



P4: ZESPRI IN
THE COMMUNITY



P5: FROM THE
MARKETS



P12: THE MONTH
AHEAD – APRIL



P13: FROM
THE FIELD

PROACTIVELY MANAGING HARVEST

COVID-19 continues to prove challenging, particularly as it exacerbates the existing industry labour shortage across our supply chain.

While the industry has made operational changes to help smooth the flow of fruit and is trying to make best use of our capacity, the shortage of backpackers and the impact of the Omicron variant means many post-harvest facilities are finding labour availability at the beginning of the season to be challenging, and the industry will need to utilise all available packing capacity to successfully harvest this season's crop.

This year's harvest is likely to be the most challenging of the pandemic. Here are some practical ways you can actively manage the shortfall this season will bring:

- **Increase your volume of early SunGold Kiwifruit.**
- **Take your harvest opportunity and avoid delay.**
- **Prepare your crop to optimise harvest and packing.**
- **Be proactive in finding additional labour.**
- **Work together and support those around you.**

We encourage all growers to support your industry and contact NZKGI or your packhouse if you, friends or family have availability to work.

Once your fruit has cleared, please work quickly with your packhouse to schedule its picking and packing.

Our best chance of success this season is being proactive and working together.

FIRST ZESPRI KIWIFRUIT CHARTER VESSEL SAILS FOR JAPAN



4,100 tonnes of Zespri SunGold Kiwifruit head to Kobe and Tokyo in Japan.

SPOTLIGHT ON: POST- HARVEST SPRAYING

Find out more about post-harvest spraying in the latest *Spotlight*, including tips for applying Actigard and Movento.

Find the insert inside this issue of *Kiwiflier*.

The first 4,100 tonnes (1.15 million trays) of this season's Zespri SunGold Kiwifruit have left Port of Tauranga, bound for Kobe and Tokyo in Japan, marking the start of Zespri's 2022 shipping programme.

The MV Solent Star is the first of a planned 72 ships set to deliver a crop estimated to be over 190 million trays (or 680,000 tonnes) of fruit to Zespri's global markets.

Zespri Chief Global Supply Officer Alastair Hulbert says customers and consumers around the world are already eagerly awaiting this season's fresh, Vitamin C-rich Zespri Kiwifruit.

"Demand for Zespri Kiwifruit is incredibly strong across our global markets and this season we're expecting another large and great-tasting crop of fruit," says Alastair.

"We're looking at exporting more than 115 million trays of SunGold Kiwifruit and around 70 million trays of Green in 2022, and this season also marks our first commercial volumes of Zespri RubyRed™ Kiwifruit which will be available to consumers in New Zealand, Singapore, Japan and China."

Alastair says that while global demand for kiwifruit remains strong, the industry is facing a number of headwinds this season given the ongoing impact COVID-19 is having on labour availability.

"We know this season is going to be particularly challenging given the significant labour shortage we have, and the

continued disruption COVID-19 is imposing on our global supply chain.

"The labour shortage will place significant pressure on the industry and it will challenge our ability to get all of the crop picked. Our focus remains on looking after our people and doing everything we can to safely pick, pack and ship as much fruit as possible.

"This will include working closely with our long-term shipping partners to navigate the congestion we're seeing amongst global shipping networks."

Alastair says that in total, Zespri expects to undertake four charter sailings to North Europe, 12 to the Mediterranean, six to the US West Coast and 50 to Zespri's Asian markets, and to send around 20,000 containers of kiwifruit this season.

"The continued use of charter vessels will be important in our ability to avoid much of the congestion we're seeing at container ports, and we're also looking at new options this season such as partnering with T&G Global to co-ship fruit to North America.

"This reflects the growing demand we're seeing for our fruit in the region, and our first liner will depart in late April.

"While we face challenges this season, our industry remains committed to providing our consumers with another great-tasting crop of fresh, healthy and great-tasting Zespri Kiwifruit," says Alastair.

2022/23 OGR GUIDANCE

Zespri's Board has provided early guidance on grower returns this season given the ongoing uncertainty around the global impact of the Russia-Ukraine conflict, the COVID-19 outbreak in China and the current labour shortage, as well as the disruption in supply chains worldwide.

The guidance range outlined is based on an estimated crop of 190 million trays this season and these ranges assume that all of this season's fruit is harvested and exported. Uncertainty for the coming season is greater than in previous years, and there is a possibility that actual OGR results could be below the estimated published ranges, if fruit supply is severely constrained or if markets are significantly disrupted. Further updates will be provided regarding OGRs, initial 2022/23 corporate profit range and dividend estimates, together with the extent that imputation credits may be attached to dividends relating to 2022/23, as this season's fruit volumes and quality are better understood.

This is the first guidance provided for Zespri RubyRed™ Kiwifruit, given this is the first year of commercial sales. The per-tray guidance for Zespri RubyRed™ is based off lower-than expected volumes this season from supplying orchards, and being a smaller pool, can be subject to greater return variability through market mix and in-market costs.

POOLS [FRUIT CATEGORIES]	2022/23 MARCH OGR GUIDANCE [PER TRAY]	2021/22 FEBRUARY FORECAST [PER TRAY]	2022/23 MARCH OGR GUIDANCE [PER HA]	2021/22 FEBRUARY FORECAST [PER HA]
Zespri Green	\$5.00-\$7.00	\$6.25	\$54,000-\$75,000	\$74,288
Zespri Organic Green	\$8.50-\$10.50	\$9.49	\$65,000-\$80,000	\$66,046
Zespri SunGold Kiwifruit	\$10.00-\$12.00	\$11.27	\$153,000-\$184,000	\$172,405
Zespri Organic SunGold Kiwifruit	\$11.00-\$13.50	\$12.42	\$144,000-\$176,000	\$141,629
Zespri Green14	\$6.50-\$8.50	\$7.65	\$45,000-\$59,000	\$53,392
Zespri RubyRed™ Kiwifruit	\$15.50-\$19.00	N/A	N/A	N/A

NB: OGR per hectare ranges are based on current producing hectares and associated average yields data and may change significantly once crop volumes and producing orchard data is finalised.

Due to uncertainty around final supply volumes and implied average yields per hectare, particularly for orchards producing in their first year, no per-hectare guidance has been provided.

Please refer to the latest NVIG for longer-term guidance for Zespri RubyRed™ Kiwifruit and the view of risks and challenges of growing this cultivar.






LICENCE RELEASE UPDATE 2022

2022 LICENCE APPLICATION WINDOW IS NOW CLOSED

The 2022 licence application window is now closed for Zespri SunGold and RubyRed™ Kiwifruit Closed Tender Bids and the SunGold Kiwifruit 'Finishing Off' Blocks.

Pre-validation and collation of Closed Tender Bids are currently being completed by Cooney Lees Morgan in preparation for the Evaluation Panel which meet on 26 April 2022 and will make decisions regarding the allocations of licences.

NEXT STEPS:

-  Preliminary licence revenue range will be announced to industry on **13 April 2022**.
-  **All Bidders who participated in the Zespri SunGold Kiwifruit and/or RubyRed™ Kiwifruit Closed Tender Bid**, will be notified via email after the Evaluation Panel meets, from **2 May 2022 onwards**.
-  Amendments have been made to the SunGold and RubyRed™ Kiwifruit Closed Tender Bid process in response to growers' feedback that three days may not be sufficient for successful bidders to arrange 25% deposit payments to Cooney Lees Morgan by Electronic Funds Transfer (EFT). Therefore, deposit monies due for payment by EFT for successful Bidders has been extended to **five working days** after email notification for successful Bidders.
-  **From 2 May onwards Bidders in the Zespri SunGold Kiwifruit 'finishing off' blocks bid** will be notified regarding the median successful bid price from the 2022 SunGold Kiwifruit Closed Tender Bid.
-  'Finishing off' blocks Bidders will then have until **5.00pm, 13 May 2022** to notify Zespri if they do not accept the price and wish to withdraw from the process.



KEY DATES

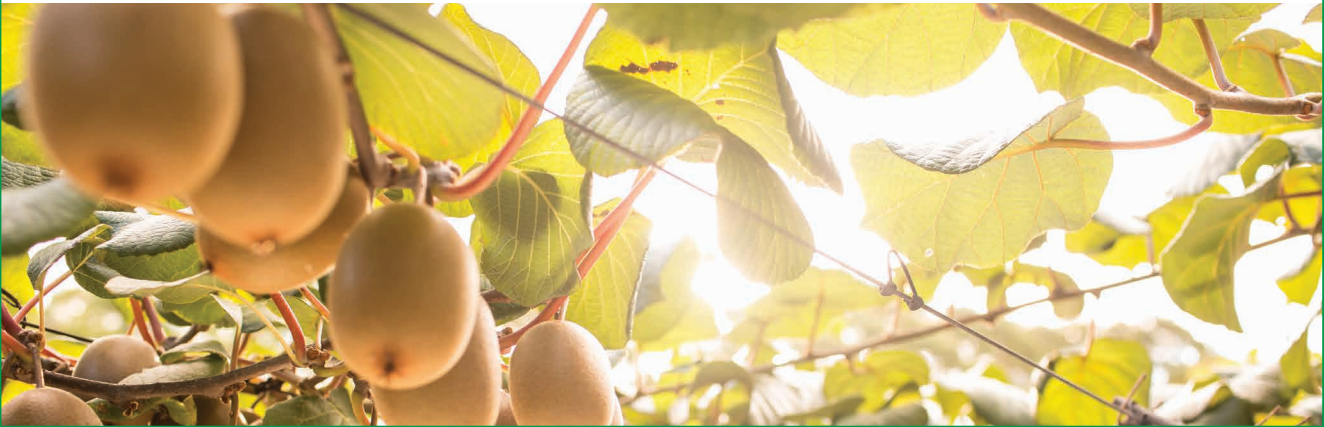
Key dates | Zespri SunGold Kiwifruit and RubyRed™ Kiwifruit Closed Tender Bids Process

13 April 2022	Preliminary Revenue Range announced.
22 April 2022	Pre-validation and collation of all Bids completed by Cooney Lees Morgan.
26 April 2022	Evaluation Panel makes decisions regarding allocation of licences and successful Bidders notified by email as soon as possible, approximately from 2 May 2022 onwards. *Successful Bidders must deposit payment by EFT five working days after email notification
24 May 2022 onwards	Licence packs distributed to successful Bidders.
20 July 2022	Deadline for paying settlement monies.

Key dates | Zespri SunGold Kiwifruit and Organic SunGold Kiwifruit 'Finishing Off' Blocks Process

26 April 2022	Median successful bid price for the 2022 SunGold Kiwifruit Closed Tender Bid determined. Successful SunGold Kiwifruit 'finishing off' blocks Bidders will be notified of the 'finishing off' blocks price (GST inclusive) as soon as possible, most likely week commencing 2 May 2022.
5pm, 13 May 2022	Deadline for notifying Zespri of withdrawal from the process.
24 May 2022 onwards	Licence packs distributed to successful Bidders.
20 July 2022	Deadline for paying settlement monies.

*Dates may be subject to change.



NEW ZEALAND BORDERS OPEN TO SEASONAL WORKERS



New Zealand's kiwifruit industry requires 24,000 seasonal workers for picking and packing roles. Backpackers traditionally make up around one-quarter of the workforce, but closed borders have created a significant shortage of this workforce.

Before COVID-19, working holidaymakers accounted for about 50,000 of New Zealand's international visitors each year. A recent announcement about borders opening has created an opportunity for this group to contribute to the 2022 harvest.

The Uncapped Working Holiday Schemes - which account for approximately three quarters of working holiday makers re-opened for applications on 14 March. Those who wish to travel to New Zealand on their newly granted or extended Working Holiday Visas can now enter New Zealand again.

With this announcement, Working Holiday Visa holders entering New Zealand could go some way to helping with the kiwifruit harvest, however the extent is unknown and the expectation that a large number of Working Holiday Visa holders would quickly enter the country is highly speculative.

The border opening to Australia has also created an opportunity for New Zealanders and Australians coming to New Zealand to get involved in the kiwifruit harvest.



Australians do not require a Working Holiday Visa to work in New Zealand.

2022 marks NZKGI's fourth year of its labour attraction campaign, to attract seasonal workers to pick and pack in the harvest. As in previous years, aspects of the campaign include collaborative work with the Ministry of Social Development and the Ministry for Primary Industries to promote kiwifruit picking and packing roles across New Zealand.

Part of NZKGI's 2022 campaign will involve targeting New Zealanders and Australians coming to New Zealand. NZKGI is leading the call for these people to roll up their sleeves and join the harvest team.

UNAUTHORISED GOLD3 PLANTINGS UPDATE

Recent COVID-19 restrictions in and around China's provinces have made gaining an accurate assessment of 2021/22 Gold3 grafting difficult.

However, following an assessment of the latest grafting window in China, our best estimate is that cut over to Gold3 from less productive and lower returning varieties continues at a similar pace to previous years, and there is now around 7,000-8,000 hectares of Gold3. This is predominantly in the Sichuan province with anecdotal evidence suggesting there could be another 3,000-4,000 hectares grafted in other growing regions outside Sichuan.

Last year we estimated there was 5,400 hectares of plantings in China.

To put this in context, we have approximately 8,800 hectares of Gold3 planted in New Zealand (and 9,000 hectares licensed including Organic SunGold Kiwifruit). The majority of the unauthorised plantings stem from the grafting of existing vines. From the trajectory we see from our modelling, it's clear that unauthorised Gold3 is continuing to expand in China.

We continue with our efforts in China to understand the local production environment as well as our anti-counterfeit measures to protect our wholesale and retail channels, and to take legal action where possible.

PROPOSED WATER REFORMS: WHAT DO THEY MEAN?

Three Waters

Growers will have seen considerable media coverage of the Three Waters Reform in recent months. This relates to proposed changes to the standards and monitoring of three water services currently controlled by councils - drinking water, wastewater and stormwater services.

The proposed reform will see four publicly-owned entities manage all of New Zealand's water services from July 2024. The government and local councils are currently involved in discussions regarding final outcomes of the reform which is not expected to have a direct impact on growers.

Water Services Act 2021

The Water Services Act 2021 commenced on 1 November 2021 and sets out the requirements for drinking water suppliers to be phased in over the next seven years under the new regulator Taumata Arowai.

Under the Act, if someone supplies drinking water to more than one household they are classified as a drinking water supplier. This includes:

- Any person who would know the water they are supplying is or will be used as drinking water.
- The owner/operator of a drinking water supply.
- A person who supplies drinking water to another drinking water supplier.

All drinking water suppliers must:

- Ensure that the drinking water is safe.
- Comply with drinking water standards.
- Register with Taumata Arowai.
 - Registration is via an online self-service portal which is free and done annually.
 - An existing unregistered drinking water supplier must register by 15 November 2025.
- Have a Drinking Water Safety Plan by 15 November 2028 or comply with an applicable Acceptable Solution within timeframe (Acceptable Solution provides drinking water suppliers with an alternative option rather than completing a drinking water safety plan).
- Comply with notification requirements to Taumata Arowai.
 - Information about notifications can be found [here](#).
- Keep records of operation and compliance.

Water Suppliers in the Kiwifruit Industry

The following table outlines who would be considered a water supplier in the kiwifruit industry.

Example	Drinking water supplier?
A single property with tenants on a lease that is supplied by a rainwater tank.	Not a drinking water supplier. This example is listed in the Act as an example of a domestic self-supply.
A grower has their own water supply (e.g., bore) that supplies their house only.	Not a drinking water supplier, this is a domestic self-supply.
A grower has their own water supply (e.g., bore) that supplies their own house and also is used on-farm for irrigation.	Not a drinking water supplier, this is a domestic self-supply, <u>provided</u> the irrigation water is not used for a drinking water purpose.
A grower has a source of water (e.g., bore, rainwater) that supplies farm/orchard buildings which staff drink from (e.g., staff room).	The grower is a drinking water supplier.
Two or more properties (for domestic supply) share water supply from the same supply/abstraction point (e.g., bore)	Drinking water supplier* *Whoever has effective control of the drinking water supply would be the drinking water supplier. This is not necessarily the house with the supply on its property. (Section 12, WSA).
Seasonal worker accommodation supplied with water that is from the same source as a house.	The grower is a drinking water supplier, because this is not a 'domestic self supply'.
Seasonal worker accommodation on its own water source (i.e rainwater tank).	A domestic self-supply <u>if</u> the accomodation is occupied by one 'household unit' and is not a boarding house or hostel. Note: The term 'household unit' is defined by section 7 of the Building Act 2004. Otherwise a drinking water supplier .
Packhouse is supplied by a bore or surface water take, that is independent of a domestic supply, and is used only for washing vegetables.	Not a drinking water supplier - The Food Act 2014 applies to water used in commercial food preparation (Section 6, WSA).
Packhouse is supplied by a bore or surface water take, that is independent of a domestic supply, and is used only for washing vegetables <u>and</u> drinking.	Owner/operator of the packhouse is not a drinking water supplier <u>if</u> they are regulated by the Food Act 2016 and have met equivalent requirements to ensure the water is safe to drink.
An irrigation scheme that supplies water that is used for drinking water.	The irrigation scheme is a drinking water supplier. (Note: The draft Drinking Water Acceptable Solution for Rural Agricultural Water Supplies may be relevant).



Want more information?

Find additional information on the Three Waters Reform [here](#).

See the Water Services Act 2021 [here](#). Rural Water Scheme changes can be found [here](#).



ZESPRI IN THE COMMUNITY

New Environmental Initiative Supporting our Coastlines

Sustainability is at the heart of what we do at Zespri, from the orchard, to the packhouses and through to the global markets.

It's also important to us closer to home, and we're pleased to announce Zespri's first environmentally-focused community investment initiative to protect our regions. Complementing our inspiring community investment partners who work so hard across our communities, Zespri has partnered with Sustainable Coastlines for 2022. Sustainable Coastlines' CEO Josh Borthwick is thrilled to have Zespri's support this year, as they undertake an ever-growing issue across our local coastlines and waterways: combatting waste. "We're really grateful to have Zespri's support in looking after our moana. We know many Zespri people have shared their time to clean up our coasts over the years and this partnership will be a huge boost in making a difference," says Josh. Growers and industry are invited to get involved too, for more information visit Sustainable Coastlines, sustainablecoastlines.org and to register your interest, please email corporate.communications@zespri.com.



Celebrating Women in Business

On Tuesday 8 March, Zespri and the Women in Kiwifruit Steering group celebrated International Women's Day by hosting an online event for our community and the wider industry.

We were joined by an inspiring line-up of speakers, including Vivien Conway, co-founder of Girls Get Off, former Black Fern captain, Dr Farah Palmer and Zespri Independent Director, Alison Barrass. We were delighted to hear from these incredible wāhine as they shared their business journeys, the biases they have encountered and how they have overcome them.

A recording of the event is now available on Canopy and the Women in Kiwifruit Facebook page.

#IWD2022 #breakthebias



Vivien, Farah and Alison shared their business journeys to celebrate International Women's Day.

Youth Search and Rescue



Participants aged 14-18 learning valuable search and rescue skills with YSAR.

Youth Search and Rescue (YSAR) provides search and rescue and civil defence emergency management training to young people, and it's an organisation Zespri is proud to support.

YSAR trains young people between the ages of 14-18 to become active community volunteers over a period of three years, and programmes are delivered in the Bay of Plenty and Auckland (with more regions to be added soon!). Although COVID-19 certainly disrupted the training planned by YSAR General Manager Steve Campbell and the wider team, a huge behind-the-scenes project to build an online learning platform to make sure training could continue came at exactly the right time.

"A portion of the investment Zespri has made in YSAR since our partnership began in 2018 has gone towards the design and build of an online learning platform. We were really pleased to launch our YSAR Canvas platform, which is youth intuitive, flexible for learning outside of the classroom, scalable, and easy for our YSAR instructors to manage resources and assessments," says Steve.

The platform also prepared students for the January End of Year Search and Rescue Exercise where students across all three training years embarked on a three-day search for multiple lost parties.

All teams searched in some challenging terrain with high temperatures and limited water supplies, however the teams recovered all lost parties and successfully returned to base.

Steve says 2022 will be a busy year for the YSAR team as they finish the final work of the Learning Management System development and then work to align competencies for accreditation with NZQA, the Duke of Edinburgh Awards and LandSAR to add even more value for our students.

First Look at Manawa and Toddy!



Meet our kiwi chicks, Manawa (top) and Toddy (bottom).

In last month's *Kiwiflier* we announced the naming of two new kiwi chicks. Manawa and Toddy hatched in early January at the National Kiwi Hatchery (NKH) in Rotorua following a successful egg lift by the team at Ōtanewainuku Kiwi Trust.

We are thrilled to be able to share a first look at Zespri's fluffy friends, Manawa (the Zespri-named kiwi) is pictured at the top, and Toddy (named by Good Neighbour) is pictured at the bottom investigating his new home.



FROM THE MARKETS

MARKETS PREPPED FOR FRUIT ARRIVAL

As our first shipments of New Zealand-grown Zespri Kiwifruit depart Tauranga, all markets are well prepared for the arrival of new season fruit.

Chief Market Performance Officer Linda Mills recently travelled to Europe visiting the Northern Hemisphere for the first time since the pandemic hit New Zealand's shores in 2020.

"It was fantastic to be back in market. My last visit was two years ago to Belgium and fittingly, my first market visit was back to Belgium. It has been great to reconnect with the team and see first-hand the expansion and facility improvements at Zeebrugge since my last visit," Linda says.

As part of Zespri's twelve-month supply strategy, sales of Northern Hemisphere New Zealand-grown Zespri Green will continue until the first of the new season New Zealand Zespri Green arrives. Northern Hemisphere Zespri SunGold and Organic SunGold Kiwifruit supply has concluded and the European markets eagerly await New Zealand-grown SunGold Kiwifruit as consumer demand remains high for these varieties.

While it's always exciting to see the New Zealand harvest commence and ships head to market, due to the Russia-Ukraine conflict we do expect to see some disruption to trade flows and

further cost of living increases - particularly energy costs - across Europe, but also globally.

"The impact of the Russia-Ukraine conflict is felt much closer to home in Europe and my thoughts are with those who have family and friends caught in the conflict," Linda says.

Zespri Europe has donated 10,000 Euro in relief funds plus warm clothing, medicines and other necessities to support impacted Ukrainians.

Greater China Celebrates Lunar New Year

Last month we featured mainland China's Chinese New Year promotion. Celebrations continued across greater China with special gift packs and digital activity promoting Zespri Kiwifruit as a healthy gift idea in Hong Kong, Macau and Taiwan.

Taiwan



While the Omicron variant stabilised somewhat over the Chinese New Year holiday period, the team in market are still feeling the effects of shipping delays. Despite the challenges, the team

developed a Zespri gifting promotion featuring a special 10-pack of Zespri Green to share with friends and help drive increased spending on kiwifruit during the holiday period.

Hong Kong & Macau



Hong Kong and Macau celebrated the Chinese New Year with a SunGold Kiwifruit in-store promotion with festive point-of-sale branding and gift packs to share with friends. The promotion was focused on key



stores across Hong Kong and Macau due to a limited supply of fruit.

In Macau, Zespri was also co-sponsor of the Macau Government's Chinese New Year Parade.





ZESPRI GLOBAL SUPPLY UPDATE

12-MONTH ZGS SUPPLY STRATEGY CONSULTATION UNDERWAY

In March, Zespri Global Supply (ZGS) started consulting with New Zealand growers on Zespri's 12-month supply strategy. This included virtual grower roadshows, supply entity meetings and several grower meetings where Chief Global Supply Officer, Alastair Hulbert, and Strategic Projects Manager - Northern Hemisphere Supply, Nikki Johnson, discussed the strategy and potential ZGS expansion.

The demand-led 12-month supply strategy has been established to better understand the volume of fruit required from our Northern Hemisphere growing locations when New Zealand fruit is not available to achieve 12-month supply. Implementing the strategy, and meeting demand targets in the New Zealand offseason, will require an increase to the current 5,000ha of SunGold Kiwifruit offshore plantings previously approved by the industry.

Thank you to everyone who took part in the constructive discussions held so far. Some key elements of the discussion included management of the cross-over between New Zealand and ZGS fruit, the benefits of 12-month supply to New Zealand growers and ZGS performance. Growers can review information on these aspects and much more on the producer vote website. We welcome further feedback and questions as the consultation process continues.

Zespri is also seeking feedback from industry on how to structure a potential producer vote that would allow the expansion of our offshore plantings in the Northern Hemisphere (except China and Chile) to better complement the New Zealand supply. Several suggestions have been discussed including:



Holding another producer vote to approve the remaining growth.



Annual reporting on the plan.



Stop/go or stage gates to ensure the plan is still appropriate.



Approval of part of the plan and then another producer vote.

Over the next few weeks, we will be further considering feedback and will decide on the parameters for the Producer Vote most likely to be held in August alongside the AGM.



PRODUCER VOTE WEBSITE LIVE - HAVE YOUR SAY

In early March, zespriproducervote.zespri.com was launched to keep the industry fully informed on the 12-month supply strategy. The site is designed to help growers consider the strategy and create a clear, direct channel for feedback.

The website is split into sections to help growers easily navigate and understand the different facets of ZGS, with the different sections providing a detailed outlook on the current ZGS operations, fruit performance and supply, and what the potential shift to a 12-month supply will mean for growers.

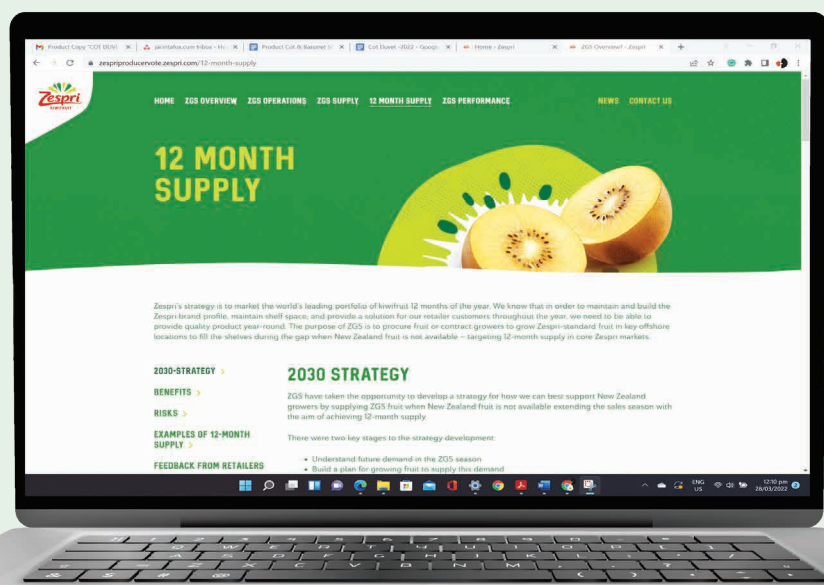
The site will be updated regularly with new information including answers to questions received from the industry.

Recent additions to the website include:

- The latest grower roadshow presentation
- The ZGS 2030 strategy
- A video from an Italian retailer on the importance of 12-month supply

- A video from Driscolls on the value of 12-month supply to their business
- Videos from our Italian partners and the Mayor of Cisterna

Growers are encouraged to submit any questions and request further information to be added to the site, either through the site itself or by emailing producer.
vote@zespri.com.



EVENT WRAP-UP: RESILIENCE WITH NIGEL LATTA



Nigel Latta discusses resilience with industry.

Future Leaders in conjunction with Zespri were pleased to host well-known New Zealand clinical psychologist and author, Nigel Latta, last month to chat about resilience in the face of tough times for our industry during the ongoing pandemic.

Nigel Latta shared stories and advice for industry around creating a great work culture and looking after yourself and your team amidst the challenges that COVID-19 has presented.

Feedback on the webinar and advice from Nigel Latta was very positive says Jacqui Craig, Future Leaders Acting Chair.

“Nigel’s stories, advice and honesty were all appreciated. It meant a lot to so many of the attendees to hear from someone who had such great practical and mental health tips to offer during these ever-changing times.”

To view the webinar recording, visit <https://canopy.zespri.com/EN/industry/news/Pages/Resilience-Nigel-Latta.aspx>.

EXPRESSIONS OF INTEREST – EUROPE RUGBY WORLD CUP TOUR

Back by popular demand in October 2023 the Zespri Grower Liaison Team will be hosting the European Rugby World Cup Tour.

The tour is still in the planning stages but tentatively aims to include tickets to the Rugby World Cup semi-finals and final plus visits to Italian orchards, the Zeebrugge repack facility and other key European markets, as well as seeing some incredible tourist locations in France and Italy.

We will release more information when it becomes available to those who have expressed interest. There are very limited spaces, and deposits will be required early to secure tickets. If you are interested in this tour please contact Sue Groenewald - Zespri Grower Engagement Manager by email sue.groenewald@zespri.com or phone 027 493 1987.

CLIMATE AND DRY MATTER LEVELS

Dry summers with warmer temperatures and lower levels of moisture in the soil make for higher dry matter percentages as evidenced through research by Bill Snelger (formerly of Plant Food and Research).

Summers with higher temperatures and rainfall and more moisture in soils tend to result in our lower averages for dry matter. So, what happens when you have a dry summer with heavy rain events around harvest like we have had this year?

A report from Hort Research (predecessor to Plant & Food Research) looked at how a 150mm single day rain event (after a dry summer) affected the 2005 harvest.

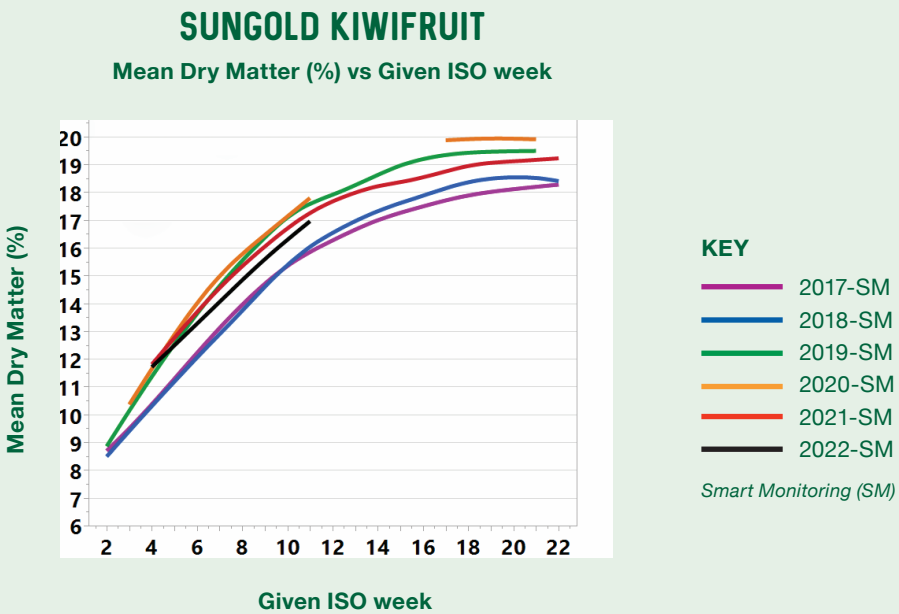
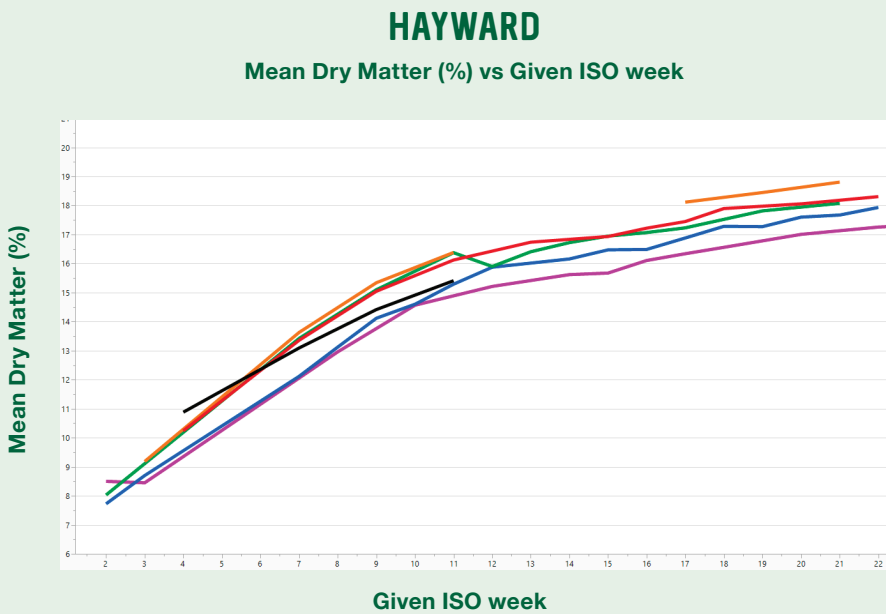
Dry matter levels were temporarily reduced in Hayward (0.14-0.26% units) and Hort16A (0.12 to 0.16% units) and then they recovered within one week of the rainfall.

The authors of the report noted that heavy rainfall does not present a serious risk of reducing dry matter levels, if the vines are in good condition and haven't already been water-stressed. Of course, there could be different influences on dry matter in other situations, particularly with extended rainfall and/or on kiwifruit vines that have been under stress.

The full report from Hort Research can be found here: [Canopy > Growing Kiwifruit > Orchard Management > Weather Events > Flooding](#).



Heavy rainfall after a dry summer should not be considered a serious risk of reducing kiwifruit dry matter.



2021/22 PROGRESS PAYMENTS FOR APRIL

CLASS 1 - APPROVED PROGRESS PAYMENT 15 APRIL 2022	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.04	\$0.10	No payment	No payment	\$0.10	\$0.10	No payment
Zespri Organic Green	\$0.05	No payment	No payment	No payment	\$0.10	\$0.10	No payment
Zespri Gold3	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	No supply
Zespri Organic Gold3	\$0.08	No payment	\$0.10	\$0.10	\$0.10	\$0.10	No supply
Zespri Green14	\$0.10	\$0.10	\$0.05	\$0.10	\$0.10	\$0.10	\$0.10

1. Progress payments for Class 1 are paid on submitted trays and reversed for onshore fruit loss.
2. Net Submit trays = gross submitted trays less onshore fruit loss trays.

FINANCIAL COMMENTARY

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

April 2022 approved progress payments on Net Submit trays

Approved per tray progress payments for 15 April 2022:

Class 1	
Zespri Green	\$0.04
Zespri Organic Green	\$0.05
Zespri Gold3	\$0.10
Zespri Organic Gold3	\$0.08
Zespri Green14	\$0.10

SHARE BRIEFS

As at **17 March 2022** the last Zespri share price trade was **\$8.80** traded on **16 March 2022**. There were three buyers at **\$8.75** and **\$8.70**. There were three sellers at **\$8.85** and **\$8.90**.

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 April there is a total of 345,698 dry shares as of 17 March 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 April there are 4,698 excess shares that are required to be sold as of 17 March 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 reapp for our mobile IR experience
Go to www.reapp.io to download the app.

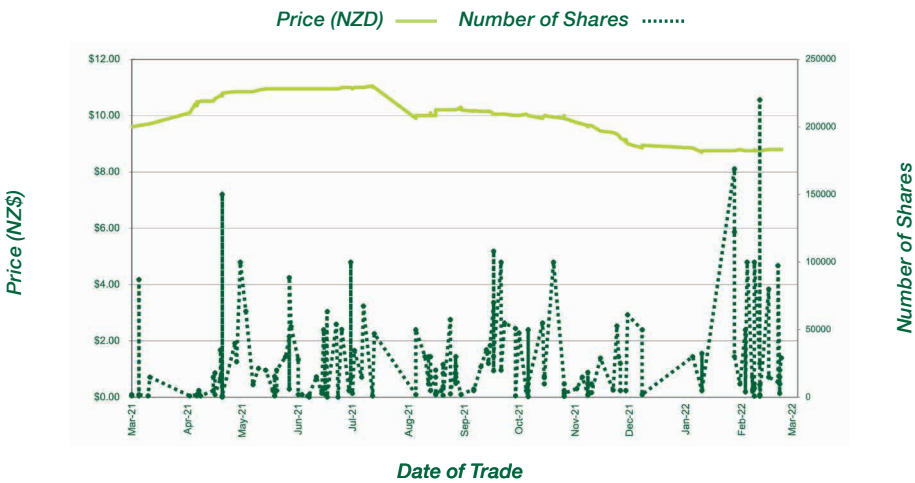
Below is the current Market Depth information as at 17 March 2022.

Quote Line at Thursday 17 March as at 11:25am						
Code	Bid (\$)	Offer (\$)	Last (\$)	High (\$)	Low (\$)	Volume
ZGL	8.75	8.85	8.80	0.00	0.00	0

Market Depth					
BIDS			OFFERS		
Orders	Quantity	Price (\$)	Price (\$)	Quantity	Orders
1	10,000	8.750	8.850	5,000	1
1	5,000	8.750	8.850	6,000	1
1	5,000	8.700	8.900	5,000	1

Last 10 Trades			
Date/Time	Quantity	Price (\$)	Value (\$)
16/03/2022	29,090	\$8.80	255,992.000
15/03/2022	20,000	\$8.80	176,000.000
15/03/2022	2,945	\$8.80	25,916.000
15/03/2022	15,000	\$8.80	132,000.000
15/03/2022	10,000	\$8.80	88,000.000
14/03/2022	97,265	\$8.80	855,932.000
14/03/2022	11,320	\$8.80	99,616.000
9/03/2022	14,988	\$8.80	131,894.000
9/03/2022	80,000	\$8.80	704,000.000
4/03/2022	2,000	\$8.75	17,500.000

ZESPRI GROUP LIMITED SHARE TRADES 17 MARCH 2021 TO 17 MARCH 2022



Director share trading
For the month of March (as at 17 March), there were 165,000 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 content for the *Kiwiflier* is finalised for publication, there may be some trades associated with director entities which have been matched and transacted, but the paperwork has not yet been received by Zespri or Computershare. As such, there may be some lags in reporting trading by entities associated with directors. Zespri will however ensure that as at the end of each month, the Director Share Holdings and Transfers document on the Zespri Canopy will always provide the most up to date information held by Zespri.



CLASS 1 FRUIT AND SERVICE PAYMENTS AND TIMINGS

(INCLUDING LOYALTY PREMIUM)

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

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

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

- Submit is paid in the early months when fruit is submitted into inventory.
- Pack and Time, KiwiStart and Taste Zespri 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 MARCH								
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	22%
Jul-21		\$0.08	\$0.00	\$1.16	\$1.50		\$6.36	39%
Aug-21		\$0.14	\$0.47	\$1.50	\$0.05		\$8.52	52%
Sep-21		\$0.38		\$1.38	\$0.04		\$10.32	63%
Oct-21		\$0.30	\$0.43	\$0.33	\$0.79		\$12.16	75%
Nov-21		\$0.33	\$0.02	\$1.38	\$0.23		\$14.12	87%
Dec-21		\$0.09	\$0.02	\$0.05	\$0.71		\$14.98	92%
Jan-22			\$0.01			\$0.10	\$15.08	93%
Feb-22		\$0.00	\$0.01	\$0.00	\$0.40		\$15.50	95%
Mar-22					\$0.28		\$15.79	97%
Apr-22					\$0.10		\$15.89	98%
May-22							•	•
Jun-22					•	\$0.20	•	100%
Paid YTD	\$3.30	\$1.63	\$0.96	\$5.81	\$3.99	\$0.10	\$15.79	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.26	\$0.20	\$0.46	

Total fruit and service payments - 2021/22 Forecast \$16.25

ZESPRI ORGANIC GOLD3 MARCH								
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	33%
Aug-21		\$0.28	\$0.33	\$2.32	\$0.02		\$8.52	51%
Sep-21		\$0.40		\$1.69	\$0.36		\$10.98	66%
Oct-21		\$0.21	\$0.29	\$0.36	\$1.02		\$12.87	77%
Nov-21		\$0.09		\$1.59	\$0.28		\$14.83	88%
Dec-21		\$0.01		\$0.01	\$0.62		\$15.46	92%
Jan-22						\$0.10	\$15.56	93%
Feb-22		\$0.00	\$0.00	\$0.01	\$0.51		\$16.07	96%
Mar-22					\$0.30		\$16.37	98%
Apr-22					\$0.08		\$16.45	98%
May-22							•	•
Jun-22					•	\$0.20	•	100%
Paid YTD	\$3.30	\$1.33	\$0.62	\$7.52	\$3.51	\$0.10	\$16.37	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.20	\$0.20	\$0.40	

Total fruit and service payments - 2021/22 Forecast \$16.77

ZESPRI GREEN MARCH								
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-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	\$0.88		\$3.92	39%
Aug-21		\$0.11	\$0.27	\$0.70	\$0.05		\$5.05	50%
Sep-21		\$0.21		\$0.69	\$0.05		\$6.00	59%
Oct-21		\$0.29	\$0.23	\$0.37	\$0.14		\$7.02	69%
Nov-21		\$0.39	\$0.01	\$0.88	\$0.27		\$8.57	85%
Dec-21		\$0.33	\$0.02	\$0.11	\$0.10		\$9.12	90%
Jan-22			\$0.03			\$0.10	\$9.22	91%
Feb-22		\$0.03	\$0.03	\$0.01	\$0.26		\$9.55	94%
Mar-22					\$0.14		\$9.71	96%
Apr-22					\$0.04		\$9.75	96%
May-22							•	•
Jun-22					•	\$0.20	•	100%
Paid YTD	\$2.44	\$1.53	\$0.58	\$3.18	\$1.88	\$0.10	\$9.71	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.21	\$0.20	\$0.41	

Total fruit and service payments - 2021/22 Forecast \$10.12

ZESPRI ORGANIC GREEN MARCH								
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-21	\$2.45						\$2.45	19%
May-21		\$0.04					\$2.49	20%
Jun-21		\$0.01					\$2.50	20%
Jul-21		\$0.04		\$0.66	\$1.88		\$5.07	40%
Aug-21		\$0.09	\$0.42	\$1.04	\$0.05		\$6.67	52%
Sep-21		\$0.17		\$1.18	\$0.05		\$8.07	63%
Oct-21		\$0.19	\$0.44	\$0.42	\$0.32		\$9.45	74%
Nov-21		\$0.27		\$1.20	\$0.12		\$11.03	87%
Dec-21		\$0.17		\$0.11	\$0.30		\$11.60	91%
Jan-22						\$0.10	\$11.70	92%
Feb-22		\$0.01	\$0.00	\$0.00	\$0.47		\$12.19	96%
Mar-22					\$0.19		\$12.38	97%
Apr-22					\$0.05		\$12.43	98%
May-22							•	•
Jun-22					•	\$0.20	•	100%
Paid YTD	\$2.45	\$0.97	\$0.86	\$4.62	\$3.38	\$0.10	\$12.38	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.15	\$0.20	\$0.35	

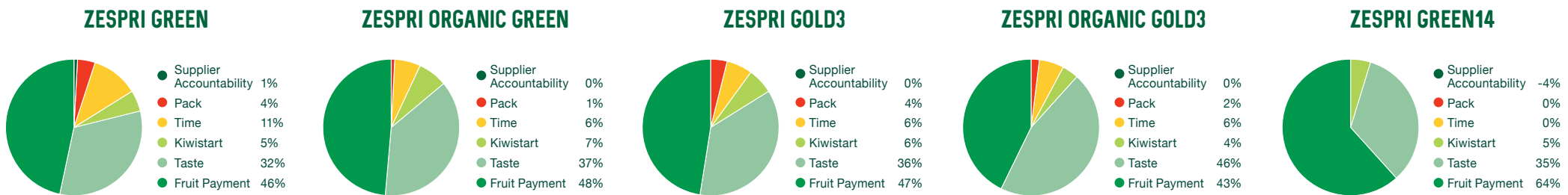
Total fruit and service payments - 2021/22 Forecast \$12.73

ZESPRI GREEN14 MARCH								
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-21	\$2.80						\$2.80	25%
May-21							\$2.80	25%
Jun-21							\$2.80	25%
Jul-21				\$1.26	\$1.63		\$5.69	50%
Aug-21			-\$0.13	\$1.28	\$0.05		\$6.89	61%
Sep-21				\$0.51	\$0.74		\$8.14	72%
Oct-21			\$0.28		\$0.05		\$8.47	75%
Nov-21				\$0.76	\$0.55		\$9.78	87%
Dec-21				\$0.00	\$0.26		\$10.04	89%
Jan-22						\$0.10	\$10.14	90%
Feb-22			\$0.00	\$0.00	\$0.29		\$10.42	92%
Mar-22					\$0.33		\$10.76	95%
Apr-22					\$0.10		\$10.86	96%
May-22							•	•
Jun-22					•	\$0.20	•	100%
Paid YTD	\$2.80	\$0.00	\$0.15	\$3.81	\$3.89	\$0.10	\$10.76	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.32	\$0.20	\$0.52	

Total fruit and service payments - 2021/22 Forecast \$11.28

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 FEBRUARY FORECAST



Does not include loyalty.

KEEPING WELLBEING TOP OF MIND DURING HARVEST



New Zealand All Black and Farmstrong ambassador Sam Whitelock comes from a farming background and will head back into farming once he hangs up his boots. As a professional athlete he's also had plenty of experience at handling pressure and setbacks and he shares his tips on managing that stress with us.

Tap into local knowledge

"One of the best things I've learned is to listen to people who have been through similar experiences before. There'll be a lot of knowledge in your community, people who've been through Psa or other adverse events before and got through ok. Make sure you tap into their wisdom and advice."

Keep talking

"Pressure is pressure whether you're a grower, a farmer or a rugby player. I know from my own experience that talking these challenges through with mates and family helps enormously."

"If you see someone struggling, start that conversation, ask them how they're going and make time for a proper catch-up, whether it's over a coffee or at the pub. You don't have to have all the answers, just listening can be a huge help to someone who is feeling 'under the pump'."

Harvest is a stressful time for everyone, and this year is no exception. NZKGI is increasing its presence in the pastoral care space to make sure everyone gets through with the topic of wellbeing at the forefront.

To find out what works for you visit www.farmstrong.co.nz.



Farmstrong ambassador Sam Whitelock understands dealing with pressure.

ZESPRI AND IRRIGATION NZ WORKSHOP



Online via Microsoft Teams
4 April, 2 – 4pm

Are you considering replacing or retrofitting irrigation into your existing orchard but unsure how to start or the steps involved?

The Global Extension Team along with Irrigation NZ and other irrigation experts are running an online irrigation workshop designed to give growers who are thinking about replacing, retrofitting or installing a new irrigation system for the first time, a clear idea of the steps they need to take to confidently put in an irrigation system that meets their needs.

The workshop will cover:

- Selecting your water source.
- Making sense of irrigation maps.
- Irrigation infrastructure (diving into details around pumps and emitters).
- Growers will also share their irrigation journeys.

Our aim is for you to leave feeling confident that you can have quality conversations with your irrigation consultant to get the best irrigation system for your existing orchard. Please visit the Canopy homepage and click on the 'Events' tab to find out more.



Updates from our Pre-harvest Team



INSIGHT GOES BOTH WAYS AT PRE-HARVEST FORUM 2022

This year's pre-harvest forum took place on 14 March via an interactive webinar. The key focus was to provide insight into the upcoming changes to GLOBALG.A.P. Version 6 and Fresh Water Farm Plans (FWFP).

The forum, opened by Farzana Adams, Head of Global Quality & Technical, highlighted the drivers for these changes including increasing pressure from our customers, consumers and regulators to make impactful environmental change, manage businesses more sustainably and protect the world we live in. This highlighted the importance of sustainability which is at the heart of everything we do for our kiwifruit, environment and communities.

Version 6 is the largest review of the GLOBALG.A.P. standard. The revised standard has a strong focus on continuous improvement and is more outcome focused. Key changes include strengthening our biodiversity management, pest management practices, soil and nutrient management, worker welfare, addressing greenhouse gas emissions, and improving our water management practices.

Zespri and the kiwifruit industry have been managing a GLOBALG.A.P. programme for 20 years and are well positioned as a collective to respond to the new requirements.

Farzana says, "We are keen to hear from growers and collaborate on how we can best support you through these changes. Based on the feedback from the forum we look forward to working with you in smaller focus groups to get additional insights as we work through this journey together."

Working with growers to understand the practicalities of these new requirements is key to our success."

Other sessions within the online forum included an update on this year's Crop Protection Programme including understanding this year's changes, lessons learned from last season and some on-orchard practices to be mindful of.

"With customer requirements becoming tighter we must do everything we can to ensure products growers use comply with global requirements," says Mel Walker, Pre-Harvest Programme Manager.

Another important topic addressed in the forum ahead of the new season was worker welfare, including an update on GLOBALG.A.P. Risk Assessment on Social Practice (GRASP) discussed. Going into the season the message of maintaining good worker welfare is hugely important, particularly with the increased pressure on our labour force predicted this season.

It is important to continue to report non-compliance to ensure it's clear that non-compliant behaviour is not welcome in Zespri's kiwifruit supply chain. Any labour compliance issues can be reported anonymously to our Industry Compliance Team on 0800 549 440 or compliance@zespri.com.

Remember the adage – *trust takes years to build and seconds to destroy*.

A recording of the forum can be found on The Canopy <https://canopy.zespri.com/EN/industry/news/Pages/preharvest-webinar.aspx>.

UPDATE TO 'JUSTIFIED APPROVALS' FOR POST-HARVEST MOVENTO

Last season, growers were encouraged to consider a post-harvest Movento application if scale was a pest of concern on their orchard. We had some fantastic uptake and appreciate how much industry is trying to get scale under control.

We heard a lot of feedback from growers and industry frustrated at the Justified Approval process, and the need for it regarding the post-harvest Movento application. As a post-harvest application is currently 'off-label' for Movento, and to ensure the integrity of the Justified Approval process, there remained a need to keep justification of 'off-label' use, part of the approval process.

However, our team has considered how this could be better managed this season and a decision has been made to automatically use the levels of scale found during the pest monitoring completed this year (2022 harvest), for justification of a post-harvest application in the 2023 season (April this year).

This means – if you had scale found at 4% or higher during any of your pest monitoring rounds in the 2022 season, you do not need to complete a Justified Approval to apply post-harvest Movento.

Given the ability for scale to spread, you have the option to apply to all blocks, rather than just those with 4% or above, though we will always encourage targeted application.

At this stage, we cannot use pest data found in post-harvest as we cannot verify against it in our system, and the integrity of the justification process is an important part of our programme.

Again, no justified approval will need to be completed, if the above requirements are met.

If applying a post-harvest Movento, it's important extreme caution is taken to prevent spray drift to any blocks which have not yet harvested. Leaf condition is also important as the weeks get colder and leaf condition deteriorates, there are some great resources on canopy and in this month's *Spotlight* to help guide you in this.



TROPICAL ARMY WORM SPOTTED



KVH has recently received reports of caterpillars causing significant damage in young kiwifruit development blocks.

The caterpillars have been identified as tropical army worm (TAW), which at this time of year are known to move en masse through pasture and orchards, causing considerable damage in a very short time - nurseries can also be plagued by these hungry visitors.

The good news is that they are easily managed once identified. There are several resources available to help with this on the Zespri Canopy website and some great images on the iNaturalist website, www.inaturalist.org.

If you think you might have spotted TAW, or anything else that leads to a 'what in the world is this?' moment, do remember that the free Find-A-Pest app is a really useful tool to help identify and report unusual looking bugs.

You can quickly and easily submit a photo for identification and access reference fact sheets on well-known industry pests. Most importantly, 'Kiwifruit's Most Unwanted' biosecurity threats such as Brown Marmorated Stink Bug and Spotted Lanternfly are also highlighted on the app.

If you ever think you may have found a new-to-New Zealand threat, catch it if you can, take a photo, and immediately report it to the Biosecurity New Zealand hotline (0800 80 99 66) or KVH (0800 665 825).



Tropical army worm feeding on fruit. Once identified, this pest can be easily managed on kiwifruit orchards.

STINK BUGS PROBING THE BORDER



Brown Marmorated Stink Bugs (BMSB) are continuing to probe our border defences as the high-risk season passes the halfway mark.

Latest data shows that so far this season (1 September to 30 April) there have been 60 live BMSB found, mostly on vessels, imported equipment/packages and predominantly from the USA, China, and Italy.

More detail can be read in the monthly KVH risk update for BMSB, which includes data reported by Biosecurity New Zealand and kiwifruit industry activities to make sure that everything possible is being done to prepare for and respond to this unwanted pest.

The risk period for BMSB stretches throughout autumn so remember to be on the lookout and report anything unusual. Information and videos about the risks this bug poses are available at www.kvh.org.nz.

PSA RISK PREDICTION EASIER THAN EVER



We've added a great new tool into the online Weather & Disease Portal at www.kvh.org.nz, enabling you to do a comparison of monthly Psa infection risk, between any season and any weather station.

Monthly Psa infection risk is simply the R-index, or infection risk, calculated for each day of that month, added together. A month with a higher monthly total will have more favourable conditions for infection and therefore greater disease risk pressure than a month with a lower total.

Previously, the Weather & Disease Portal allowed comparisons across months and seasons for a single weather station only. The great new functionality means you can now build your own list of station and season combinations allowing you to compare infection risk across properties in different areas and across different years.

The clear, simple, easy to understand data is designed to help inform Psa decision making.

Growers and orchard managers can - based on Psa history on-orchard - adjust their Psa management strategies to ensure they are appropriate for each orchard location.

The monthly Psa risk comparison tool can be found within the Weather & Disease Portal, under the 'seasonal' tab. You can choose up to five seasons, and up to five stations.

If you haven't already registered to access the portal, you can do so on the KVH website at www.kvh.org.nz.

The Psa risk model calculates an R-index for each day, which represents the daily infection risk for the environmental conditions that day. This daily R-index is accumulated into a total for each month to give an indication of how infection risk is trending over time.



KEY FOCUS: APRIL GLOBAL EXTENSION TEAM

Pre-harvest

Post-harvest

Crop protection

Red19

THE MONTH AHEAD: APRIL



Next season's canes.



Males in need of a final pruning round.

IS HARVESTING ON THE HORIZON?

This season is another challenging one due to COVID-19 being widespread in the community, and the anticipated shortfall of labour to go with it. **Your top priority this harvest should be getting your fruit picked as soon as you are able. If you get a clearance for your crop and are able to pick, then do so.** The following reminders will help ensure you are prepared to harvest when your clearance comes through.

- Are there structures that need some attention on the orchard? Make sure these are propped up, entered into your hazard register and your contractor has been notified before harvest, and tag them for more permanent repairs if necessary over winter.
- Make sure your signage is up-to-date with current contact details, and visible signage for toilets and parking.
- When applying fruit clean-up sprays, ensure the sprayer is set up correctly to get good coverage of fruit and consider a double pass travelling in both directions to fill in shadows caused by the direction of travel. Have your clean-up spray booked in as soon as you get clearance so you don't hold up your harvest, and prioritise picking over a clean-up spray.
- Ensure the spray tank is thoroughly cleaned if moving between post-harvest sprays and fruit clean-up sprays

to avoid residues being found on fruit. Report any concerns to the pre-harvest assurance team.

- Monitor maturity. Brix at harvest is an important indicator of the storage quality of your crop. Keep a close eye on brix and firmness – once Gold3 reaches eight to nine brix, dry matter accumulation will slow or stop, so there's little point in holding out for more taste.
- Pre-harvest is a great time to review your orchard's performance. Look at the types of wood that have worked best for you and target those for winter pruning. Are there areas of clearly small fruit that might point to a lack of male in that area? Has wind been a problem and can shelter be improved?
- It is not too late to go through and do a pre-harvest thin. As a rule of thumb, you need to remove about six fruit per minute for it to be worthwhile.

ALREADY HARVESTED?

- Give feedback and recognition to your picking gang after the job is done, recognising the pressure they are also under this season.
- Take the opportunity to carry out a final male pruning round. Removing soft upright non-terminating growth also reduces the likelihood of Psa-V infection.
- Post-harvest applications of copper and Actigard (use Actigard only if you've still got good leaf condition) have

been shown to reduce Psa-V symptoms in spring. Getting good coverage of fruit-stalk scars is important in protecting against Psa-V infection.

- If your scale monitoring results have indicated high scale infestations in your orchard, then a post-harvest Movento spray is an option to reduce scale populations ahead of next season. Find more information on post-harvest Movento in the Spotlight insert, and visit the Scale page on Canopy for detailed recommendations (Canopy > Growing Kiwifruit > Pre Harvest Assurance > Pest Management > Scale).
- Both post-harvest Actigard and Movento sprays require over 50% of the leaves to be remaining and green (e.g., still functioning).
- **Important:** If you're using the same sprayer on crops not yet harvested, be thorough with your clean down to avoid residue issues. Remember to be aware of neighbouring crops (your own or others') that are yet to be harvested, as they could be impacted by spray drift.
- For Red19, think about laying down laterals. Pruning and tying down laterals on a warm, dry autumn day is less risky for physical damage and Psa than on a dry day in winter.
- If you decide to leave laterals up strings for a while longer do protect them from wind and rain.
- If it's been dry in your area keep up irrigation to promote autumn growth.
- For Red19 vines establishing, autumn is a good time to stop nutrient applications and give tender late-season growth time to harden off before the cooler temperatures in winter.



Q&A FROM THE FIELD

KEY CONTACTS:

Grower Engagement Manager:
Sue Groenewald 027 493 1987

Grower Liaison Managers:
Sylvia Warren 022 101 8550
Brad Ririnui 021 757 843
Richard Jones 027 255 6497
Malkit Singh 027 665 0121

Organic Supply Specialist:
Teresa Whitehead 027 257 7135

My Spray Diary is failing because some pre-flowering sprays I applied have been calculated as just inside my flowering window. Should I change my fruit set dates?

No, please don't change your fruit-set dates in Spray Diary if they are correct. The Spray Diary automatically calculates your flowering periods based on the recorded fruit set dates but this might not exactly correspond with what happened on the orchard. It is important to record spray dates and fruit-set dates accurately. If your Spray Diary is failing, contact Jemma Hughes – Pre-Harvest Technical Specialist to organise a Spray Diary clearance on 0800 155 355 or by emailing spraydiary@zespri.com.

I followed the pest monitoring requirements on my orchard but I still have pest results over the threshold. Am I still eligible for the \$0.25 per tray Pest Monitoring Incentive?

Being eligible for the incentive and having access to China are slightly different. As long as you have completed the required actions in response to your initial pest monitoring result (see the Pest Monitoring Incentive Requirements and Action Sheet) then you will be eligible for the incentive. If results remain above the pest threshold/s your fruit may have a market restriction placed on it for China but you will still be paid the incentive.

I am concerned about the spray regime and drift from a neighbouring property. What can I do?

Communication with your neighbour is key. You should request a property spray plan from your neighbour and in most regions, it is a legal requirement that they then supply one to you. A spray plan will outline their spray drift mitigation measures in place. Visit your council's website and get an understanding of the requirements for your region. It is a good idea to chat to your neighbour about leaving buffer areas, ensure you have sufficient shelter and request that you are notified when they are spraying. Ultimately you are responsible for any residues found on your fruit.

I am unsure who I am packing with this year, what do I do with my Schedule 5 Agreement?

The Supply Agreement form is important as you cannot pick and pack your crop until this form has been completed, signed by you and your Registered Supplier and returned to Zespri. If any of your details have changed or you are undecided on a packhouse you can have multiple agreements, but you must ensure you pick your fruit under the correct 5th digit.

I have sold my orchard with the crop on but I am unsure whether the sale will be completed prior to harvest what do I do?

If the crop proceeds are part of the Sale and Purchase agreement we can add the new grower as the Kiwifruit Titleholder, then they can submit fruit under a new Schedule 5. If you believe your orchard sale will be close to harvest please contact Zespri Support Services to ensure a smooth start to the season.

NZ FAREWELL TO TOM MACMORRAN



New Head of Asia Supply, Tom MacMorran.

We would like to congratulate Tom MacMorran who has accepted a new role in Zespri as Head of Asia Supply in the Zespri Global Supply (ZGS) team based in Fukuoka, Japan. Tom's responsibilities will span the Japan and Korea ZGS supply bases and will oversee the development of these two ZGS regions as we head into an exciting growth phase.

Tom will be greatly missed by the New Zealand grower community and we wish him and his family well in relocating to Fukuoka.

NEW ZESPRI GROWER LIAISON MANAGER

The Zespri Grower Liaison Team would like to introduce our newest member of the Grower Liaison Team - Malkit Singh.

Malkit comes to us from the New Zealand Police and has extensive contacts and knowledge of the industry. Malkit will be looking after parts of Te Puke, Waikato and Auckland.

Malkit can be contacted on 027 665 0121.

GROWER FISHING COMP A HIT

In February the Zespri Grower Liaison Team hosted more than 120 anglers over one week of fishing across the seas and great lakes of central and northern New Zealand.

The competition was completed online using the Tangler app which allows participants to compete from anywhere in New Zealand, the app also means a catch can be recorded via the app and caught sustainably with competitors taking only what they needed.

Over \$20,000 of prizes were given away from fishing rods to reels and chilly bins, with the biggest prize – bragging rights - fiercely contested.

Thanks to all those involved, and a big congratulations to our winners. Keen anglers will also get the chance to compete next year.

The team would also like to thank our sponsors, as without them the competition would have not been possible. Below are some of the epic catches landed during the inaugural competition.

Principle Sponsor: FMG

Gold Sponsor: Stoney Creek, Mastertech Marine, Rabobank

Silver Sponsor: Opal, Mount Brewing Co, Farmlands, First Mortgage Trust

Bronze Sponsor: Hunting and Fishing, WaterForce, Jenkins Freshpac, Trimax, DMS



Peter Blair with his last minute Kingie.



Madi McBride's Kingie.



Mark Sorensen with his prize Snapper.



Tracey Sutherland's Rainbow Trout.

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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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GROWERS WANTED FOR NEW VARIETIES TRIALS

Zespri is calling for skilled and committed growers to be part of the upcoming pre-commercial new variety trials, planned to start this winter on orchards around New Zealand.

Zespri Chief Grower, Industry & Sustainability Officer Carol Ward explains new pre-commercial green varieties will be trialled as potential Hayward replacements as part of the longstanding new cultivars breeding programme Zespri runs with the Kiwifruit Breeding Centre (previously operated by Plant & Food Research). This is particularly relevant given the Environmental Protection Agency's proposal to ban hydrogen cyanamide (Hi-Cane) within five years.

"THIS IS YOUR CHANCE TO BE PART OF THE INDUSTRY'S FUTURE, WORKING WITH OTHER LEADING GROWERS TO USE YOUR KNOWLEDGE AND SKILLS TO TEST OUR CUTTING-EDGE VARIETIES IN THE REAL WORLD" EXPLAINS CAROL.

"WE'RE LOOKING FOR EXPERIENCED GROWERS AND HIGH-PERFORMING SITES FOR THESE TRIALS."

Zespri's preference is to have 0.5ha per trial variety on each site in Bay of Plenty and 0.25ha sites per variety in other regions but there is flexibility here to get the right sites.

We're also planning to set up key multi-variety 'supersites' in Bay of Plenty, growing all trial varieties simultaneously, and those growers would work closely with Zespri to run additional trial work and data collection. This would also require enhanced site access for Zespri. Supersite growers would receive additional payment.

"It's important to note that new varieties come with an inherent level of risk and the bar for commercialisation is high – but investing in developing the world's leading portfolio of kiwifruit is the only way to stay relevant in the market for the years to come," says Carol.

Compensation

- Trial growers will receive a payment to compensate for cutover to the new cultivar and production loss, as well as an attractive per tray payment for Class 1 trial fruit submitted.

- If a new green cultivar is commercialised as a result of the trial, all grower-trialists – regardless of which variety they trial – will receive licence entitlement for the newly-commercialised cultivar. Note: No SunGold Kiwifruit licence is being offered to trialists as part of this programme.
- We'll look to further drive performance and knowledge sharing through competition incentives for top-performing growers.

REGISTER NOW

Interested growers should fill out the Expression of Interest application forms available on Canopy. Application window is open from 1–22 April.



TRIAL Q&A

Who are we looking for?

We need people who know how to grow kiwifruit to take these new varieties out on the orchard and figure out how to grow them well. There's no manual here – we'll share what we know so far about these varieties, but we need expert growers to learn how to get the best out of these vines.

Growers can trial one or ideally two or more varieties at the same time, depending on site selection and availability.

What sites are we looking for?

- In BOP, we are looking for growers to trial either one, two or multiple varieties. Our preference is 0.5 hectare for each variety, so if someone was trialling two varieties, they would need to allocate 1 hectare in total.
- In other regions we are looking at some smaller strategically selected sites – around 0.25 hectare per variety.
- The initial focus is on BOP at this stage of the trials, as that's where the overwhelming majority of Green is grown.

Trials are usually run over a five-year period and potential trialists will be assessed on:

- The location and quality of the site – we need great sites here! Mature rootstocks with good production history preferred.
- The ability for the site to develop canopy and deliver high fruit yields in the shortest-possible time after grafting.
- Site security.
- The ability and willingness to be part of a collaborative group of trialists.

What do growers need to do as trialists?

Grow these new varieties as best you can! And collect data on the orchard and share what you learn with other trialists where required by Zespri. If growers are interested in trialling more than one variety, they should record this on their EOI application.

However, confidentiality is a must and trialists must keep all trial information strictly confidential to those outside the trial or anyone other than authorised Zespri staff.

What are the benefits of being a Zespri trialist?

Being recognised as an industry leader, developing and sharing new growing knowledge for the industry. Plus an attractive per-tray payment for Class 1 fruit submitted, cutover payments and – if a cultivar is commercialised from the programme – a licence allocation for the new cultivar.

What's the difference between 'supersites' and other trial sites?

We're looking to establish sites in BOP as key multi-variety supersites, where we can compare new varieties side-by-side in an orchard. These growers would work closely with Zespri to run additional trial work and data collection, there would also be enhanced site access for Zespri. Supersite growers would receive additional payment.

How does the Kiwifruit Breeding Centre programme work?

Each year the breeding team goes through the promising varieties under development at the Kiwifruit Breeding Centre site to judge whether any of them could succeed across the orchard, through the supply chain and in market. The Zespri Board then decides which one/s will be promoted to 'precommercial' trials.

Varieties can be in precommercial trials anywhere from one to five years. Non-performing varieties will be removed more quickly from the programme as we look to prioritise investment and resource in cultivars looking most likely to succeed.

How many growers are Zespri looking for?

Zespri is looking to contract around a dozen expert growers per variety across a range of top-performing sites in growing areas of NZ. The total number of growers depends on how many cultivars the Zespri Board decides to put in the trials.

Why has the grower reimbursement changed – why is there no more SunGold Kiwifruit licence entitlement for trialists?

We've worked with former trialists to develop this new system and we're confident it provides a fair compensation and motivation for the costs and risks involved. We're looking for innovative growers who're interested in trialling these new Greens and want to be trailblazers for the potential commercialisation. SunGold Kiwifruit licence doesn't necessarily line up with that aim.

Can growers choose what variety they want to trial?

No. Variety allocation is determined by a panel to balance available budwood, regional spread and site requirements.

KEY DATES

April 1–22 | Grower EOI open.

End of May | Zespri Board decides on cultivar/s to go into precommercial trials.

July | Budwood collection and grafting.