf lifeguard force is ready to tackle the warmer months, thanks to the continued support of Zespri.

Labour Weekend saw the official start to the patrol season, with many clubs including Mount Maunganui, raising their iconic red and yellow flags. The message this year from SLSNZ is simple: Swim between the flags at a lifeguarded beach and remember the '3Rs' – relax and float, raise your hand and ride the rip.

As a primary partner, we provide free training for all local lifeguards in the Bay of Plenty, Coromandel and Gisborne, as well as funding rescue tubes and additional equipment for local clubs.

Uptake by lifeguards in the Zespri-funded education, including leadership development, has been high, helping ensure they are better-placed to identify dangers, manage crowds at beaches, and respond to emergencies.

Our continued investment in keeping beaches safe is our way of giving back to families in our growing region. Collectively, we want our kiwi communities to be able to enjoy the water at coastal hot spots, while at the same time staying safe.



Lifeguard training in action.

Ngai Tukairangi Trust Field Day

More than 150 people gathered at the Ngai Tukairangi Trust Field Day held at Matapihi recently.

The Trust is one of three finalists in the Ahuwhenua Trophy Competition for the top Māori horticulturist of the year.

The two other finalists in the competition are Hineroa Orchard, Te Kaha 15B Ahu

Whenua Trust, and Otama Marere in Paengaroa.

The winner will be announced at the Ahuwhenua Trophy Awards Dinner on Friday 20 November at the Rotorua Energy Events Centre.



Top left: Ratahi Cross. Top right: Kingi Smiler. Bottom: Ngai Tukairangi Trust representatives.

Annual Students' Day conference

The Innovation team hosted their annual Students' Day conference this week, with 26 students in all levels of tertiary study from New Zealand research institutes descending on the Zespri head office in Mount Maunganui.

The group spent an action-packed day and a half in presentations, visiting the packhouse technology company Compaq, taking a look at a digital crop estimation demonstration in Te Puke, and touring Eastpack's Quarry Road packhouse.

Kylie Philips, Innovation Team Leader - Supply Chain, says it was for some of them their first time in an orchard or packhouse.

"They were fascinated by their visit to Compaq, seeing orchard technology and the scale of Eastpack's site, and they loved our head office," she says.

"A special thanks to our Zespri industry panel who were peppered with questions at our panel session."



Tertiary students get the kiwifruit experience, from orchard to packhouse.

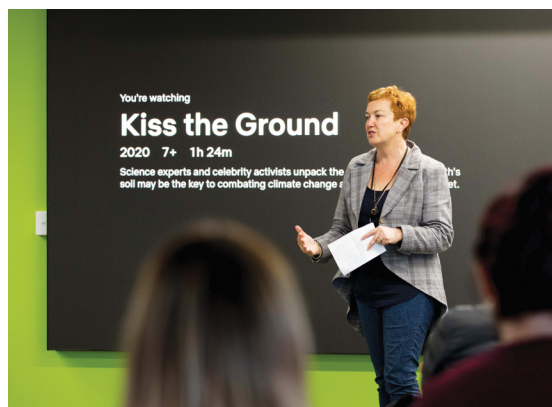
'KISS THE GROUND' SCREENING AT ZESPRI

In a first for the Zespri Mount Maunganui head office, the foyer became a movie theatre for an industry screening of the thought-provoking film *'Kiss the Ground'*.

Kiss the Ground is a full-length documentary, narrated by Woody Harrelson, that sheds light on an alternative approach to farming – regenerative agriculture – that has the potential to balance our climate, replenish our water supplies and feed the world.

Attendees at the event noted they enjoyed the relaxed way to reconnect with others in the industry and the opportunity to discuss some of the issues primary producers are facing and what regenerative agriculture could help change.

An added bonus for movie goers were the 10kg bags of compost being given out by MyNoke Earthworm Products & Organic Waste Collection to take home and replenish their gardens. This compost was made from the organic waste from the Zespri office and an example of a circular waste system at its best.



Attendees at the screening of *Kiss the Ground* at the Zespri head office in Mount Maunganui.

NEW WASTE MANAGEMENT SYSTEM A SUCCESS

Those visiting Zespri's Mount Maunganui office recently may have noticed some colourful posters on display explaining our new waste management system that has been running for the last three months.

The new waste management system by MyNoke makes it clearer which bins our waste and recycling should go into. It also means all organic waste, paper, paper towels and cardboard can now go into one single bin which is then taken to an industrial-sized worm farm to be turned into nutrient-rich compost, some of which ends up on kiwifruit orchards.

Zespri Sustainability Project Co-ordinator, Nicky Geary says the impact of this new waste management system has been significant.

"Gone are the days where the landfill waste bin has been the biggest and the most full – it's now the compost bin that's getting all the attention and we're thrilled.

"We measure our waste weekly and the average amount to landfill per week is about 10kg, which is only eight percent of the total waste produced by the office. Recycling is about another 7kg, and the rest goes to composting," says Ms Geary.

"It would be great to see other Bay of Plenty businesses take up this new system – imagine the difference we could make collectively!"

Zespri is also enrolled in Tauranga City Council's Resource Wise Business Programme. The annual audit took place earlier this month and we are delighted to announce we have achieved a total waste diverted score of 92 percent, meaning we have earned Platinum status.

Nicole Banks from Tauranga City Council's Sustainability and Waste Team noted the team were impressed with Zespri's results in the recent audit.

"Zespri is now on Platinum level due to the over 85 percent diversion of landfill," says Ms Banks.

"Moving from Bronze to Platinum is quite the achievement, so well done Zespri team."



THE 'GREEN KIWIS' NETWORK

In mid-2019, an industry network was established with representation from Zespri and many of the post-harvest facilities and orchard management teams whose roles have a sustainability focus.

The group, now made up of close to 20 people, meets every two months to share ideas, discuss challenges in the sustainability space, and to work collectively on projects that will impact the industry's sustainability priorities, targets and commitments.

This month, the group went and checked out some of the projects happening across the industry. This included a visit to Seeka's newly-established onsite industrial worm farm set up to process on-orchard organic waste, and out to one of BayGold's larger sites to better understand their native regenerative planting projects. The morning ended with a session on Zespri's climate change strategy.



At the Seeka worm farm.

ALIGNING INNOVATION WITH GROWTH, AND A GREATER FOCUS ON SUSTAINABILITY

October saw the realignment of our Growth and Innovation functions, as well as a greater focus on sustainability.



Left; Chief Growth Officer, Jiunn Shih. Right; Chief Sustainability Officer, Carol Ward.

This transition will allow us to deliver long-term commercial outcomes and create sustainable value for consumers, customers and growers.

In recognition of the integral role innovation plays in our industry's future growth, the Innovation function now sits within the Growth function of our business. This will see the Innovation team reporting directly to our Chief Growth Officer, Jiunn Shih.

The aim of this realignment is to more closely align the work our Innovation team undertakes with the signals we're receiving from our consumers, growers, and across our independent and interconnected supply chain. The role of Innovation has never been more critical in helping deliver long-term value and realising the tremendous opportunities we have ahead as an industry.

In moving Innovation to sit within the Growth function, Juliet Ansell, Head of Global Science Innovation; and Bryan Parkes, Head of Global Cultivar Innovation; will report to Jiunn Shih.

This reflects the central role the New Zealand industry plays in contributing to our broader innovation programme, and that it is more important than ever, particularly within the New Varieties programme, and within innovation for sustainable orchard productivity, protecting global supply, supply chain efficiencies and health and nutrition.

The change is also important for sustainability, which is a critical and strategic focus for us. Sustainability sits at the heart of Zespri's purpose to help people, communities and the environment thrive through the goodness of kiwifruit and we've made some great progress in recent times to ensure we are maintaining the strongest social licence to operate.

Zespri will now have a dedicated Chief Officer role for Sustainability, to continue to drive our focus on sustainability as an essential source of enduring value. This function will be led by Carol Ward, supporting our industry-facing and market-facing teams to help deliver against our ambitious goals.

PEST MONITORING UPDATE: REGISTER FOR MONITORING BY 1 DECEMBER 2020

The industry will be aware that new market access requirements will commence in 2021 as a result of a new protocol being developed by New Zealand and China to strengthen pest monitoring.

This will mean that all kiwifruit orchards will be required to observe new monitoring requirements in the 2020/21 season.

This includes monitoring for scale, mealybug, leafrollers and wheatbug. Orchards not monitoring for these pests will not be eligible to supply fruit to China.

The introduction of the new protocol will also mean that all orchards, including those which have already been undertaking pest monitoring, will need to contact their Pest Monitoring

Centre before 1 December 2020 to ensure they are officially registered.

Zespri's pre-harvest team have been developing a range of resources to assist the industry with the transition to the new pest monitoring programme. These include a quick-guide on the changes for both growers and post-harvest, as well as a frequently asked

questions document, and these resources are available on Canopy.

If you have questions on pest monitoring requirements for 2021 and what this means for your orchard or pest monitoring centre, please contact melanie.walker@zespri.com.

PEST MONITORING FAQs

Is this just for green orchards?

No, these requirements cover all orchards.

Which pests are now being monitored for on orchard?

Scale, leafroller, mealybug and wheatbug habitat. Historical monitoring has been in place for leafroller and scale, but there is now the addition of two more pests (Mealybug and wheatbug habitat) to that monitoring round. All four pests can be monitored for at once.

Will pest monitoring now be included in GAP requirements?

Yes. Pest monitoring for all of the pests of concern to China will be introduced into the KiwiGreen programme, which is part of the Zespri GAP programme. Remember that monitoring for these pests doesn't just support access to China, but will help support access to other markets, as well as playing an important role in biosecurity awareness.

How do I find out who my local Pest Monitoring Centre is?

Packhouses can often offer a pest monitoring service. If you aren't sure who your nearest pest monitoring centre is, please contact Zespri's Crop Protection Team.

Who is responsible for this monitoring – growers, post-harvest or Zespri?

All orchards must be monitored and it's the responsibility of all orchard growers and

managers to ensure their orchard is registered for pest monitoring by 1 December this year. Pest Monitoring Centres (PMCs) are responsible for the actual monitoring and must be certified by Zespri to provide these services.

What training options and support will be available around this monitoring?

Zespri is continuing to update its KiwiGreen programme and will provide approved training resources and a competency assessment tool to enable pest monitoring centre staff to become certified.

How quickly will I get my monitoring results?

This depends on your Pest Monitoring Centre, but results should be uploaded into your spray diary within one to two weeks which will allow any remedial actions to be taken as soon as possible.

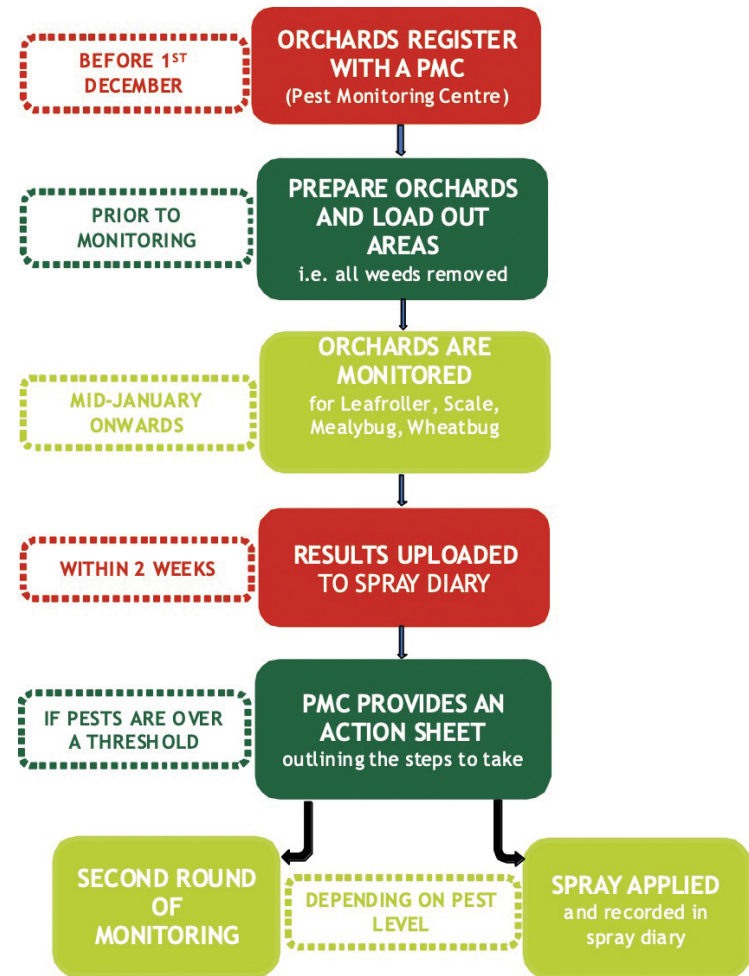
Can I do my own monitoring as a grower?

Yes, growers can also undertake pest monitoring if they are registered with Zespri and have completed the required training and certification.

What happens if I find Mealybug or Scale during my monitoring, can I still supply fruit to China?

Simplified Zespri KiwiGreen Action sheets will be provided to help guide decisions on actions that need to be taken if access to China is to remain an option. Actions are only needed if the pest is above the specified threshold.

PEST MONITORING 2021 PROCESS



COMPLIANCE STANDARDS

As you'll be aware, Zespri, NZKGI and the New Zealand kiwifruit industry are committed to looking after our people. We've invested in systems which allow us to identify and take action on any cases of worker exploitation, with further work underway to ensure ours is an industry that people want to work in.

While disappointed to learn that these practices are occurring in our industry, we are pleased to see that action has been taken against those responsible, and that our industry could support those affected.

It is crucial that Zespri compliance standards are met so that we can continue to protect our industry and our people.

All growers and industry contractors are required to meet the Good Agricultural Practice requirements which underpin everything we do on-orchard. Our GRASP (GLOBALGAP Risk Assessment of Social Practices) module outlines our expectations around worker safety and health and welfare, and helps ensure workers are treated fairly.

Our compliance programme will continue to focus on ensuring all contractors are registered and audited regularly, with registration renewed annually and declined or revoked if standards aren't met. A reminder that you can see a list of approved contractors at www.industry.zespri.com

What you can do

We encourage you to make sure all your contractors (including subcontractors) hold a current CAV.

Zespri will be increasingly vigilant in future grower GAP audits and growers must have copies of contractor CAVs and be sure the CAV of any contractor was current at the time they worked on their properties.

If you have any concerns about non-compliance within the industry, please contact our compliance team and remember that the industry operates a confidential speak up line where you can share any concerns.

SERVICE LEVEL AGREEMENT (SLA) QUARTERLY REPORT

Zespri negotiate and enter into SLAs during the season which become binding and part of the 2020 Supply Agreement. The below table outlines the SLAs entered into

for the 2020 season. A number of SLAs are rolled over from season to season, for example the Non-Standard Supply and Class 2 Supply SLAs.

SLA subject	SLA description
Generic Services	Supply of Generic Industry services at Generic Industry rates i.e., market specific labelling, pack transfers, shared containers. NIR Grading, to allow the use of segregation technology after initial harvest segregation. Airfreight orders. Advanced Movement, shipping volume ahead of demand to ease onshore coolstore capacity.
Local Market Supply	Distribution opportunity and process allowing Registered Suppliers to sell SunGold and Sweet Green Kiwifruit onto the NZ domestic market during the 2020 season through ZGL approved distributors and retailers.
Market Specific Supply	To source low-pest Organic product for Korea. Organic SunGold to Japan.
Collaborative Marketing/Special Programmes	To supply product to meet Collaborative Marketing and Special Programme demand such as different packaging requirements and additional pest control procedures.
Non Standard Supply/Class 2	Supply of NSS and Class 2 to export markets.
Trial	To allow pre-commercialised varieties to be packed and stored at postharvest entities for assessment purposes. Northland shipping trial. Use of Zespri wharf ECPI area. Label trial. Post-harvest Innovation Fund CA Maturity trial.
ZGL Initiated Supplier Specific	ECPI Donor Fruit.
Quality Withdrawal	The Contractor has identified grower lines that could be repacked prior to export and meet export standards in the short term but is likely to deteriorate rapidly post FOBS.

NEW LOOK GROWER MANUAL AVAILABLE NOW

The Grower Manual has had a makeover this year. However, the content is largely the same.

Access to GAP requirements, tools, templates, guidelines and resources has been streamlined to better support growers meet their annual Zespri GAP Inspection requirements and implement globally recognised good management practices covering traceability, food safety, social responsibility (GRASP) and environmental management on orchard.

Each topic from within the GAP checklist (e.g., site management, integrated pest management) is set as a 'Module' and able to be viewed on Canopy in the 'Grower Manual' section under 'Zespri Production Requirements'. Each module page provides access to the checklist requirements for the topic, guidelines, templates, risk assessments and other supporting tools for growers to download and utilise. You can also view the full Grower Manual on Canopy.

A 2020 Summary Matrix listing all changes to the Zespri GAP checklist is key to preparing this season's inspection. This was emailed to all growers, along with the 2020 GAP checklist and a copy of the Grower Manual (for viewing only, printing is not required).

The new manual is also available in hard copy. However, these are only available for new Management System Owners (MSOs), or where there are special requests from existing MSOs. Requests will be assessed on a case-by-case basis.

Get in touch with Katrina O'Connor on 022 626 0610 or email katrina.o'connor@zespri.com for any questions about Grower Manual changes.

STUDY SHOWS KIWIFRUIT HELPS IMPROVE 'ZEST FOR LIFE'

A University of Otago study has shown adults low in dietary Vitamin C can improve their feelings of vitality by eating two kiwifruit a day for two weeks.

The study highlights the advantages of ingesting Vitamin C through whole fruits such as kiwifruit. Observed effects were more marked than in a matched population taking Vitamin C predominantly through a supplement tablet.

Researchers from Otago's Department of Psychology (Dunedin) and the Centre for Free Radical Research in Christchurch ran a placebo-controlled intervention to test whether increasing Vitamin C through whole fruit or tablets can improve feelings of vitality or 'zest for life'.

They recruited 167 participants between 18 to 35 years-old who had low baseline levels of Vitamin C and randomly divided them into three groups: a kiwifruit group, an equivalent Vitamin C tablet group (250 mg), or a placebo-tablet group.

Each day for four weeks, participants were asked to eat two SunGold kiwifruit or consume their tablet. Blood Vitamin C levels and questionnaire measures of mood, fatigue, and well-being were measured fortnightly throughout the study.

Results showed Vitamin C levels in both the kiwifruit group and Vitamin C tablet group increased to normal within two weeks. There was no placebo effect. A key finding however was the extra benefits to vitality reported by the group taking kiwifruit.

The study, *KiwiC for Vitality: Results of a Randomized Placebo-Controlled Trial Testing the Effects of Kiwifruit or Vitamin C Tablets on Vitality in Adults with Low Vitamin C Levels*, has been published in the open access journal *Nutrients*, and can be found here: <https://www.mdpi.com/2072-6643/12/9/2898/html>

ZESPRI CEO DAN MATHIESON JOINS PRODUCE MARKETING ASSOCIATION BOARD

Zespri is pleased to announce its Chief Executive Dan Mathieson has been appointed to the Produce Marketing Association (PMA) Board.

The PMA is a trade organisation representing the global fresh produce and floral supply chain. Based in North America, it seeks to bring together the global produce community to help grow a healthier world, and attract, develop and retain talent.

Zespri Chairman Bruce Cameron says the appointment reflects both Mr Mathieson's ability to develop outstanding people and teams committed to delivering sustainable value and the growing global awareness of Zespri's success.

"The Zespri Board and organisation is proud to congratulate Dan on his appointment to the PMA Board and look forward to the contributions he'll make to the growth of the wider global produce sector," says Mr Cameron.

"We know he will add considerable value and we also look forward to the new perspectives

and lessons he'll bring to Zespri from his engagement with the wider global produce community."

Mr Cameron says having a presence on the PMA Board would help Zespri to continue broadening its relationships across the fresh produce sector, especially in the North American region which is an important growth market.

"North America remains a key market for Zespri, and we're really pleased at the continued strong consumer demand for fresh and healthy SunGold Kiwifruit on the back of some of our really strong and award-winning campaigns and the hard work being undertaken by the team," says Mr Cameron.

Mr Mathieson, who joined the Board this month for a three-year term, says he is excited to share his insights from the world of kiwifruit with his new colleagues.

"I'm looking forward to helping contribute to the PMA's vision of growing a healthier world, which is closely aligned with our Zespri purpose of helping people, communities and the environment thrive through the goodness of kiwifruit," he says.

"There remains much uncertainty with the ongoing challenges associated with COVID-19 and I think our industry has some valuable insights to share about how to handle this, including continuing to invest in relationships right across the supply chain to help meet the changing needs of our consumers.

"As much as I'm there to contribute, I'm also focused on learning from fellow Board members and understanding how they are connecting with their consumers and supporting their teams and wider supply chain colleagues."



Zespri CEO Dan Mathieson.

FORECAST AND INTERIM DIVIDEND UPDATE – CHANGE IN TIMING

In line with discussions with the industry earlier this year, Zespri has replaced its October and December forecasts with a single November forecast this season. This was done to streamline the forecast and reporting cycle, as the reporting cycle for the October and December forecasts were only six weeks apart.

In line with this change, Zespri is signalling a shift in the timing of our interim dividend announcement. Normally this announcement is made in October, with payment of the dividend in December. However, we are aligning

the announcement of the interim dividend with the November forecast, meaning the December interim dividend will be announced in November at the same time as the November forecast.

This will ensure the interim dividend is based on the most up to date forecast information available. The change will not alter the record date or payment date of the December dividend, only the timing of the dividend announcement.

HIGH ENGAGEMENT SCORES SHOW COMMITMENT TO DRIVING STRONG RETURNS

Zespri staff are regularly invited to take part in an online survey, targeted at measuring engagement levels across the organisation. Recently, our mid-year survey recorded the highest ever participation and engagement level rates of 94 percent and 80 percent respectively among our team worldwide. Communication, company direction, culture and leadership, in particular, were noted to be strong organisational strengths.

Zespri CEO Dan Mathieson says this is a really pleasing result and is reflective of the commitment of teams across the organisation to work in the best interests of growers.

"High engagement scores show our team is motivated and focused on our mission to deliver greater returns to growers, and to do a lot of good while we're at it."

2020/21 PROGRESS PAYMENTS FOR NOVEMBER AND DECEMBER

CLASS 1 - APPROVED 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	\$1.22	\$1.00	\$1.50	\$1.60	\$1.30	\$1.30	\$0.70
Zespri Gold3	\$1.68	\$1.90	\$1.80	\$1.70	\$1.40	\$1.30	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

CLASS 1 - INDICATIVE PROGRESS PAYMENT 15 DECEMBER 2020	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.26	\$0.60	\$0.40	\$0.40	\$0.10	\$0.10	\$0.10
Zespri Organic Green	\$0.34	\$0.10	\$0.70	\$0.60	\$0.30	\$0.30	\$0.20
Zespri Gold3	\$0.77	\$0.80	\$0.80	\$0.80	\$0.70	\$0.60	No supply
Zespri Organic Gold3	\$0.59	\$0.60	\$0.60	\$0.60	\$0.70	\$0.30	No supply
Zespri Green14	\$0.37	No payment	\$0.20	\$0.40	\$0.40	\$0.40	\$0.30

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.

CLASS 2 - APPROVED PROGRESS PAYMENT 13 NOVEMBER 2020	AVERAGE ON NET SUBMIT	16/18/22	27	30	33	36	39	42
Class 2 Green	\$1.29	\$1.30	\$1.30	\$1.40	\$1.10	\$1.40	\$1.30	\$1.20
Class 2 Organic Green	\$3.11	\$0.10	\$3.10	\$3.70	\$3.80	\$3.20	\$2.60	\$2.20
Class 2 Gold3	\$3.30	\$3.30	\$3.50	\$3.50	\$3.50	\$3.30	\$0.50	No supply
Class 2 Organic Gold3	\$4.44	\$4.40	\$4.50	\$4.30	\$4.70	\$4.50	\$4.10	\$3.70

NON-STANDARD SUPPLY - APPROVED PROGRESS PAYMENT 13 NOVEMBER 2020	42	46
Class 2 Green		No supply
Class 2 Organic Green		No supply
Class 2 Gold3	\$3.30	
Class 2 Organic Gold3	\$3.60	

1. Progress payments for Class 2 and Non Standard Supply fruit are paid on loaded out trays.
2. Loaded out trays = Net Submitted trays at year end = gross submitted trays less onshore fruit loss trays.

FINANCIAL COMMENTARY

Progress payments

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

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

In line with discussions with the industry earlier this year, Zespri has replaced its October and December forecasts with a single November forecast this season. This was done to streamline the forecast and reporting cycle, as the reporting cycle for the October and December forecasts were only six weeks apart. In line with this change, the August forecast has been used as the basis for November progress payments, where in the past the October forecast was used.

November 2020 approved progress payments on Net Submit trays	
Approved per tray progress payments for 13 November 2020:	
Class 1	
Zespri Green	\$0.94
Zespri Organic Green	\$1.22
Zespri Gold3	\$1.68
Zespri Organic Gold3	\$2.05
Zespri Green14	\$1 .25

December 2020 indicative progress payments on Net Submit trays	
Indicative per tray progress payments for 15 December 2020:	
Class 1	
Zespri Green	\$0.26
Zespri Organic Green	\$0.34
Zespri Gold3	\$0.77
Zespri Organic Gold3	\$0.59
Zespri Green14	\$0.37

SHARE BRIEFS

As at 20 October 2020, the last Zespri share price trade was \$8.75 traded on 14 October 2020. There were five buyers at \$8.71, \$8.65, \$8.53 and \$8.50. There were six sellers at \$9.00, \$8.90, \$8.85, \$8.80 and \$8.75.

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

Quote Line Tuesday 20 October 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	4,500	1
1	2,000	8.650	8.800	15,000	1
1	2,000	8.530	8.850	2,000	1
1	1,176	8.500	8.900	2,000	1
1	6,176	8.500	9.000	10,000	1
			9.000	4,500	1

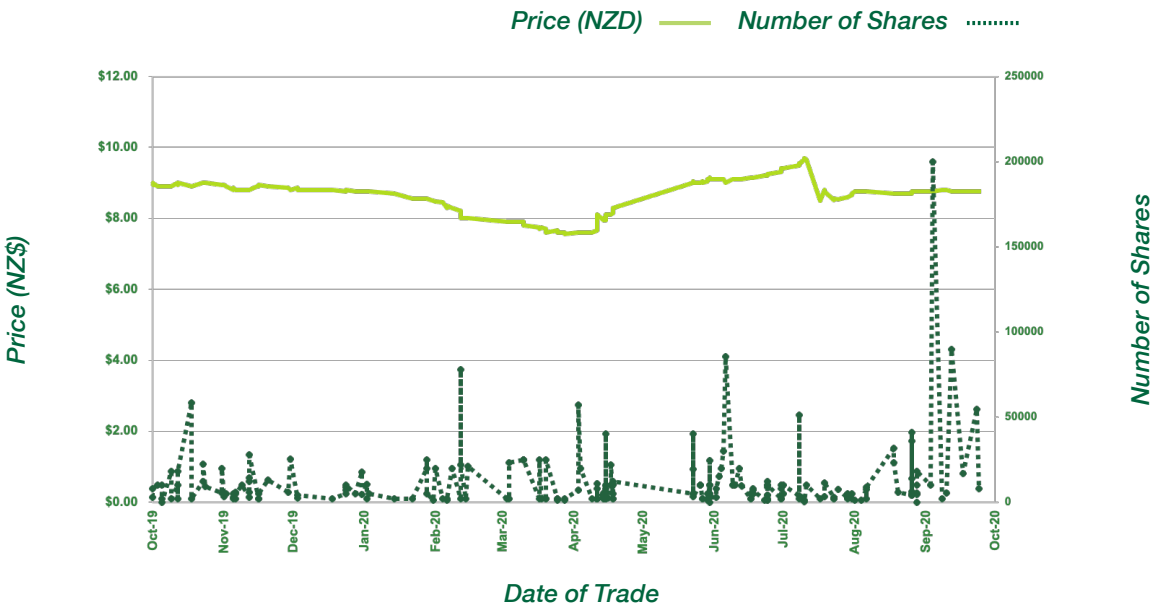
Last 10 Trades			
Date/Time	Quantity	Price (\$)	Value (\$)
14/10/20	8,000	\$8.75	70,000.000
13/10/20	54,500	\$8.75	476,875.000
7/10/20	17,000	\$8.75	148,750.000
2/10/20	89,635	\$8.75	784,306.250
30/09/20	5,550	\$8.80	48,840.000
28/09/20	2,000	\$8.80	17,600.000
24/09/20	200,000	\$8.75	1,750,000.000
23/09/20	10,000	\$8.75	87,500.000
17/09/20	80	\$8.75	700.000
17/09/20	18,000	\$8.75	157,500.000

Director share trading

For the month of October (as at 20 October) there were 17,000 shares traded by entities associated with Zespri Directors. See 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 21 OCTOBER 2019 TO 20 OCTOBER 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 OCTOBER								
ISO Month	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%
May-20		\$0.09					\$3.01	19%
Jun-20		\$0.08					\$3.09	19%
Jul-20		\$0.06			\$1.79		\$4.94	31%
Aug-20		\$0.21	\$0.36		\$2.25		\$7.76	49%
Sep-20		\$0.42			\$2.33		\$10.52	66%
Oct-20		\$0.26	\$0.38		\$1.16		\$12.31	77%
Nov-20		•	•		\$1.68		•	•
Dec-20		•	•		\$0.77		•	93%
Jan-21			•			\$0.10	•	•
Feb-21					•		•	•
Mar-21					•		•	98%
Apr-21					•		•	•
May-21					•		•	•
Jun-21						\$0.15	•	100%
Paid YTD	\$2.80	\$1.24	\$0.74	\$0.00	\$7.53	\$0.00	\$12.31	
Balance to pay	\$0.00	\$0.14	\$0.07	\$0.00	\$3.22	\$0.25	\$3.67	
Total fruit and service payments - 2020/21 Forecast \$15.99								

ZESPRI ORGANIC GOLD3 OCTOBER								
ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-20	\$2.80	\$0.03					\$2.83	16%
May-20		\$0.07					\$2.90	17%
Jun-20		\$0.09					\$2.99	17%
Jul-20		\$0.07			\$2.11		\$5.18	30%
Aug-20		\$0.14	\$0.24		\$3.06		\$8.62	49%
Sep-20		\$0.27			\$2.63		\$11.52	66%
Oct-20		\$0.04	\$0.25		\$1.57		\$13.39	77%
Nov-20		•	•		\$2.05		•	•
Dec-20		•	•		\$0.59		•	93%
Jan-21			•			\$0.10	•	•
Feb-21					•		•	•
Mar-21					•		•	98%
Apr-21					•		•	•
May-21					•		•	•
Jun-21						\$0.15	•	100%
Paid YTD	\$2.80	\$0.72	\$0.49	\$0.00	\$9.37	\$0.00	\$13.39	
Balance to pay	\$0.00	\$0.21	\$0.02	\$0.00	\$3.61	\$0.25	\$4.08	
Total fruit and service payments - 2020/21 Forecast \$17.46								

ZESPRI GREEN OCTOBER								
ISO Month	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%
May-20		\$0.07					\$2.33	23%
Jun-20		\$0.04					\$2.37	23%
Jul-20		\$0.04			\$1.36		\$3.77	37%
Aug-20		\$0.11	\$0.13		\$0.82		\$4.83	48%
Sep-20		\$0.31			\$0.80		\$5.94	59%
Oct-20		\$0.32	\$0.15		\$0.99		\$7.39	73%
Nov-20		•	•		\$0.94		•	•
Dec-20		•	•		\$0.26		•	91%
Jan-21			•			\$0.10	•	•
Feb-21					•		•	•
Mar-21					•		•	97%
Apr-21					•		•	•
May-21					•		•	•
Jun-21						\$0.15	•	100%
Paid YTD	\$2.25	\$0.90	\$0.28	\$0.00	\$3.97	\$0.00	\$7.39	
Balance to pay	\$0.00	\$0.54	\$0.07	\$0.00	\$1.88	\$0.25	\$2.74	
Total fruit and service payments - 2020/21 Forecast \$10.13								

ZESPRI ORGANIC GREEN OCTOBER								
ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-20	\$2.25						\$2.25	18%
May-20		\$0.01					\$2.26	18%
Jun-20		\$0.01					\$2.27	18%
Jul-20		\$0.02			\$2.45		\$4.74	38%
Aug-20		\$0.10	\$0.20		\$1.16		\$6.20	50%
Sep-20		\$0.22			\$1.08		\$7.48	60%
Oct-20		\$0.20	\$0.15		\$1.28		\$9.11	74%
Nov-20		•	•		\$1.22		•	•
Dec-20		•	•		\$0.34		•	90%
Jan-21			•			\$0.10	•	•
Feb-21					•		•	•
Mar-21					•		•	97%
Apr-21					•		•	•
May-21					•		•	•
Jun-21						\$0.15	•	100%
Paid YTD	\$2.25	\$0.56	\$0.35	\$0.00	\$5.97	\$0.00	\$9.11	
Balance to pay	\$0.00	\$0.50	-\$0.02	\$0.00	\$2.52	\$0.25	\$3.28	
Total fruit and service payments - 2020/21 Forecast \$12.39								

ZESPRI GREEN14 OCTOBER								
ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-20	\$2.80						\$2.80	21%
May-20							\$2.80	21%
Jun-20							\$2.80	21%
Jul-20								
Aug-20								
Sep-20								
Oct-20								
Nov-20								
Dec-20								
Jan-21								
Feb-21								
Mar-21								
Apr-21								
May-21								
Jun-21								
Paid YTD	\$2.80	\$0.00	\$0.49	\$0.00	\$7.05	\$0.00	\$10.32	
Balance to pay	\$0.00	\$0.00	-\$0.03	\$0.00	\$2.54	\$0.25	\$2.77	
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: NOVEMBER GLOBAL EXTENSION TEAM

Pollination

Canopy
managementCrop
protection

Psa

Pests

THE MONTH AHEAD: NOVEMBER

Pollination

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

- Have your hives audited (with permission from your beekeeper) as soon as possible after arrival. If they're substandard, promptly arrange replacements or additions.
- Make sure water is available for the bees near the hive dump *before* the hives are brought into the orchard. Don't forget to keep it topped up!
- Carry out a pollination assessment. A video showing how to do it is available on Canopy, or refer to *KiwiTech Bulletin #N52*.
- Have you ordered pollen as a back-up if you don't have any in the freezer? If not, you may still be able to get some — get on to it now!
- If you have a covered orchard, check out the article on managing pollination in covered orchards in the August/September 2020 issue of the *Kiwifruit Journal* article (page 14) on Canopy > Zespri & The Kiwifruit Industry > Publications > Kiwifruit Journals > Kiwifruit Journal (Aug - Sep). It covers best management practices to help reduce the negative effects of covers on bees.

- If you want a refresher on some pollination basics, visit Canopy > Growing Kiwifruit > Orchard Management > Pollination > Pollination Basics where you'll find lots of information, including a video of last year's 2019 pollination webinar and handout.

Canopy management

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

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

Crop protection

Make sure you're always using the latest version of the Crop Protection Standard. There are regular updates, so ensure you have the correct version from the Canopy. Stay bee-safe. We need bees, so make sure you're not putting hives at risk when spraying.

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

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

Scale populations have increased, and it's important that we keep on top of them. Research has found that tank mixing Movento and Du-Wett is much more effective than applying Movento alone. Movento and Du-Wett can be safely mixed with Prodigy and applied 1-2 weeks before flowering. For maximum efficacy, don't add any other spray products to the mix.



RESOURCES TO GET YOUR TEAM UP AND RUNNING ON DAY ONE

Right now, as we're getting over the peak of flower thinning work, it's a good time to reflect on your processes for inducting staff onto your orchard. Did you have the resources you needed to walk new staff through the induction process?

GET have a suite of resources to help, and we're planning for harvest. In anticipation that there might be lots of new people on orchard, you'll need to get up and running on day one.

You can access the following online:

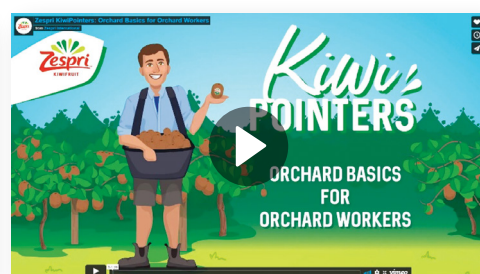
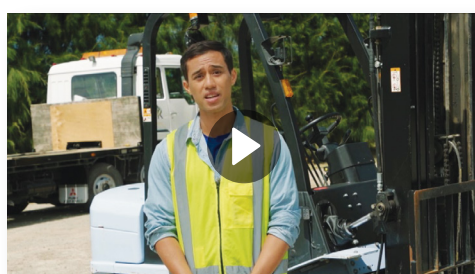
- A video (in English, and in English with Punjabi subtitles)
- Slide packs to help you work through the induction conversation

- Posters to hang in your smoko shed, or another gathering place on site.

If you'd like A2 copies of these posters, order your posters by clicking on this link, or scan the QR code below:
www.getfeedback.com/r/FnZB4TIB

We'll be distributing them in January through packhouses, so you'll have them before harvest.

You can find the resources online on Canopy:
Canopy > Growing Kiwifruit > Orchard Management > My Orchard Business > KiwiPointers Videos & Resources, or with this link: <https://canopy.zespri.com/EN/grow/crop/business/Pages/KiwiPointers.aspx>



SPOTLIGHT ON NUTRIENT MANAGEMENT

Spring is when you'll be putting on most of your season's fertiliser. Are you interested in what you can do to optimise nutrient management for your vines and reduce your environmental impacts?

Check out the *Spotlight on Nutrient Management* booklet on Canopy > Growing Kiwifruit > Orchard Management > Nutrition, Soil & Water > Plant Nutrition & Nitrogen (scroll to the bottom of the page and you'll find it under 'other').

It highlights some of the practical steps you can take on orchard to help nutrients reach your vines and support production, in turn reducing losses to the environment. It covers off nutrient timing and placement, calibration, foliar nutrition and more!

More than 300 copies of this new booklet have been distributed for post-harvest companies to use and share with growers at their spring field days this year.

If you didn't receive one, hop on to Canopy to download your copy.

SUMMER WATER WATCH

After two dry summers and insufficient winter rainfall, some catchments in growing regions such as Bay of Plenty, Waikato, Hawke's Bay, Northland, Whanganui, and Tasman are showing signs of being drier than normal for this time of year.

Bay of Plenty Regional Council is now warning that exceptionally low stream flows have come early to parts of their region, especially in the Western Bay of Plenty. The council is expecting that it will need to impose extra water restrictions on both permitted and consented water takes this summer, in order to protect base flows. See www.boprc.govt.nz/watershortage for further information and updates.

Advice from councils in most other growing regions is that it's too early to tell whether surface or ground water availability will be more limited than usual this summer, but they'll be watching carefully and keeping water users updated through their usual channels as the season progresses. This includes through online monitoring portals for river, soil moisture and groundwater level data, regular hydrology reports, and water restriction web pages.

The NIWA climate outlook for October-December is predicting that soil moisture levels and river flows will be below normal in the north of the North Island and the east of the South Island.

For all other regions, soil moisture levels and river flows are likely to be at normal or below normal levels during the outlook period.

NIWA also advise that a La Nina weather pattern is emerging which may bring wetter conditions to northern New Zealand during late spring and early summer, but it's not certain yet. A La Nina usually means warmer than normal temperatures for most of the country, and north-easterly winds that deliver moist, rainy conditions to the north-east of the North Island, and an increased risk of tropical cyclones for areas such as Northland, Coromandel and East Cape.

Wherever your orchard is located, now is a good time to check on soil health and soil moisture levels in your orchard and manage them as best you can in case of dry weather.

Increasing soil organic matter enhances soil health; it can improve how well water soaks into the ground which can then be held within the soil. If your orchard has compacted soils, aeration such as by using a 'ground hog' tool is a useful way to help break up the soil so that it's easier for water to soak in.

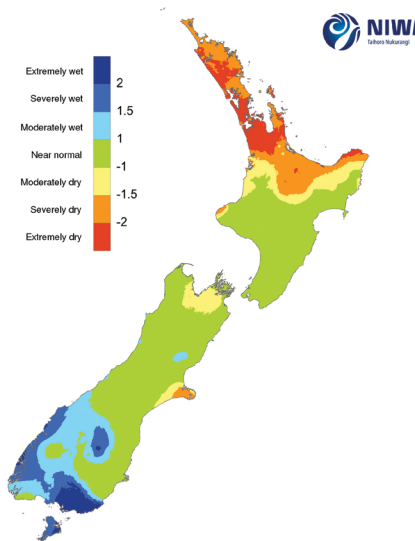
If you've had good winter rainfall or have been using water for frost protection, your soil may already have had a good recharge of water in your soils. If you have an irrigation system, check soil moisture regularly and use your irrigation to maintain good soil moisture within the feeding root zone. If you don't already have soil moisture monitoring equipment in place, consider investing in it as an important tool for helping you decide when and how much to irrigate.

If your vines were drought-stressed last season, consider reducing your crop load this season to avoid overloading an already stressed vine. It's best to do this earlier in the season (by December), before conditions get too dry.

If you're growing in the Bay of Plenty or other areas prone to water shortages, now is also a good time to review your contingency plan in case of low flows. Make sure you're measuring your water use and monitoring your soil moisture in the rooting zone. Any water stress while fruit is on the vine will compromise fruit growth, but the most dramatic effect is during the cell division period after flowering. Refresh yourself on the low-flow conditions of your consented or permitted water take, and explore options such as efficiency improvements, storage or allocation sharing that might help you get through a dry year.

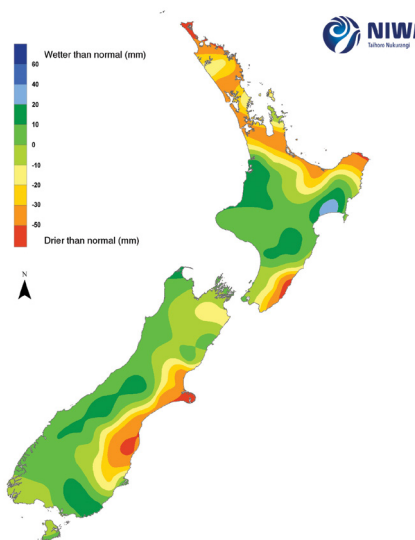
See more information about water management, including the Spraytech box on irrigation, on the Zespri Canopy website: Canopy > Growing Kiwifruit > Orchard Management > Nutrition, Soil & Water > Water Management.

SPI for 9am 28/08/2020 to 9am 27/10/2020



The Standardised Precipitation Index (SPI) is a simple measure of drought based on accumulated precipitation (rainfall) compared to long term averages for the same time period. If the 60-day SPI is showing 'severely or extremely dry', then drought conditions are probably evident in that area and sustained rainfall is needed over several weeks to return to normal conditions. These maps are updated regularly, see the latest drought risk assessment information at www.niwa.co.nz.

Soil moisture anomaly (mm) at 9am on 21/10/2020



A soil moisture anomaly is the difference between the historical normal soil moisture deficit (or surplus) for a given time of year and actual soil moisture deficits. These maps are updated regularly, see the latest drought risk assessment information at www.niwa.co.nz.

MV KOWHAI'S MAIDEN KIWIFRUIT VOYAGE

The MV Kowhai, the first of three new vessels built by Fresh Carriers, was christened in Japan earlier this month before she set sail to New Zealand.

It will pick up Zespri Green Kiwifruit bound for Japan, marking the second-to-last charter reefer voyage this season.



Zespri Operations Manager - Japan, Hamish Robison attended the christening of MV Kowhai in Japan recently.

POST-HARVEST WEBINAR SERIES

Due to the postponement of the IX International Postharvest Symposium until 2024, we have decided to hold a webinar series instead in November 2020.

Tuesday 10 November 11:00 am — 1:00pm NZST

Wednesday 11 November 7:00am — 9:00am NZST

Thursday 12 November 3:00pm — 5:00pm NZST

All webinars will be online via Zoom at no charge. To register, visit <https://www.sciencevents.co.nz/postharvest-webinar-series/>

We will be running each of the three sessions in a different time-zone around the world to allow for live viewing and interaction with the speakers. If you can't make the times, recordings will be made available to those who have registered.

We look forward to you joining us online in November!

INDUSTRY SUPPLY GROUP (ISG)

OCTOBER MEETING

The main agenda items discussed were as follows:

- Pack differential
- Week 13/14 Kiwistart rates
- Carryover Jumbo packaging
- Quality Manual

- Operations/quality/market updates
- Maturity Clearance System and taste update
- Sub-group updates

The next ISG Meeting will be held on 19 November 2020.

NZKGI VICE CHAIR APPOINTED

Whetu Rolleston was appointed NZKGI Vice Chair at the October NZKGI Forum meeting.

Whetu has been involved in kiwifruit since she was a child, growing up on the family orchard in the Bay of Plenty. More recently she has been involved in a handful of kiwifruit operations as well as the strategic planning for the redevelopment and development of kiwifruit orchards.

Whetu has been a NZKGI Forum Representative of the Tauranga region and a Executive Committee member since 2018.



Whetu Rolleston.



FORUM MEMBER APPOINTMENTS

At the October Forum meeting, Jens Liesebach was appointed NZKGI Regional Representative for Hawke's Bay/Lower North Island, replacing Richard Pentreath who has retired due to his commitments as President of the Hawke's Bay Fruit Growers Committee.

Tim Tietjen was appointed NZKGI Regional Representative for Poverty Bay following the resignation of Former NZKGI Chair Doug Brown. NZKGI welcomes both Tim and Jens to the Forum.

NEW NZKGI WORKFORCE DEVELOPMENT MANAGER

Richard van der Jagt has joined NZKGI to lead NZKGI's Labour and Education portfolio. Getting the right people into work in the kiwifruit industry is a high priority for NZKGI and Richard will manage aspects of seasonal worker recruitment, kiwifruit careers and the RSE scheme.

Richard grew up in the horticultural industry and started working as a Horticultural Cadet in Central Otago before heading to Lincoln and

Canterbury University's to further his studies in Horticulture and Zoology.

He then went on to work for the Ministry for Primary Industries (MPI) in Marlborough and before heading to the Bay of Plenty to teach Horticultural and Agricultural Science in at Te Puke High School. In 2005, he bought an avocado orchard and has continued his horticultural journey by joining the NZKGI team in the role of Workforce Development Manager.

NZKGI PROMOTES SUMMER ORCHARD WORK AND TRAININGS

With the reduction in backpackers and RSE workers, NZKGI is encouraging New Zealanders to participate in summer orchard work. To help people find out if this type of work is something for them, NZKGI is offering free one- and two-day

taster trainings where they can learn about what is involved. This project is funded by MPI and information on the training is available on the NZKGI website.

SUPPLEMENTARY SEASONAL EMPLOYER WORK VISA

NZKGI continues to update employers and employees about the SSE Visa under the Labour section of the NZKGI website. The SSE visa allows people who are already in New Zealand on a student or visitor visa to make a one-off application for a work visa to do seasonal work in the horticulture or viticulture industries.

From 1 October 2020, people in New Zealand on Working Holiday Visas automatically transfer to SSE visas when their current visa expires. Employers must be SSE approved or be in a labour shortage area to employ SSE visa holders.

FUTURE LEADERS EXECUTIVE COMMITTEE CALL FOR EXPRESSIONS OF INTEREST

Funded by NZKGI the purpose of the Future Leaders Group is to develop potential future leaders within the horticultural growing industries by engaging them through regular learning, networking and social activities.

The Future Leaders Executive Committee are responsible for planning and organising learning, networking, and social events for the wider Future Leaders Group.

The current Future Leaders Committee's term is due to expire on 31 December 2020. There are six positions (plus administrator) on the Future Leaders Executive Committee.

One of the existing committee members is re-standing for election, so there are five vacancies available. This is a great opportunity to get to know others working in the industry and to experience Governance roles.

Nominations open on Monday 2 November 2020 and close on Friday 20 November 2020.

If you wish to be considered for the Future Leaders Executive Committee, please provide your expression of interest to Jacqui Craig at Jacqui.craig@kvh.org.nz by Friday 20 November 2020.

If you have any queries regarding this process, please do not hesitate to contact Jacqui.



FUTURE LEADERS QUIZ NIGHT

Registrations for teams of 6-8 people are being accepted for the 2020 annual quiz night.

Registration is free, finger food will be provided, and a cash bar is available. There will be a prize for the best dressed team and most creative team name.

Can Apatā's 2-year winning reign continue or will they be ousted by another team? Register by emailing info@nzkgi.org.nz or phone 574 7139.

5.30pm, Wednesday 25 November 2020 at Club Mt Maunganui, Kawaka St, Mt Maunganui.

LET US KNOW IF YOUR ORCHARD INFORMATION IS UP-TO-DATE

Is the status of any of your blocks changing? Has ownership changed hands? Do you have a new orchard manager? Are you planning on packing with a new supplier come 2021? Has any of your contact information changed?

Regardless of whether you answered 'yes' or 'no' to any of the above, we want to hear from you so that we know your orchard and account information is as up-to-date as possible in preparation for 2021.

If you haven't already, please complete your registration via the Industry Portal on Canopy, or by giving the Grower Support Services team a quick call on 0800 155 355.

If your KPIN information remains unchanged, you can also let us know via email at contact.canopy@zespri.com.

Further information regarding Spray Diary block updates

For any block(s) with an updated vine status (i.e., non-producing to producing): Edit block and change the vine status.

In the 'Description' field, please enter information that reflects the status change, e.g., "first year of production 2021".

For any new licence allocation:

Edit the block that the licence will be allocated to, and update:

- variety
- vine status
- year grafted
- description (important details regarding block change)

It is important that all block information is accurately updated now before spray lines are loaded for the upcoming season.

If you require any assistance, the Grower Support Services team are here to help.



The KVH/Zespri grower biosecurity day in 2019 was a sell out. This year's event will include the latest information about our biggest biosecurity threats.

SAVE YOUR SPOT AT THE KIWIFRUIT BIOSECURITY INDUSTRY DAY

KVH and Zespri are hosting the annual **Kiwifruit Biosecurity Industry Day** on **Wednesday 4 November 2020**.

The event is open to growers and anyone in the industry interested in learning more about initiatives underway to better manage biosecurity risk to the New Zealand kiwifruit industry. Attendees will have the opportunity to listen to a series of presentations, including an overview of the proposed new Pathway Management Plan and a look at supporting research into pollen and compost, as well as hear about the role of KVH in the wider biosecurity system, including GIA (the Government Industry Agreement for Biosecurity Readiness and Response) and the border.

Local and international research supported by KVH and Zespri into key risks for the New Zealand kiwifruit industry will be discussed.

KVH will share what happens with unusual symptom reports and the day will close with a demonstration of the popular *Find A Pest* app that uses innovative technologies and scientists' expertise to help users identify and notify potential pests.

Come along to see and hear all the latest news – this event sold out last year, so get in quick to save your spot. For those who wish to attend online, a link for online participation will be sent to you prior to the event, once you've registered online.

Where:

Trustpower Arena, Baypark,
81 Truman Lane, Mount Maunganui

When:

Wednesday 4 November 2020,
9.00am – 1.00pm (includes morning tea)

RSVP:

Online via the KVH website
(www.kvh.org.nz)



A workshop was held to help growers refine their on-orchard Psidium management programmes, sharing knowledge and experience with their peers.

NEW PSA MANAGEMENT RESOURCES

In our most recent *KVH Bulletin* we featured videos from the annual **Psa R&D update**, which saw scientists share with growers and industry key outcomes from the research portfolio, to help with on-orchard Psidium disease management programmes.

In conjunction, a 'Good Practice Workshop' was held for growers, so that they could create their own Psidium programme, with the support of peers. The workshop used several thought-provoking, constructive and easy-to-follow resources designed to promote conversation and have everyone in the room learning and sharing knowledge gathered from both research and practical experience.

These resources are now freely available on the KVH website at www.kvh.org.nz to support growers, managers and post-harvest teams to share practical knowledge with their teams and gain a greater understanding of Psidium management activities on-orchard.

There are three new resources designed to be used as either a group exercise (which come with a script that explains what to read out to your team) or for individual use, and are mainly photo-based:

- **Psa assessment:** a series of photos of typical Psidium scenarios people might come across on-orchard and the things that might need to be considered when making decisions about what to do in each scenario and why.
- **Good management practices:** an activity using flashcards that looks at different management practices for controlling Psidium and considers which are good, okay, or unacceptable – such as incorrect timing of sprays.
- **Where to cut:** a series of photos and symptom information that help with decision-making about where to make cuts to remove Psidium symptoms.

KIWIFRUIT VINE DECLINE SYNDROME IN ITALY HIGHLIGHTS IMPORTANCE OF A PATHWAY PLAN



There have been several articles in the media recently highlighting **Kiwifruit Vine Decline Syndrome (KVDS)** in Italy, a phenomenon with yet undetermined cause that is believed to be associated with the collapse of more than 3000ha of kiwifruit in Italy.

This is not new and has been observed since 2012. However, it is gaining more attention as the syndrome is associated with an increasingly large number of hectares and kiwifruit growing regions in Italy.

KVDS was first observed in 2012, near Verona in the North Italian province of Veneto. Initially the decline was observed on about 50ha of kiwifruit, but over time an increasingly large number of hectares have been reported with about 80 percent of vines in this region now impacted, and reports of the syndrome from other kiwifruit growing regions including Piedmont, Emilia-Romagna, Lazio and as far south as Calabria.

KVH and Zespri have been monitoring this vine decline syndrome closely over the last five years, including visits to the region and funding research to better understand the possible role of pathogens in this syndrome (which has been inconclusive).

The most obvious sign of KVDS is the sudden and rapid wilting of the plant which ultimately results in plant death. Affected vines can sometimes die within weeks of first symptoms appearing. These symptoms are usually associated with a compromised root system, where feeder roots disappear, then root necrosis sets in. There has been a recent increase in research efforts in Italy to better understand what is driving this decline and yet the cause still remains undetermined. Researchers have been trying to understand whether it could be

irrigation practices, significant climatic rainfall events, soil borne organisms, such as bacteria and fungi, soil oxygen levels, global temperature increases, or a combination of these.

Zespri and its SunGold Kiwifruit partners have set up a taskforce to investigate this decline and initiate an industry wide response to KVDS, developing tools to help and support growers. KVH will continue to work closely with Zespri and its partners to ensure we continue to remain informed of this emerging risk.

KVH, through Zespri, has also made our On-Orchard Biosecurity Guidelines available to Italian growers to ensure they remain vigilant around on-orchard biosecurity. While there is no evidence of a pathogen being the primary cause, if it were to be discovered later that an organism was responsible, managing its spread through good pathway management would be vital to ensuring the industry had the best chance at possible eradication or at the very least, a good containment strategy to help minimise its impact.

This is a classic example of the need for biosecurity practices to be in place as routine day-to-day activity, as would be the case under KVH's proposed Pathway Plan for the kiwifruit industry. We're currently consulting on this proposal. For more information, please visit the KVH website at www.kvh.org.nz, or give us a call to discuss further in person.

FRUIT FLY RESPONSE A BIOSECURITY AWARD FINALIST

The **2020 Biosecurity Award** finalists have been announced, representing outstanding contributions by biosecurity champions.

We're delighted that the Fruit Fly Response 2019/20 (of which KiwiNet and the kiwifruit industry had a monumental role in) has been named as a finalist in the 'industry' category, reflecting the exceptional contributions many groups and individuals make to keep our biosecurity system strong and our industry safe from the harmful impacts this unwanted pest could potentially have.

Winners will be announced at the awards evening in Wellington in mid-November.





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 employ kiwifruit workers who have working holiday visas that are due to expire soon. What do I need to do to continue employing them to do thinning, summer work or harvesting?

The Minister of Immigration has announced changes for people on a working holiday visa. Those with working holiday visas that are due to expire between 1 October 2020 and 31 March 2021 will automatically be granted a Supplementary Seasonal Employer (SSE) visa. This will allow them to stay in New Zealand to work in short-term horticulture roles, where there are not enough New Zealanders available.

You can hire someone on a SSE visa into these roles if you either:

- have approved SSE Approval in Principle (AIP)
- are a Recognised Seasonal Employer (RSE) with an approved Agreement to Recruit (ATR), or;
- are filling a role in a Ministry of Social Development (MSD) region that's specified by us.

MSD has approved roles for kiwifruit work, but only in specified regions for particular roles and timeframes. This means that any employer in these regions can employ workers on SSE visas into these specific roles for specified dates. Please check the MSD website to determine the specific roles/timeframes approved for your area.

For roles and in regions other than those specified, SSE visas can only be employed by approved employers or by RSE employers with unfilled ATRs. For more information, contact your Grower Liaison Manager or NZKGI.

How can I check that the contractor I want to use is registered and GAP compliant?

To check whether a contractor or sub-contractor to use on-orchard is registered and GAP compliant, you need to check the contractor has an up-to-date Zespri CAV (Compliance Assessment Verification).

You can find a full list of contractors on our Industry website industry.zespri.com. The status of the contractor will be shown in the list. The Global GAP & GRASP Contractor List will also show all contractors once they've registered and the list is refreshed regularly. Please ensure that you always request a copy of the CAV from your contractor before they carry out any work on your orchard.

I have renewed my Growsafe certificate. Why am I getting an error message that it is expired in the Zespri Spray Diary? Or, why won't spray diary accept my certificate number?

When spray applicators renew their Growsafe certificates, the expiry date information isn't automatically shared with Zespri by Growsafe. Every time you resit your Growsafe certificate, you need to provide a copy of your new certificate to Zespri to be updated. Certificates need to be sighted. Email a copy of the new certificate with the new expiry date to contact.canopy@zespri.com.

A recent change to Growsafe certificate numbers means that Growsafe numbers now contain a letter and numbers separated by dashes. When the number is recorded into the Zespri system, the system doesn't recognise special characters. Please ensure you enter Growsafe numbers with no spaces or special characters e.g., Growsafe number S-100-456 should be entered as S100456.

I would like to propagate Gold3 and or Red19 for my future development. What are my initial obligations?

To propagate any Zespri PVR plant material such as Gold3 and Red19, all nurseries/orchardists are required to enter into a Nursery Propagation Facility Agreement with Zespri which covers both commercial and private (grow for your own use) propagation (in conjunction with registering with KVH). No grafting can take place until the agreement is executed by both Zespri and the grower/nursery. All nurseries are subject to an initial site inspection and an annual audit by Zespri to ensure the overall protection of the plant variety rights. For more information, please contact David Cant, Nursery Manager on 027 555 7963, or nursery@zespri.com.

Can I obtain budwood for failed grafts for my Gold3 and/or my Red19 this spring?

Yes, Zespri procures budwood for re-grafting provisions each year. This will be made available to growers from the Zespri Coolstore at 10 Cessna Place on Tuesdays and Thursdays from 9:00am – 10:00am, beginning 3 November.

Log your request by calling the Grower Support Services team on 0800 155 355. Please note that growers will then be required to make a booking through the Zespri booking system to collect any budwood for re-grafting.

The Zespri booking system can be accessed here: <https://www.zesprievents.co.nz/budwood44>

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 great opportunity 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.



Win a 'Hole in One' boat

Score a 'Hole in one' and you could be in to win a 430 Outcast side console by Extreme Boats, thanks to one of our sponsors, FMG!

ZESPRI ORGANICS DAY

Zespri will be hosting an Organics Day for those growing organically or interested in doing so. It 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 and Organic Market Update. Registration is required.

Date: Thursday 19 November 2020

Organic Field Trip

Register:

www.zesprievents.co.nz/organicfieldday

Time: 11.45am – 5.00pm

Location: Te Puke

Orchard One

Topics: Gold3 development, companion planting, crop loading

Orchard Two

Topics: Pest and disease, scale, and market access

Dinner and Organic Market Update

Register:

www.zesprievents.co.nz/organicdinner2020

\$25 per person

Time: 6.00pm till late

Venue: Zespri Head office

400 Maunganui Road, Mount Maunganui

If you have any queries, please contact Zespri Grower Liaison Manager Casie Rudnicki by email casie.rudnicki@zespri.com or on 027 271 2695.

2021 ZESPRI GROWER TOUR OF NEW ZEALAND

Each year, the Zespri Grower Liaison Team host tours overseas so growers get some first-hand experience in the markets and on orchards. However, due to COVID-19 travel has been restricted for the next few years, so we have decided to offer a tour in our own backyard.

Zespri is looking at hosting kiwifruit growers in an amazing self-funded adventure of the South Island in early March 2021. The tour will be around one week long and feature a mix of horticulture, fisheries, and beautiful scenery.

Highlights include:

- Hops harvest and brewery
- Winery harvest and tours

- Fish hatchery and breeding at Plant & Food Research
- Apple harvest and packhouse
- Kiwifruit orchards and packhouse

As well as industry visits, there will be a little bit of fun thrown in with a day spent in Kaiteriteri with optional excursions including fishing, kayaking, cycling, or walking the amazing tracks.

The tour will fly into Nelson and out of Blenheim. If you are interested in joining, please register at www.zesprievents.co.nz/2021growertour or contact Sue Groenewald: email sue.groenewald@zespri.com or phone 027 493 1987.

SAVE THE DATE! ZESPRI'S INAUGURAL GROWER FISHING COMPETITION

11-13 FEBRUARY 2021

Our Zespri grower Fishing Competition will be held across all growing regions. More detail will follow, but in the meantime, please register your interest here: <https://www.zesprievents.co.nz/fishingcomp2021>



MIX

Paper from responsible sources

FSC® C148014

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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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