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## CEO UPDATE

Hi everyone,

**Happy New Year. I hope you've all managed to enjoy some time with friends and family over the Christmas break.**

I know many of you will have welcomed the warm weather we've experienced which bodes well for a great tasting crop this season, and it's pleasing to have heard from so many of you that fruit is looking good in terms of maturity, volume, taste and quality, although hopefully some more rain will assist with fruit sizing.

While we've ended the 2021 season strongly with fruit continuing to move well, the extraordinary situation we are facing for the 2022 season will no doubt be challenging for our industry.

I know the labour shortage continues to be a significant concern. As an industry together with NZKGI and post-harvest leadership, we continue to engage with government officials on this, and we've also made some important steps to mitigate this risk through our 5 point action designed to help the season run as smoothly as possible. We will continue to work with IAC to look at other changes in our operations and through the supply

agreement as may become necessary as we move toward the season.

Our focus continues to be on doing what we can to maximise flexibility. This includes our emphasis on bringing fruit harvest through earlier with increased Kiwistart volumes, better utilising packing capacity, considering changes to Zespri Taste and the Maturity Clearance System, removing impediments to harvest presented by size 39 fruit, and adjusting our shipping schedule to reduce pressure on cool stores.

As expected, COVID-19 has evolved with the arrival of the Omicron variant in New Zealand. It is critical that we continue to observe all protocols to ensure that we can deliver this season safely in what is a fast-changing environment.

We have operated safely throughout previous COVID-19 restrictions and strong industry collaboration will again be key to meeting the strong demand we're seeing for our high quality and safe kiwifruit. Alongside NZKGI and suppliers we'll continue to work with officials on developing updated protocols for the industry that allow us to protect our people and communities, and deliver the season safely.



*This year's dry weather is leading to what we expect to be another great tasting crop.*

I'm back in New Zealand and looking forward to seeing you at our upcoming grower roadshows. We'll have a chance to discuss a number of topics including season planning, the labour situation, the future of ZGS and an update on China G3 plantings. Until then, stay safe and well and all the best for the start of this season's harvest.

Dan.

## GROWER ROADSHOWS

Please join our CEO Dan Mathieson and colleagues, NZKGI and KVH at our first round of grower roadshows commencing in late February.

We'll be providing an update on COVID-19 and the protocols our industry needs to embrace, and also be discussing the 2022 licence release, season planning and ZGS.

As per the COVID-19 Protection Framework, numbers for each event are capped and growers will need to present their vaccine pass for entry.

Growers can register here: <https://zesprievents.eventsair.com/growerservices/glm/Site/Register>.

### ZESPRI GROWER ROADSHOW SCHEDULE FEBRUARY AND MARCH 2022

DATE	TIME	LOCATION
Monday 28 February	9am - 11am	Waikato   Mighty River Domain, 601 Maungatautari Road, Lake Karapiro
	2pm - 4pm	Auckland   Navigation Homes Stadium, Cnr Franklin Road & Stadium Drive, Pukekohe
Tuesday 1 March	11am - 1pm	Nelson   Top 10 Holiday Park, 10 Fearon Street, Motueka
Wednesday 2 March	9am - 11am	Kerikeri   The Turner Centre, 43 Cobham Drive, Kerikeri
	2pm - 4pm	Whangarei   Northland Hockey Association, 45 Park Avenue, Kensington
Thursday 3 March	8.30am - 10.30am	Hawkes Bay   The Crown Hotel, Corner Bridge Street and Hardinge Road, Ahuriri, Napier
	4pm - 6pm	Gisborne   Tatapouri Fishing Club, 54 Esplanade, Gisborne
Friday 4 March	9.30am - 11.30am	Ōpōtiki   Ōpōtiki Golf Club, 14 Fromow Road, Ōpōtiki
	2pm - 4pm	Edgecumbe   Matata Rugby Club, 12 Division Street, Matata
Monday 7 March	9.30am - 11.30am	Katikati   Fairview Golf Club, 34 Sharp Road, Aongatete
	6pm - 8pm	Tauranga   Trustpower Baypark, 81 Truman Lane, Mount Maunganui
Tuesday 8 March	6pm - 8pm	Online Event
Wednesday 9 March	9.30am - 11.30am	Te Puke   The Orchard Church, 20 MacLoughlin Drive, Te Puke

## COVID-19 UPDATE

With New Zealand currently operating under the Red setting of the COVID-19 Protection Framework, Zespri is following all necessary protocols to support our people, our industry and our communities, and to help mitigate the risks associated with COVID-19.

**This means that:**

- All staff, contractors, growers and other visitors who need to physically be on site at Zespri offices (and other sites we control) will be asked to show their vaccination status and demonstrate they are fully vaccinated.
- Any staff, contractors, growers or other visitors who are not fully vaccinated or who are not prepared to disclose their vaccination status will be required to provide a negative COVID-19 test (RAT) from within the past 24 hours to gain entry into the Zespri offices.
- For Zespri events all attendees will be required to present their vaccine pass for entry.
- When visiting other sites, all Zespri people will adhere to the requirements of that site and at a minimum, will be fully vaccinated or have a negative COVID-19 test (RAT). This policy will apply to any visits undertaken by Zespri people to orchards, packhouses or other businesses.
- Zespri staff will continue to be available to meet online via virtual meetings which will continue to be part of our business as usual activity.

### On-orchard requirements

NZKGI has also issued guidance for growers and contractors around on-orchard activity under the COVID-19 Protection Framework.

This remains a dynamic situation and we will continue to follow the government's guidance.

Kiwifruit orchards can operate under all settings if controls are in place to protect our workers and the communities in which they operate in. These controls include contact tracing, record keeping, physical distancing and gathering restrictions, as well as health checks and hygiene measures that ensure the health and safety of our people.

# 2022 LICENCE RELEASE

Significant changes to the 2022 licence release were announced late last year to ensure a greater spread of licence is available across our grower base, particularly for the Zespri SunGold Kiwifruit tender which has a reduced total area available in 2022 of 350 hectares.

The current 2022 licence release updates can be viewed here: <https://canopy.zespri.com/EN/grow/licensing/releaseandallocation/Pages/default.aspx>

Further updates are currently being finalised and will be available on Canopy in early February and published in the next edition of *Kiwiflier*.

## 2022 AVAILABLE HECTARES OF ZESPRI KIWIFRUIT LICENCE

-  350 hectares of SunGold Kiwifruit licence (Closed Tender Bid).
-  350 hectares of Zespri RubyRed™ Kiwifruit licence (Closed Tender Bid).
-  The total area of Gold3 variety licence available under the 'finishing off blocks' process is not limited.
-  There will be no release of Zespri Organic SunGold Kiwifruit licence in 2022 outside of 'finishing off blocks'.

Due to the additional complexity in this year's licence release process, Zespri and Cooney Lees Morgan will be operating a 'pre-approvals' process for plantable areas, leasing arrangements, and confirmation as to whether any parties intending to bid are considered to be associated by way of common ownership or control for the purposes of the 10-hectare maximum area rule.

An up-to-date GPS map is required to be supplied with every application where a property is identified at the time of bidding. Please contact your mapping provider now to ensure sufficient capacity to complete this prior to the licence window opening.

## SETTING UP KPINS - WHAT'S INVOLVED

To be eligible for a KPIN, your kiwifruit structure must be in the ground, and you must have applied for a KPIN no later than **31 January 2022**.

If you are unable to get your structure in place prior to the cut-off date, sufficient documentation must be provided to Zespri to prove the area will be used for kiwifruit development within the next **two years**.



## KEY DATES

### Key dates | SunGold Kiwifruit 'Finishing Off' Blocks Process

3-18 March 2022	Pre-Approval Process period for 'finishing off' blocks
7 March 2022	'Finishing off' blocks application process opens
18 March 2022	Closing date for 'finishing off' blocks applications

*\*Dates are indicative and may be subject to change*

### Key dates | Zespri SunGold and RubyRed™ Kiwifruit Tender Process

31 January 2022	Deadline for allocation of a KPIN for new developments that any grower wishes to include in the Zespri SunGold Kiwifruit tender process.
3 March 2022	Licence Application Overview and Rules published for Zespri SunGold and RubyRed™ Kiwifruit tender process.
3-18 March 2022	Pre-Approval Process period for Closed Tender Bid including Licence Application Overview and Rules published for Zespri SunGold and RubyRed™ Kiwifruit tender process.
21 March 2022	Application process for SunGold and RubyRed™ Kiwifruit begins.
30 March 2022	Closing date for bids.
Early April 2022	Successful licence bidders notified; licence deposit required to be paid within three working days.

*\*Dates are indicative and may be subject to change. Any changes to the timeframes above will be communicated to industry.*



# RUBYRED™ FIELD DAYS

The Zespri Grower Liaison Team and the Global Extension Team (GET) invite you to attend a RubyRed™ Kiwifruit Field Day.

The event will give you the chance to see RubyRed™ Kiwifruit on orchard and hear from an existing grower, technical experts and Zespri. Our grower will also share the challenges, risks and learnings to date on growing RubyRed™ Kiwifruit.

If you're interested in growing RubyRed™ Kiwifruit, please take this opportunity to educate yourself on the variety before the upcoming licence release. The key dates for the RubyRed™ Kiwifruit tender process are outlined above.

If you have any questions or want further information, please call your Grower Liaison Manager or the Zespri Licence Team.



DATE	TIME	LOCATION
Monday 14 February	9am - 11am	Omokoroa, Tauranga
	12pm - 2pm	
	2.30pm - 4.30pm	

To RSVP to one of the field days, please visit <https://zesprievents.eventsair.com/ruby-red-field-day/glm/Site/Register>

For existing information about the variety and dates on the 2022 Licence release visit <https://canopy.zespri.com/EN/grow/licensing/releaseandallocation/Pages/default.aspx> or the Red19 Supplemental Information page <https://canopy.zespri.com/EN/grow/licensing/releaseandallocation/Pages/Red19-Supplemental-Information.aspx> on Canopy.

Note: please don't visit the property outside of the event time.

**Following the recent change to the Red setting under the COVID-19 Protection Framework, please take note of our guidance for attending Zespri events at the Red setting on page 12 and on all Zespri events registration pages.**

## ENVIRONMENTAL REPORTING REQUIREMENTS EXCEEDED

The kiwifruit industry has exceeded the first-year requirements under the New Zealand government's primary sector partnership on climate action (He Waka Eke Noa).

He Waka Eke Noa is designed to support the decarbonisation of New Zealand's primary sector and in 2021 required 25 percent of large growers (those over 80ha) to know the carbon impact of fertiliser use within their operations and have a plan to reduce it.

A small number of grower entities were subject to the requirements and worked together with NZKGI and Zespri to develop the knowledge and systems needed to show the kiwifruit industry's commitment to playing its part.

Over 60 percent identified their carbon impact, while more than 30 percent developed a reduction plan, exceeding both requirements. This effort reflects the connection growers have to kaitiakitanga and the role environmental stewardship plays in securing the future of our industry.

## HI-CANE UPDATE

Zespri and NZKGI have provided submissions to the EPA as part of its review of hydrogen cyanamide.

You can read Zespri's submission on Canopy, and NZKGI's on [www.nzkgi.org.nz](http://www.nzkgi.org.nz). The EPA has also loaded around half of the nearly 200 submissions received from across industry and the wider community on its website: [www.epa.govt.nz](http://www.epa.govt.nz), and is gradually adding the remaining submissions. Zespri has notified the EPA of its intention to provide supplementary information later this year.





# FROM THE MARKETS

## EUROPEAN MARKET UPDATE

Zespri's European markets have wrapped up their 2021 sales and marketing campaigns with excellent results, seeing combined trays sold of Green and SunGold Kiwifruit increase 8.4 percent across Europe compared to last year.

Fruit moved well despite the challenges we've seen with COVID-19 and shipping disruptions, although overall demand

for fresh produce was lower than 2020 but still above pre-COVID-19 levels.

The team has had a good transition across to Northern Hemisphere ZGS kiwifruit, and Zespri product has been moving well, with good demand for SunGold Kiwifruit in particular.

The ZGS SunGold Kiwifruit sales will finish by the end of February while Green Kiwifruit will continue to be available until the transition to this season's New Zealand-grown Green Kiwifruit.

Looking ahead to 2022, our focus will again be on increasing demand and building brand awareness, with marketing campaigns again featuring our popular Kiwi Brothers.

### Iberia - Spain and Portugal

Our team in Iberia is leveraging food as medicine to promote the health benefits of Zespri Kiwifruit, with a unique culinary medicine programme aimed at healthcare professionals. In its first month, the course which features the health benefits of our fruit, has attracted over 600 students.



### Belgium and Luxembourg

Belgium and Luxembourg have launched their winter media campaign featuring a unique long-format TV advertisement. A two-minute editorial-style TV spot highlights staying fit and healthy through winter with the help of Zespri Kiwifruit which has also boosted brand awareness. The long-format TV spot will be supported by cinema ads featuring the Kiwi Brothers plus online and print advertising.



### Netherlands

The Netherlands winter campaign launched online with a mix of social, search and digital advertising. Digital activity will be supported by winter breakfast inspiration across popular magazine titles.



### Germany

Germany launched its first-ever media campaign at the end of last year, using existing New Zealand assets to test the market and increase brand awareness cost-effectively. The campaign launched across TV, video and digital advertising that included integrated navigation directing potential customers to their nearest store.

The branded videos received more than three million views, and the online advertising drove an 8 percent increase of people visiting Zespri stockists after seeing the ad.



### Italy

Italy continues to secure media coverage and mentions across mainstream media, including *Italian Elle*, and health and wellness magazine, *Starbene*. The campaign's media coverage reached over 7.4 million people.

The Italian team also leveraged the popularity of the tennis ATP finals in Turin, parking two Zespri branded cargo bikes outside the stadium during the event and distributing 3,000 Zespri Kiwifruit each day for three days.



### Greece

In Greece, across November and December 2021, shopping activations were implemented across 27 greengrocers, resulting in 1635 taste tests and 589 sales of Zespri SunGold Kiwifruit. The activations also included giveaways of SunGold and Green Kiwifruit.



### France

France had a record sales season in 2021, doubling the volume of Organic SunGold Kiwifruit in market and achieving double-digit growth of Zespri SunGold Kiwifruit.

The French team has recently completed a winter activation using reusable Zespri branded cotton bags as a purchasing incentive, supported by public relations opportunities, digital advertising and the use of influencers.







# ZESPRI IN THE COMMUNITY

## High Hopes for Zespri AIMS Games

**It is hoped New Zealand's flagship sporting event for intermediate students, the Zespri AIMS Games can return to Tauranga after a two-year absence.**

Zespri is delighted to be the new naming rights partner of the Games, and to work alongside Western Bay Intermediate Schools, Sport Bay of Plenty and the Tauranga City Council to host competitors from 365 schools in the Bay of Plenty.

The 2022 Zespri AIMS Games will see 11,000 intermediate students from all over New Zealand compete in 23 different codes, and tournament director Vicki Semple said Zespri's partnership was a massive, timely boost.

"Following two years of heartbreak after postponing the Games, this is the best piece of news we could have possibly received and Zespri's support is going to make a tangible difference to the next generation of New Zealanders," says Ms Semple.

"With COVID-19, we've seen just how critical a sporting celebration like the Zespri AIMS Games is and how much our schools and communities treasure it.

"And while we're promoting the benefits of keeping active, camaraderie, fair play and enjoying success, it's heart-warming to marry that with a company like Zespri that exports health, vitality and goodness to the world."

Zespri's Director of External Relations Michael Fox says Zespri is proud to partner with the AIMS Games Trust because of the hugely positive impact the tournament has on our young people.



Intermediate-aged athletes are set to compete in the 2022 Zespri AIMS Games.

"Our purpose of helping communities and the environment thrive and our community investment partnerships are a key part of this.

"We're committed to growing happy and healthy communities and through Zespri AIMS Games we can encourage even more Kiwi kids to take part, keep active and learn healthy habits through sport.

"Given the tournament is in the heartland of kiwifruit, this is also a great chance for us to support our local



community, teach children the importance of eating well, and to showcase the quality kiwifruit grown in this region," says Mr Fox.

The 2022 Zespri AIMS Games are scheduled to run from 3-9 September at a range of venues across the Western Bay of Plenty.

*Please note we will provide further updates as they come to hand due to the change to Red within the COVID-19 Protection Framework.*

## Kiwi Conservation Efforts Prove Successful!



Ōtāneāwainuku Kiwi Trust bred kiwi.

**The Department of Conservation (DOC) announced some fantastic news for our iconic, furry kiwi birds recently, reclassifying the North Island Brown Kiwi to 'not threatened' from its previous 'at risk-declining' status. DOC now estimates there's around 25,000-30,000 North Island Brown Kiwi!**

This highlights the incredible work many conservation groups across New Zealand undertake, including the Ōtāneāwainuku Kiwi Trust who we are very proud to support.

Over the holiday break, we were delighted to learn the Zespri-named kiwi Koura and his partner Pistachio's egg was safely and successfully lifted and taken to Rainbow Springs in Rotorua for hatching and early age care.

## Wednesday Wellness with Women in Kiwifruit



**At the end of 2021, the Women in Kiwifruit group hosted an online event for members which focussed on wellness, health and wellbeing.**

Our aim was to bring our group together to focus on what we can do as a community to support wellbeing in what was a difficult year to connect due to COVID-19's ongoing disruption.

Facilitated by Zespri's Julie Fisher-Somervell, we heard from three inspiring speakers, including:

- Local growers Sjaan Fahey and Debbie Robins who discussed their journey with cancer and health.
- Trudi Ballantyne from Stem Rural who shared how her organisation is striving for better work life balance.

We also had the opportunity to celebrate some of the amazing mental health initiatives underway that support our wider community including GoodYarn who have been facilitating regular workshops across the industry.

The Women in Kiwifruit group is already underway planning some fantastic events for 2022 including International Women's Day on 8 March 2022. This event will be accessible online for those unable to attend in person. Join the Women in Kiwifruit Facebook group: <https://www.facebook.com/groups/160233947816342> for more information on International Women's Day as well as our upcoming events throughout 2022.

## Zespri Industry Governance Programme - Applications Open

**Do you have strong leadership skills or are you looking to pursue governance roles within the kiwifruit industry?**

Applications for the Zespri Industry Governance Development Programme close 5pm, Sunday 13 February.

The Zespri Industry Governance Development Programme is designed to enable leaders of

the kiwifruit industry to make the step into governance roles. The programme will introduce successful candidates to governance and leadership possibilities and allow them to build their capability as future leaders of the industry.

Head to <https://www.zespri.com/en-NZ/industry-governance> for more information and to download the information pamphlet and application form.





# ZESPRI IN THE COMMUNITY

## Zespri Scholarship Recipient Announced



Charles Russell.

We're delighted to announce Charles Russell as the recipient of this year's Kellogg Rural Leadership Programme scholarship. This highly respected programme teaches the skills and thinking needed to develop effective leadership and influence change within the Primary Industries.

Charles is currently Business Leader and Regional General Manager at Opal Limited, a company which provides innovative packaging and supply chain solutions to the kiwifruit industry and many other leading New Zealand businesses. Charles is looking forward to the development opportunities the scholarship will provide.

## Toi Kai Rawa Kiwifruit Internship



Kiwifruit interns joined Zespri staff to learn about our industry.

We're thrilled to be part of the inaugural Toi Kai Rawa kiwifruit industry internship and to share with rangatahi Māori the wide variety of career opportunities available at Zespri and in the wider kiwifruit industry once they complete their studies.

We were pleased to welcome the inaugural class of the Toi Kai Rawa kiwifruit interns to our Mount Maunganui office.

The internship is delivered in partnership with Toi Kai Rawa the Bay of Plenty Māori Economic Development Agency, Kiwi Leaders and the Ministry of Primary Industries with

the aim to provide exposure and experience to Māori university students in the kiwifruit industry.

All internship participants are in their final stages of study at either graduate or post graduate level and have a connection to the Bay of Plenty.

During their visit to Zespri in January, the participants learnt about the history of the kiwifruit industry and its future outlook, heard career stories from our people, and were introduced to Zespri's purpose and values and invited to reflect on their own.



## UPCOMING EVENTS

Following the recent change to the Red setting under the COVID-19 Protection Framework, please take note of our guidance for attending Zespri events at the Red setting on page 12 and on all Zespri events registration pages.



### INTERNATIONAL WOMEN'S DAY – SAVE THE DATE!

The Women in Kiwifruit Steering Group and Zespri will be holding an event on International Women's Day Tuesday 8 March. More information will be available on the Women in Kiwifruit Facebook page soon, and in next month's Kiwiflier. #breakthebias



### EXPORTNZ'S 50TH ANNIVERSARY

Register now to celebrate ExportNZ's 50th anniversary in the Bay of Plenty.

ExportNZ is celebrating 50 years strong in 2021 and is partnering with Zespri to celebrate this golden milestone. We'll gather our past award winners along with Aotearoa's most ambitious and emerging export leaders on Friday 18 February at Zespri International, Mt Maunganui. Make sure to register now and be a part of our celebration of this amazing community! More details can be found here: <https://www.exportnz.org.nz/training-and-events/bay-of-plenty-events/exportnz-50th-celebration-bay-of-plenty>

#### Event details:

Friday 25 March 2022 | 6.30pm – 9:00pm

Zespri International Ltd, 400 Maunganui Road Mt Maunganui



### FOOD SAFETY SYMPOSIUM – RE-SCHEDULED

The Food Safety Symposium has been rescheduled to Wednesday 30 November 2022. Further details will be released closer to the event.





## Updates from our Pre-harvest Team



# PRE-HARVEST WEBINAR IN FEBRUARY

The pre-harvest team are hosting an online event in February to cover what growers need to know ahead of the 2022 harvest. This will also provide growers with insight on the upcoming changes to the Zespri GAP Programme and Freshwater Farm Planning regulations.

#### This webinar will include:

1. Current issues regarding labour compliance.
2. Crop protection changes you need to know about.
3. Protection from residue issues this season.
4. The plan for the year ahead, GAP refresh work and changing regulations.

The date and details with the link to this webinar will be available on Canopy as well as circulated via email shortly. We strongly encourage all growers and orchard personnel working with (or on) orchards to join the event to ensure you're informed and prepared going into the 2022 harvest.

For any questions, please contact the pre-harvest team at [preharvest@zespri.com](mailto:preharvest@zespri.com).

## KARYN LOWRY RETIRES



Karyn Lowry retires after ten years at KVH.

A few days before the Christmas break, we said farewell to retiring Karyn Lowry, our Monitoring & Investigation Advisor, and long-time colleague and friend.

We wish Karyn all the best and a wonderful retirement filled with good health, relaxation, and fun.

The longest serving member of our team, Karyn joined KVH in January 2011 to assist with supervising sampling and monitoring teams in Te Puke during the initial Psa response.

Since then, she has worked in surveillance and compliance, organised various Psa monitoring programmes, and maintained auditing across pack-houses, kiwifruit processors, budwood suppliers and pollen mills. Notably, Karyn was heavily involved in the inception of the Kiwifruit Plant Certification Scheme (KPCS) in 2014.

Many readers will know Karyn well, and we're sure you will join us in thanking her for her immense contribution to KVH and the industry over the years.

Joining the KVH team is Kerry O'Neil, our new Monitoring & Compliance Advisor, and your new point of call.

## WHAT CAUSES SYMPTOMLESS PSA TO BECOME SYMPTOMATIC?



A recent Psa research project has helped our understanding of how and where Psa can survive in symptomless kiwifruit plants.

Inoculation of leaves and stems, of Hayward, Gold3, Hort16A, Green 11 and *A. arguta* showed that Psa could multiply within these plant tissues, but often without the plant expressing symptoms.

The bacterial load could also become as high as levels found in symptomatic plants, and the Psa was able to travel at least short distances internally. Differences in metabolites and genes in symptomless plants were found, with further work needed to understand the underlying pathways involved.

It was found that the physiological state of the plant and its rate of growth seemed to control symptom expression, with more actively growing plants more likely to express Psa symptoms.

Practically, results from this work point to the likelihood that late summer and autumn infections are most likely to result in Psa being present in plant tissues without the plant showing visible symptoms. It follows that late season application of control products are likely very valuable through this period despite no obvious symptoms being seen.

The full report and a shorter cover note summarising results are available on the KVH website at [www.kvh.org.nz](http://www.kvh.org.nz).

## NEW BMSB INFOGRAPHIC ABOUT LONG-TERM MANAGEMENT



KVH and Zespri have designed a forward-thinking tool for growers - a long-term management infographic guide for the Brown Marmorated Stink Bug (BMSB).

This newly developed infographic was showcased at the industry biosecurity day and encourages growers to cast their eye into a potential future where BMSB has arrived in New Zealand and all response efforts have failed to eradicate the bug.

We ask growers to consider what long-term management might look like on their orchards, how they could best prepare now

for a possible incursion of BMSB, and most importantly, how to best protect orchards as the valuable assets they are.

The graphic encompasses the predicted seasonal lifecycle of BMSB in New Zealand and the possible control and management options growers have at certain times of year.

We hope this new tool will help plant a seed-of-BMSB-preparedness early, before any potentially devastating impacts are seen on orchards here in New Zealand. Take a look for yourself at future on orchard management options for BMSB on the KVH website at [www.kvh.org.nz](http://www.kvh.org.nz) or contact the office on 0800 665 825 and we will post a printed copy to you.



## 2021/22 PROGRESS PAYMENTS FOR FEBRUARY AND MARCH

CLASS 1 - APPROVED PROGRESS PAYMENT 15 FEBRUARY 2022	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.26	\$0.25	\$0.35	\$0.30	\$0.20	\$0.20	\$0.05
Zespri Organic Green	\$0.47	\$0.60	\$0.60	\$0.55	\$0.45	\$0.45	\$0.25
Zespri Gold3	\$0.40	\$0.45	\$0.40	\$0.40	\$0.35	\$0.25	No supply
Zespri Organic Gold3	\$0.51	\$0.40	\$0.45	\$0.80	\$0.30	\$0.20	No supply
Zespri Green14	\$0.29	No payment	No payment	\$0.40	\$0.30	\$0.30	\$0.20

CLASS 1 - INDICATIVE PROGRESS PAYMENT 15 MARCH 2022	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10
Zespri Organic Green	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10
Zespri Gold3	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	No supply
Zespri Organic Gold3	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	No supply
Zespri Green14	\$0.10	\$0.10	No payment	\$0.10	\$0.10	\$0.10	\$0.10

- Progress payments for Class 1 are paid on submitted trays and reversed for onshore fruit loss.
- Net Submit trays = gross submitted trays less onshore fruit loss trays.
- The reinstatement of the Taste Zespri programme, and the increase of Submit rates for all Class 1 pools excluding Zespri Green14 and Zespri Green size 42, has resulted in the payment of lower Progress rates compared with the prior season.

CLASS 2 - APPROVED PROGRESS PAYMENT 15 FEBRUARY 2022	AVERAGE ON NET SUBMIT	16/18/22	27	30	33	36	39	42
Class 2 Green <sup>1</sup>	\$1.79	\$2.00	\$1.95	\$1.60	\$1.45	\$1.90	\$1.90	\$1.65
Class 2 Organic Green	\$1.68	\$1.80	\$1.80	\$1.85	\$1.60	\$1.70	\$1.30	\$1.05
Class 2 Gold3	\$0.37	\$0.70	\$0.35	\$0.10	\$0.05	\$0.55	\$0.65	No supply
Class 2 Organic Gold3	\$2.58	\$2.60	\$2.80	\$2.65	\$1.20	\$3.05	\$3.35	No supply

- Weighted average of three programs.

NON-STANDARD SUPPLY - APPROVED PROGRESS PAYMENT 15 FEBRUARY 2022	42	46
Zespri Gold3	No supply	
Zespri Organic Gold3	\$1.00	

- Progress payments for Class 2 and Non Standard Supply fruit are paid on loaded out trays.
- 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.

### February 2022 approved progress payments on Net Submit trays

Approved per tray progress payments for 15 February 2022:

Class 1	
Zespri Green	\$0.26
Zespri Organic Green	\$0.47
Zespri Gold3	\$0.40
Zespri Organic Gold3	\$0.51
Zespri Green14	\$0.29

### March 2022 indicative progress payments on Net Submit trays

Indicative per tray progress payments for 15 March 2022:

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

## SHARE BRIEFS

As at **20 January 2022** the last Zespri share price trade was **\$8.85** traded on **29 December 2021**. There were three buyers at **\$8.80, \$8.75** and **\$8.70**. There were 15 sellers at **\$8.90, \$8.95, \$9.05, \$9.10, \$9.14, \$9.35, \$9.50, \$9.55, \$9.60, \$10.10, \$10.15** and **\$11.00**.

To trade Zespri shares please contact one of the registered USX brokers – See <https://canopy.zespri.com/EN/grow/zespri/Shares> for more information.

For all other general shareholder enquiries, please contact Zespri Grower Support Services on 0800 155 355.

NOTE: On a monthly basis, we will now be reporting on the number of shares becoming dry for the following month and those excess shares requiring to be sold for the following month.

As per Clause 22 of the Constitution, shareholders who no longer supply fruit to Zespri (Dry Shareholders) will cease to receive dividend payments three years after becoming dry. For the month of February there is a total of 256,460 dry shares as of 20 January 2022 that will cease to be eligible for dividends.

Clause 21.4 of the constitution requires shareholders who are over their share cap (overshared) to sell their excess shares three years

after the date they exceeded their share cap. For the month of February there is no excess shares that are required to be sold as of 20 January 2022.

The graph below shows the price per share that has been traded with USX and the corresponding number of shares for each trade.

### Want to see current buyers and sellers?

To get a list of the price for current buyers and sellers and the associated shares go to <http://www.usx.co.nz>. The Zespri Group Limited listing code is 'ZGL'. The USX website shows:

- Latest prices
- Market depth – to see the parcels of shares for sale and the parcels and price that buyers are seeking
- Last 10 trades
- Market announcements

Follow us on reap for our mobile IR experience

Go to [www.reapapp.io](http://www.reapapp.io) to download the app.

Below is the current Market Depth information as at 20 January 2022.

Quote Line at Thursday 20 January as at 8:50am						
Code	Bid (\$)	Offer (\$)	Last (\$)	High (\$)	Low (\$)	Volume
ZGL	8.80	8.90	8.85	0.00	0.00	0

Market Depth					
BIDS			OFFERS		
Orders	Quantity	Price (\$)	Price (\$)	Quantity	Orders
1	2,000	8.800	8.900	10,000	1
1	2,000	8.750	8.950	13,000	1
1	5,000	8.700	9.050	5,000	1
			9.050	10,000	1
			9.100	10,000	1
			9.140	2,000	1
			9.350	30,000	1
			9.500	10,000	1
			9.500	138,869	1
			9.550	20,000	1
			9.600	27,705	1
			10.100	2,000	1
			10.150	2,000	1
			11.000	15,000	1
			11.000	15,000	1

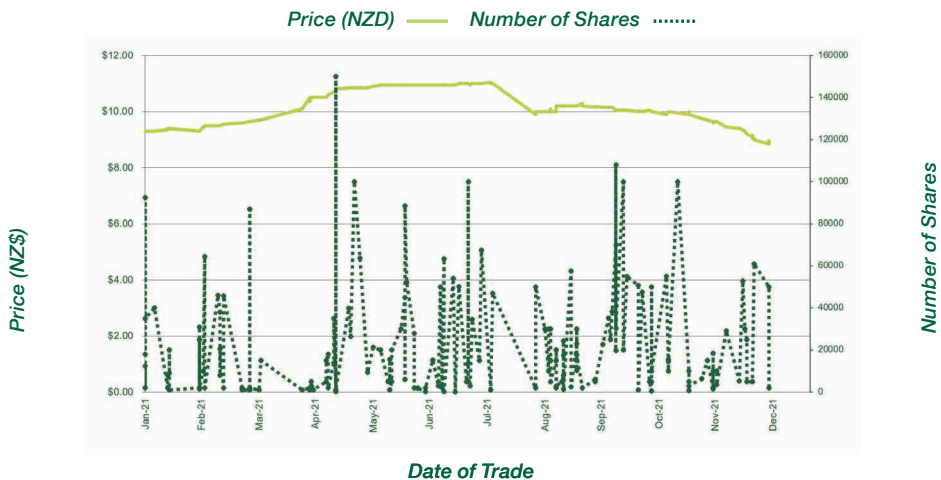
Last 10 Trades			
Date/Time	Quantity	Price (\$)	Value (\$)
29/12/2021	50,000	\$8.85	442,500.000
29/12/2021	2,000	\$8.95	17,900.000
21/12/2021	61,000	\$9.00	549,000.000
20/12/2021	5,000	\$9.10	45,500.000
20/12/2021	5,000	\$9.05	45,250.000
20/12/2021	5,000	\$9.15	45,750.000
17/12/2021	25,000	\$9.20	230,000.000
17/12/2021	5,000	\$9.20	46,000.000
16/12/2021	30,000	\$9.30	279,000.000
15/12/2021	52,735	\$9.35	493,072.250

### Director share trading

For the month of January (as at 20 January), there were 50,000 shares traded by entities associated with Zespri Directors. See the Canopy for details: Canopy > Growing Zespri Kiwifruit > Working with Zespri > Shares. Alternatively search for 'Director Shares' using the search function.

Please note that at any time that content for 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 20 JANUARY 2021 TO 20 JANUARY 2022





# CLASS 1 FRUIT AND SERVICE PAYMENTS AND TIMINGS

(INCLUDING LOYALTY PREMIUM)

The following charts show when Fruit and Service Payments (including Loyalty) are made throughout the season (to two decimal points).

Actual payments made YTD are above the dotted line with the average amount paid.

Payments yet to be made are indicated below the dotted line.

- Submit is paid in the early months when fruit is submitted into inventory.
- Pack and Time, KiwiStart and Taste Zespri are paid on FOBS, i.e., when fruit is shipped. Some of the Supplier Accountability payments are subject to SLA terms.
- Progress will be paid in the remaining months at levels subject to Zespri Management approval.
- Average payments per TE are based on the 2021/22 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.

ZESPRI GOLD3 JANUARY								
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-21	\$3.30	\$0.09					\$3.39	21%
May-21		\$0.10	\$0.00				\$3.49	22%
Jun-21		\$0.13					\$3.62	23%
Jul-21		\$0.08	\$0.00	\$1.16	\$1.50		\$6.35	40%
Aug-21		\$0.13	\$0.47	\$1.50	\$0.05		\$8.50	53%
Sep-21		\$0.38		\$1.38	\$0.04		\$10.30	64%
Oct-21		\$0.28	\$0.42	\$0.33	\$0.79		\$12.11	76%
Nov-21		\$0.33	\$0.00	\$1.38	\$0.23		\$14.06	88%
Dec-21		\$0.10		\$0.05	\$0.70		\$14.90	93%
Jan-22						\$0.10	\$15.00	94%
Feb-22				•	\$0.40		•	•
Mar-22					\$0.10		•	98%
Apr-22					•		•	•
May-22							•	•
Jun-22					•	\$0.15	•	100%
Paid YTD	\$3.30	\$1.61	\$0.89	\$5.79	\$3.30	\$0.10	\$15.00	
Balance to pay	\$0.00	\$0.00	\$0.07	\$0.01	\$0.74	\$0.15	\$0.97	

Total fruit and service payments - 2021/22 Forecast \$15.98

ZESPRI ORGANIC GOLD3 JANUARY								
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-21	\$3.30	\$0.04					\$3.34	20%
May-21		\$0.10					\$3.44	21%
Jun-21		\$0.10					\$3.54	21%
Jul-21		\$0.10		\$1.54	\$0.39		\$5.57	34%
Aug-21		\$0.28	\$0.33	\$2.33	\$0.02		\$8.53	51%
Sep-21		\$0.40		\$1.70	\$0.36		\$10.99	66%
Oct-21		\$0.22	\$0.29	\$0.36	\$1.02		\$12.88	78%
Nov-21		\$0.09		\$1.59	\$0.28		\$14.84	89%
Dec-21		\$0.01		\$0.00	\$0.62		\$15.47	93%
Jan-22						\$0.10	\$15.57	94%
Feb-22					\$0.51		•	•
Mar-22					\$0.10		•	98%
Apr-22					•		•	•
May-22							•	•
Jun-22					•	\$0.15	•	100%
Paid YTD	\$3.30	\$1.34	\$0.63	\$7.51	\$2.69	\$0.10	\$15.57	
Balance to pay	\$0.00	\$0.00	\$0.02	\$0.01	\$0.83	\$0.15	\$1.01	

Total fruit and service payments - 2021/22 Forecast \$16.57

ZESPRI GREEN JANUARY								
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-21	\$2.44	\$0.01					\$2.45	24%
May-21		\$0.06					\$2.51	25%
Jun-21		\$0.05					\$2.56	25%
Jul-21		\$0.05		\$0.43	\$0.87		\$3.91	39%
Aug-21		\$0.11	\$0.27	\$0.70	\$0.05		\$5.04	50%
Sep-21		\$0.21		\$0.69	\$0.05		\$5.98	59%
Oct-21		\$0.27	\$0.23	\$0.36	\$0.14		\$6.99	69%
Nov-21		\$0.39	\$0.00	\$0.87	\$0.27		\$8.52	84%
Dec-21		\$0.34		\$0.11	\$0.09		\$9.07	90%
Jan-22						\$0.10	\$9.17	91%
Feb-22					\$0.26		•	•
Mar-22					\$0.10		•	96%
Apr-22					•		•	•
May-22							•	•
Jun-22					•	\$0.20	•	100%
Paid YTD	\$2.44	\$1.49	\$0.50	\$3.16	\$1.47	\$0.10	\$9.17	
Balance to pay	\$0.00	\$0.06	\$0.10	\$0.01	\$0.63	\$0.15	\$0.95	

Total fruit and service payments - 2021/22 Forecast \$10.11

ZESPRI ORGANIC GREEN JANUARY								
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-21	\$2.45						\$2.45	19%
May-21		\$0.04					\$2.49	20%
Jun-21		\$0.01					\$2.50	20%
Jul-21		\$0.04		\$0.65	\$1.87		\$5.06	40%
Aug-21		\$0.09	\$0.42	\$1.04	\$0.05		\$6.65	52%
Sep-21		\$0.17		\$1.17	\$0.05		\$8.04	63%
Oct-21		\$0.19	\$0.43	\$0.42	\$0.32		\$9.40	74%
Nov-21		\$0.26		\$1.19	\$0.12		\$10.97	87%
Dec-21		\$0.15		\$0.10	\$0.30		\$11.52	91%
Jan-22						\$0.10	\$11.62	92%
Feb-22					\$0.47		•	•
Mar-22					\$0.10		•	96%
Apr-22					•		•	•
May-22							•	•
Jun-22					•	\$0.15	•	100%
Paid YTD	\$2.45	\$0.95	\$0.85	\$4.58	\$2.70	\$0.10	\$11.62	
Balance to pay	\$0.00	\$0.03	\$0.01	\$0.01	\$0.87	\$0.15	\$1.06	

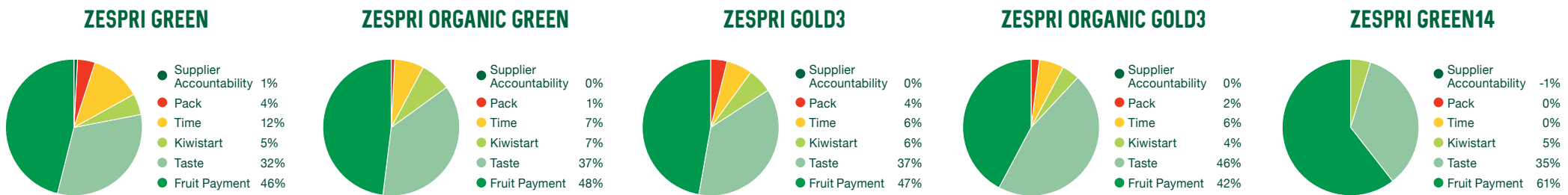
Total fruit and service payments - 2021/22 Forecast \$12.68

ZESPRI GREEN14 JANUARY								
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-21	\$2.80						\$2.80	25%
May-21							\$2.80	25%
Jun-21							\$2.80	25%
Jul-21				\$1.26	\$1.63		\$5.69	51%
Aug-21			-\$0.12	\$1.28	\$0.05		\$6.89	61%
Sep-21				\$0.51	\$0.74		\$8.14	73%
Oct-21			\$0.29		\$0.05		\$8.48	76%
Nov-21				\$0.76	\$0.55		\$9.79	87%
Dec-21			\$0.00	\$0.00	\$0.26		\$10.05	90%
Jan-22						\$0.10	\$10.15	90%
Feb-22					\$0.29		•	•
Mar-22					\$0.10		•	97%
Apr-22					•		•	•
May-22							•	•
Jun-22					•	\$0.15	•	100%
Paid YTD	\$2.80	\$0.00	\$0.16	\$3.81	\$3.27	\$0.10	\$10.15	
Balance to pay	\$0.00	\$0.00	\$0.35	\$0.00	\$0.58	\$0.15	\$1.08	

Total fruit and service payments - 2021/22 Forecast \$11.23

Note 1: The submit and progress payments detailed in the tables are based on net submit trays. Amounts above are not rounded to two decimal places, therefore rounding differences may apply.  
Note 2: Rates per TE of \$0.00 have values of less than \$0.005.

## 2021/22 SEASON GROWER PAYMENT PORTIONS – TOTAL FRUIT AND SERVICE PAYMENTS 2021/22 AUGUST FORECAST



Does not include loyalty.





## KEY FOCUS: FEBRUARY GLOBAL EXTENSION TEAM

Monitoring

Girdling

Crop  
ProtectionRed19  
establishment

# THE MONTH AHEAD: FEBRUARY

## MONITORING

- Monitoring samples will begin soon and will provide an indication of how fresh weight and dry matter accumulation compare to previous seasons.
- Monitoring is a critical part of making the harvest decision, and these early samples will give a good indication of how much of the season's potential you've captured.
- To check how you are going, view the updated multipliers on Canopy, they can be used to estimate final fruit size and as a thinning guide.
- Visit Canopy > Growing Kiwifruit > Orchard Management > Taste & Dry Matter > Taste & Dry Matter Tools & Multipliers.

## PRE-HARVEST ORCHARD MANAGEMENT

There are many tasks to tick off pre-harvest and getting them done soon will make orchard life a bit less stressful in the coming weeks. The 'Harvest Checklist Need to Know' explains everything you need to be thinking about before you harvest. You can find it on Canopy > Zespri & The Kiwifruit Industry > Publications > Need to Knows.

## GIRDLING



Example of good girdling.

If you are planning a second trunk girdle for dry matter, locate and clearly mark any vines where previous girdles have not healed. These vines should not be re-girdled, and any vines that look stressed, for example, leaves wilting, small fruit or Psa should also be marked and not re-girdled.

## CANOPY MANAGEMENT



Avoid shaded areas in the canopy. Target new growth with summer pruning.

- Another round of male pruning is a good idea before a final round closer to winter.
- Target any new growth for removal – rip or button cut – and consider tying down early-grown, terminated canes to anchor the leader so it doesn't roll over after pruning.
- Remember that the cane you want to crop on next year loses flowering potential if it's shaded.
- Canopy growth is likely to be slowing down, but for both Hayward and Gold3, it's important that the canopy remains open right through until harvest.
- Target the heaviest areas (easiest to spot by darker shadows on the ground) for some canopy work – cutting even a few tangled canes can make a big difference to how much light can penetrate.

## CROP PROTECTION

- Keep your Spray Diary up-to-date – it will save you stress later.
- To check that everything is okay in Spray Diary, run a test audit. Don't leave it until you're about to harvest! Pest monitoring will be underway, and these results should be uploaded into your Spray Diary by your Pest Monitoring Centre. The four pests being monitored are:
  - Scale
  - Leafroller
  - Mealybug
  - Wheat bug habitat
- Second-generation scale crawlers are on the move, so it's a good idea to monitor and control if your monitoring results are over the KiwiGreen threshold of four percent.
- An application of oil at 1 percent in the second and third weeks of February for Gold3 and February and March for Hayward are options for summer scale control.

- Removal of host weeds for wheat bugs in the orchard's loading zones must be done before harvest.
- If you plan to use a herbicide to remove these weeds, this must be applied at least 20 days before harvest and recorded in Spray Diary.
- The KiwiGreen page on Canopy > Growing Kiwifruit > Pre Harvest Assurance > KiwiGreen answers some of the key questions around the monitoring requirements.

## RED19 ESTABLISHMENT

- Irrigation systems are designed to irrigate mature vines with large root systems. Young vines will require more frequent irrigation so consider where the water is applied.
- Application of water to young vines needs to target the small root ball. The vine will not pick up irrigation water applied outside the root ball and may require initial hand watering or modification to the irrigation system for the first 1-2 years of plant establishment.

## FIRST RED19 CROPS

Red19 matures in late February to early March, and needs to be picked at the right time as it won't store on the vine.

- To help track fresh weight and dry matter, the fresh weight and dry matter multiplier spreadsheet can be viewed on Canopy, Canopy > Growing Kiwifruit > Orchard Management > Taste & Dry Matter > Taste & Dry Matter Tools & Multipliers.
- The Red19 Maturity Clearance Criteria are available on Canopy in the 2022 Harvest, Grower Information Pack, Canopy > Growing Kiwifruit > Maturity & Harvest > Preparing for Harvest.
- Thin fruit with blemishes and poor shape were the top two reasons for fruit rejection in last season's pre-commercial trial. Russet on Red19 is considered a blemish. Check the Zespri Grade Standard 2022 on Canopy for more details, Canopy > Zespri & The Kiwifruit Industry > Publications > Manuals > Quality Manual. Note, click on the tab for 'Quality Draft for Next Season and scroll down to Grade Standards Draft 2022.
- Be ready to cool fruit as quickly as possible after harvest. Consider harvesting at cooler times of day, keep bins in the shade and get them to a cool store within three hours if possible.
- Red19 data starts 100 days after full bloom (DAFB).

## EVAPOTRANSPIRATION [ET] NOW ONLINE

Matching irrigation water use to vine needs can help you to achieve orchard production targets without waste and demonstrate efficient water use.

Water stress affects fruit size, and vine water needs to increase with canopy area and evapotranspiration (ET) rate. ET is a measure of water lost from the orchard system that is based on solar radiation, wind, humidity and other weather factors.

1 mm of ET is equivalent to 1 mm of rainfall or irrigation water. Real-time ET data from weather stations at the 11 Zespri Smart Monitoring orchard sites in Bay of Plenty, Gisborne and Hawkes Bay is now online at Harvest.com.

Visit the Water Management page on Canopy for the site details, data links, and guidelines for using ET to inform irrigation decisions (Canopy > Growing Kiwifruit > Orchard Management > Nutrition, Soil & Water > Water Management).



## GET "LOOKING TO LOWER NITROGEN" FIELD DAY

Monday 21 February, 1-3pm  
Matrix May orchard, Te Puke.

Efficient nitrogen use can help to optimise production, reduce labour needs and pruning costs, and minimise environmental and market risks. Carefully considering how much fertiliser, and what type is applied when, is a key way to help protect the health of local waterways, reduce carbon emissions, and meet customer, community, and government expectations.

Join the Global Extension Team at Matrix May orchard in Te Puke to hear fellow growers and researchers share insights into implementing a lower nitrogen approach to growing.

We will hear why growers started down this road, how things are looking and how they built the confidence to make this change.

Researcher Marya Hashmatt will share some high-level insights into foliar fertilisers research,

and we will provide brief updates on some of Zespri's other nitrogen-related research and trials.

If you are interested in hearing other growers' experiences and exploring lower nitrogen on your orchard, please come along!

You must register to attend this event, please confirm your attendance here: <https://zesprievents.eventsair.com/low-nitrogen-field-day/registration/Site/Register>.

**Following the recent change to the Red setting under the COVID-19 Protection Framework, please take note of our guidance for attending Zespri events at the Red setting on page 12 and on all Zespri events registration pages. Events registration pages.**



# LOOKING FOR GROWER TRIALISTS – SUNGOLD KIWIFRUIT CARBON ZERO TRIAL PROJECT

Zespri is seeking expressions of interest from growers and post-harvest for a SunGold Kiwifruit Carbon-Zero trial that will start June 2022 and run for two full seasons.

Carbon emissions are becoming increasingly important to some customers and consumers, especially in Europe, and research shows consumers who care about carbon are growing faster than any other market segment. This trial will measure and reduce emissions across the supply chain combined with carbon offsetting to develop a carbon-zero SunGold product that will be tested in-market.

For growers and post-harvest, the first season will focus on recording on-orchard and supply chain activities which emit carbon, for example, fertiliser use, electricity and refrigeration, to understand the baseline emissions on individual orchards and within the supply chain.

The second season is about reducing those emissions and exploring opportunities to sequester carbon. Some participating growers and post-harvest operators will supply a zero-carbon product to a major market trial in the 2024 sales season.

Zespri has sent an Expression of Interest to suppliers and those interested will be invited to take part in the RFP process in February.

The trial will not be limited to growers aligned to the participating suppliers. Growers not aligned to the trial suppliers will be able to participate in the orchard phase of the trial and all interested growers should apply.

We are looking for growers and facilities who are excited about working with others who want to be part of a climate-resilient, sustainable future and develop the low-carbon answers the market is asking for. Growers will be selected based on orchard location, block size, orchard crop diversity and variety.

Expressions of interest forms for growers will be available on Canopy from 1 February along with more details on the project.

Please note this is different to the pre-commercial trial expression of interest process for new cultivars which will be available on Canopy from 1 April.

# KBC APPOINTS DR ROGER HELLENS AS CHIEF TECHNOLOGY OFFICER

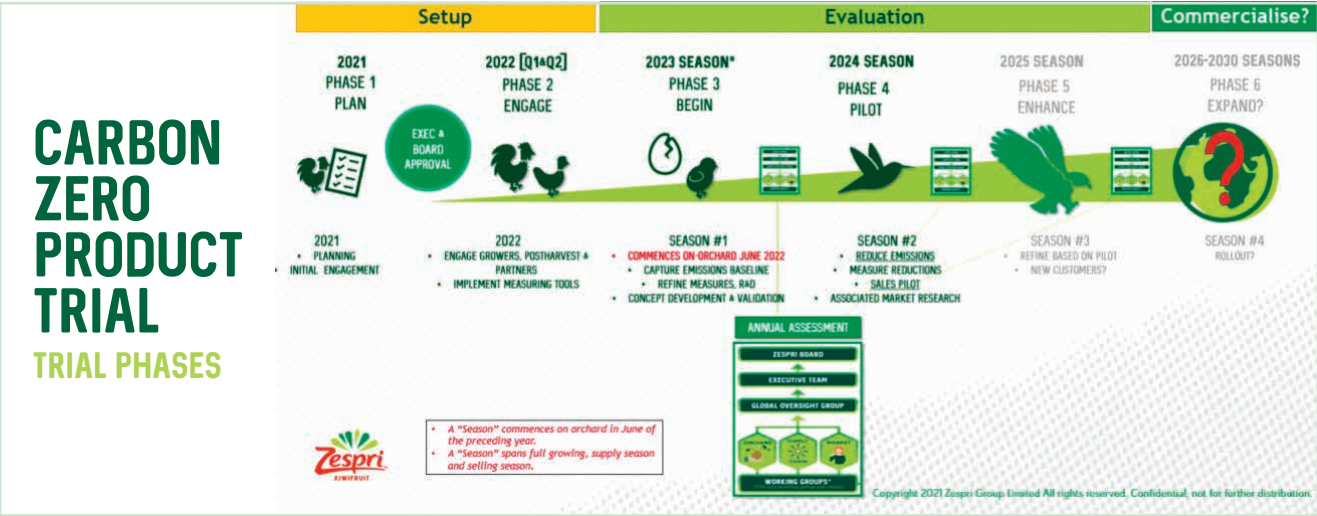
The Kiwifruit Breeding Centre has appointed Dr Roger Hellems as the inaugural Chief Technology Officer following an extensive recruitment search. The Centre's CEO Dr Matt Glenn is pleased to welcome Dr Hellems to the Te Puke-based team and to have attracted such an experienced candidate to the role.

"The Chief Technology Officer role is a strategic, externally-focused role, exploring commercially available technologies and germplasm to bring into the Centre and support us to deliver 'better cultivars quicker'. The role will be an integral part of the Senior Leadership Team focusing on external relationships with universities, research centres and industry, both domestically and internationally, and will lead the strategic direction of the science at KBC," says Dr Glenn.

Dr Hellems previously worked at Plant & Food Research in senior roles including leading genomics research and the kiwifruit breeding programme.



Dr Roger Hellems.



# ZESPRI GLOBAL SUPPLY UPDATE

The Northern Hemisphere harvest of Zespri SunGold Kiwifruit took place between weeks 38 and 45 and is now finished across our four commercial growing locations. The harvest went well and volumes are on track to meet pre-season expectations. This harvest will provide the largest volume of Northern Hemisphere SunGold Kiwifruit to date.

As New Zealand-grown kiwifruit sales were completed in various markets, sales of ZGS kiwifruit commenced to extend the life of shelf space for the Zespri brand. All ZGS SunGold Kiwifruit has now been shipped from packhouses in France and Japan with 10 percent remaining in Korea and 12 percent in Italy.

The goal of ZGS is to grow production and provide Zespri Kiwifruit to customers when New Zealand-grown kiwifruit is not available, holding shelf space and consumer attention 12 months of the year. While volumes of ZGS continue to grow year on year, there is currently not enough kiwifruit available to continue supplying customers through to the start of the New Zealand fruit supply in March.

Fruit sales are expected to conclude as per the table below. Note that volumes in the latter weeks will be significantly reduced.

SALES COUNTRY	ZGS SUNGOLD KIWIFRUIT ESTIMATED FINAL SALES WEEK
Japan	Week 1 – 9 January
Korea	Week 6 – 13 February
EU	Week 8 – 27 February
China	Week 8 – 27 February
USA	Week 7 – 20 February



ZGS kiwifruit in market in Italy.

The ZGS Hayward programme has also commenced and kiwifruit from Italy and Greece that meets Zespri's standards is being procured and sold under the Zespri brand. Sales of Hayward will continue in some markets such as Europe, Taiwan and Singapore throughout the season until New Zealand kiwifruit re-enters the market.

A full report on the ZGS 2021 season will be available once sales conclude on Canopy.

SunGold Kiwifruit ZGS 2021 Harvest and Sales by Week (to week 51)





# BAYGOLD SOWING SEEDS OF WELLBEING



Paul Fawcett and the Baygold team.

**Focussing on the core values of kindness and care is an integral part of large-scale kiwifruit operation Baygold's wellbeing culture.**

Baygold general manager of engagement and culture Paul Fawcett says it's about ensuring workers are being cared for in a way that's appropriate to their work and life.

"If you are doing right by people, they will do right by you," he says.

Baygold, which is based in the Bay of Plenty, has around 90 permanent staff and 70 (RSE) recognised seasonal employees.

One of the many things Baygold does to help look after its workers is offer health and life insurance, as well as mandatory medical checks for machine operators and voluntary ones for everybody else. Bi-annual skin checks are also offered for employees who work outdoors.

"The physical checks are carried out on site so it's easy for workers," says Paul.

It's not just physical health checks that are important – mental health is top of mind, as well.

"We have Vitae's EAP (Employee Assistance Programme) service available on-site for workers to access if they need to talk about anything.

"We also have one of our team members in the construction team who runs weekly get togethers for the guys to talk about mental health and wellbeing," he says.

"At the heart, it's about understanding that we can say we care, but we have to show we care by actually doing things for the team."

New Zealand's closed borders due to the COVID-19 pandemic has resulted in seasonal labour shortages in the horticulture industry. Baygold currently has 70 RSE workers helping fill the gaps and looking after their wellbeing is important.

"We provide evening meals to make sure they are eating well. This helps their productivity and energy levels, and we also have on-site dental checks and nutrition programmes."

He says one of the key challenges at the moment is avoiding fatigue.

"Because of staffing issues, it's important to keep on top of people's hours to make sure they aren't doing too many and getting burnt out.

"If people work more than 60 hours a week, they can't function so that's the maximum we encourage people to not go over."

Paul says it's important to be able to adapt in challenging and constantly changing situations.

"We've learnt how to adapt into alert level settings, and we understand what we need to do to operate, whatever situation arises."

"We've been through Psa and it crippled the industry and took its toll, but you have to endure and work through challenges. The industry is extremely collaborative and working together is key."

"We don't get everything right, but it's an intentional journey to improve workplace wellbeing. You have to keep trying and keep moving forward."

**Farmstrong is an award-winning rural wellbeing programme that helps farmers and growers live well to farm well. To find out what works for you and 'lock it in,' check out our farmer-to-farmer videos, stories and tips on [www.farmstrong.co.nz](http://www.farmstrong.co.nz).**

# BOXING CLEVER WITH A NEW OUTLOOK ON LIFE AFTER STRESS DELIVERED A KNOCK-OUT BLOW



**Stress can strike when we least expect it. Earlier in his career, Apata's managing director Stu Weston had a wakeup call after his work/life balance got seriously out of kilter.**

When he blacked out at work the then 31-year-old had no idea it would be the beginning of a journey that would change his life in so many ways.

Now more than 20 years on from that day, Stu recalls it was his baby daughter's image that came into his mind's eye when his world dissolved as he fell to the ground. "I just collapsed and as I went down it occurred to me that I could very well be having a stroke and might not make it out. As I hit the deck, my only thought was 'I'm not going to see my little girl grow up'," he says.

A medical examination revealed an unexpected diagnosis. "It was actually the culmination of tremendous amount of stress being borne for a very long time," says Stu.

Punishingly long working days, putting in 80-100 hours a week as a general manager and being at the beck and call of everyone around him, had finally taken a heavy toll, mentally and physically. The body had had enough, he recalls.

"It was fast-paced, lots of stress, lots of problems to deal with all the time, high functioning and very stimulating. You just get caught up in the drama and rather than think 'actually some of the stuff might not be as important as I think,' you just keep going."

"They say, if you want something done, give it to a busy person. If you want to kill a busy person, just keep giving them things to do."



Stu Weston, Apata.

The doctor he saw after his collapse packed Stu off to see a counsellor. The reality gradually sank in that big change was needed to rid himself of the unhealthy patterns that had become the norm. Over the weeks that followed, Stu had to learn new techniques and coping mechanisms, which permeated to all areas of his life.

The counsellor got him to challenge falsely held beliefs and thought processes about work. "He said 'some of the stuff that you're doing is really unhealthy and deep down, I'm hearing you say that you just want everybody to believe that you are the hardest working, smartest cat on the block.' And when he said it out loud it was kind of like 'man that sounds so silly!'"

New Zealand Kiwifruit Growers Inc (NZKGI) caught up with Stu to record an interview for its popular podcast series, where he shares some useful tips to ensure work doesn't define who we are, plus he also gives suggestions on how to deal with life's stressors.

The podcast contributes to NZKGI's work in the pastoral care space to arm growers with skills to better manage stress as harvest approaches. Whether it's COVID-19 concerns, labour woes, the spectre of Psa or other trigger points in life, Stu says a healthy mindset is a key to getting by.

The link to the podcast with Stu can be found on the homepage of the NZKGI website [www.NZKGI.org.nz](http://www.NZKGI.org.nz).





## HAPPY NEW YEAR FROM THE ZESPRI GROWER LIAISON TEAM

We hope you have had a chance to recharge and spend some quality time with family and friends.

The Grower Liaison Team are here to help growers with any queries you might have, from financial to on orchard queries and compliance, or to simply chat under the vines, if you would like to meet your local Grower Liaison Manager then call the Zespri Grower Support line on 0800 155 355 to be put through to one of our team.

## Q&A FROM THE FIELD

### KEY CONTACTS:

**Industry Stakeholder Manager:**  
Tom MacMorran 027 511 2005  
**Grower Engagement Manager:**  
Sue Groenewald 027 493 1987

**Grower Liaison Managers:**  
Sylvia Warren 022 101 8550  
Brad Rininui 021 757 843  
Richard Jones 027 255 6497

**Organic Supply Specialist:**  
Teresa Whitehead 027 257 7135

### How soon after grafting a licenced variety will Zespri's GPS provider map my orchard?

Maps are completed for new allocations within the next mapping season - which runs from 1 September to 31 August of the following year. Our mapping providers map year-round and generally allocate mapping dates based on location. Any queries regarding your map please call the Grower Support Centre on 0800 155 355 and be put through to the Licence Team.

### What do I need to do in preparation for the 2022 harvest?

Each year you will be asked to login to the Maturity Clearance System (MCS) to check that your contact information is accurate, as well as verify your site requirements and upload/verify your hazards, this will help ensure on orchard safety. If you have any questions, please reach out to the support team on maturity.support@zespri.com or phone 0800 874 515

### Are 39's Non-Standard Supply this year?

SunGold Kiwifruit size 39's are non-standard supply in 2022 and won't have fruit incentives so expect there to be less overall value in smaller sized fruit. Weight band changes will see the larger 39's moving up to 36's to minimise the overall size 39 volume.

### What type of samples could be requested on my orchard for 2022?

- Pre-season residues approximately 1000 KPINs samples, taking place between 17 - 28 January.
- Post-harvest residues - needed to complete the clearance to pick process.
- Maturity clearance.
- Week 7 monitoring - 1000 samples across all regions. These samples will help to track the DM progress for the season.
- Audit samples - used to help audit and track the amount of noise due to on orchard fruit variability, as well as provide an audit programme for our samplers and laboratories.
- Smart monitoring - you will need to be part of the smart monitoring programme to receive these types of samples.

### I am looking at selling my orchard and the real estate agent is asking for copies of my licence and production details, how can I get this information?

The Zespri Grower Support Centre can help you to find this information on the grower portal. If you require help accessing any information, please reach out on 0800 155 355 or if you are requesting a copy of your licences then please email new.cultivars@zespri.com. All information given out must have the approval of the current owner.

## GROWER CONTRACTS – SCHEDULE 5

**Schedule 5 of the 2022 Supply Agreement will be posted out to growers mid-February.**

This form must be signed by both the grower and the chosen registered supplier, with the supplier traditionally then returning the contract to Zespri to be processed.

On receiving the completed Schedule 5 form, a grower number is issued by Zespri. This is required prior to gaining clearance to pick your fruit.

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

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

## ZESPRI EVENTS PROTOCOLS

Unite  
against  
COVID-19

Zespri is committed to following the government's COVID-19 Protection Framework (traffic light system) guidance to ensure everyone's health and safety across all Zespri events.

### When you attend a Zespri event, you can expect:



Registrations will be limited so we can safely distance attendees. You must be registered to attend the event.



Zespri staff will be wearing face coverings in accordance with government guidelines.



Food and beverage will be provided as single serve items.



Where possible, an online, hybrid or on-demand option will be available for events.

### We ask that you support our safety measures by adhering to the following:



Pre-register for the event. No registration, no entry, due to restrictions on numbers.



Wash your hands or sanitise regularly.



Scan in using the NZ COVID Tracer App when you arrive.



Maintain a physical distance of at least 1 metre from others.



Wear a face covering when requested.



Stay home if you are unwell or awaiting COVID test results.

During traffic light levels Red and Orange, Zespri will require a valid My Vaccine Pass from attendees for in-person events. Please take note of these government requirements when registering.

If you have any queries on this, please contact [tours.events@zespri.com](mailto:tours.events@zespri.com)

FEB  
2022

## ZESPRI FISHING TOURNAMENT

The Zespri Industry Liaison team invites all growers and industry partners to register now for the 2022 Zespri Fishing Tournament from 10-12 February.

This event will be run via a brand new app which will allow for anglers nationwide to participate. Please register your interest by following this link: <https://www.tangler.co.nz/checkout/5>

Further information will be provided to those who register. For any further questions, please contact your Grower Liaison Manager or Grower Services Coordinator, Stacey Baldock on 027 526 8913 or [stacey.baldock@zespri.com](mailto:stacey.baldock@zespri.com).

**Following the recent change to the Red setting under the COVID-19 Protection Framework, please take note of our guidance for attending Zespri events at the Red setting on page 12 and on all Zespri events registration pages.**

## 2022 EXPRESSION OF INTEREST FOR REGISTERED SUPPLIERS

Zespri is now seeking Expressions of Interest from parties who wish to be contracted Registered Suppliers with Zespri for the supply of kiwifruit and/or services in respect of kiwifruit to be supplied by grower numbers, for the 2022 season.

Registered Suppliers will be party to the annual Supply Agreement with Zespri. Expressions of Interest are to be advised in writing no later than **COB Tuesday 8 March 2022** to Susan King at Zespri International Ltd.



[susan.king@zespri.com](mailto:susan.king@zespri.com)



P.O. Box 4043, Mount Maunganui, 3149

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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](http://www.zespri.com) [canopy.zespri.com](mailto:canopy.zespri.com) EMAIL: [contact.canopy@zespri.com](mailto:contact.canopy@zespri.com)

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