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AHEAD – NOVEMBER



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## FRUIT QUALITY UPDATE

Market teams continue to work hard to improve returns and we have seen positive movements on freight costs and foreign exchange, however quality remains a challenge this season.

The moves that have been made to strengthen our onshore quality assessment processes have allowed us to identify poorer quality fruit onshore, helping protect our brand and reduce costs. However, we have seen the weekly rates of onshore fruit loss trending above those considered in our August forecast. While the forthcoming November forecast is still being refined, quality impacts will likely see OGRs revised downwards, particularly in the Organic Green, SunGold and Organic SunGold Kiwifruit categories. The next forecast will be released to the industry on 23 November.

Improving fruit quality for 2023 is critical to protect our brand and to improve our returns back to growers. We've appreciated the feedback received from the wider industry over recent weeks, and this is being used to inform the work currently being undertaken to develop an industry Quality Action Plan, with this process being led by the Industry Advisory Council (IAC).

*You can find more details on the Quality Action Plan on page 2 of this Kiwiflier and further updates will be made available in the coming weeks as decisions are made.*

## FROST IMPACT

This season's frost, including the major frost event which took place overnight on Thursday 6 October, has provided yet another challenge in what's already been a really tough year. Zespri extends its sympathy to all affected growers and we acknowledge the added stress events like this can bring.

While our assessment continues and the full impact of this season's frost is yet to be fully understood, our provisional view from discussions with affected growers is that this is likely to have contributed to a 10-15% reduction in our planned Green and SunGold Kiwifruit crops for the 2023 season, and a 15-25% reduction in our planned RubyRed Kiwifruit crop. These figures have been calculated based on a weighted average by region and will be revised as we gather more information before our first official crop estimate for the 2023 season is released to industry in early December.

Please continue to check in on your neighbours and colleagues, and keep in touch with Zespri, NZKGI and your packhouse. Thanks to those who joined us at the Frost Field Days that were held in recent weeks which provided a forum to discuss how best to manage frost-damaged vines. For more information and an overview of the pastoral care available, make sure to **check out the NZKGI article on page 13.**

# 2023 LICENCE RELEASE ANNOUNCED

**Zespri's Board has announced the amount of hectares to be licensed in 2023. An extensive licensing review has also led to significant changes, including a new bidding method.**

In reviewing licence arrangements for 2023, the Board considered not only market demand and the ongoing desire to ensure demand exceeds supply, but the challenges the industry is facing with supply capacity constraints and a need to focus on improving fruit quality.

350 hectares of Zespri SunGold Kiwifruit licence will be released in 2023, the same quantity that was released in 2022. Of this 350 hectares, 200 hectares will be available exclusively for cutover of producing Hayward or Green14 area. The balance of the remaining 150 hectares will be available in an open pool for either cutover or greenfields development.

150 hectares of Zespri RubyRed Kiwifruit licence will be released in 2023, 200 hectares less than the 350 hectares released in 2022.

There will be no release of Zespri Organic SunGold Kiwifruit licence in 2023, with current yields and more organic conversions giving us confidence we can reach target supply volumes by 2027 without further release.

Other changes made to the licensing programme follow an extensive license review process undertaken in 2022. This included significant early engagement with growers, advice

from independent experts, and Zespri has appreciated the feedback provided by more than 400 growers.

The closed tender bidding process has also changed to an online ascending-price open auction.

**Further details of changes to the release programme are on page 3.**



30 NOV  
- 3 DEC

## SEE YOU SOON AT MYSTERY CREEK FIELDDAYS

**We're looking forward to returning to the Mystery Creek Fielddays from Wednesday 30 November to Saturday 3 December and we hope to see you there.**

Zespri CEO Dan Mathieson will provide an update on our latest forecast, the 2023 licence release and trends across our global markets. There will also be the chance to connect with members of the Zespri Board and Executive, and representatives from New Zealand Kiwifruit Growers, Kiwifruit Vine Health and the Kiwifruit Breeding Centre.

Join us for the presentation followed by some lunch from 12:00pm, or for a drink and debrief from 3:30pm. A light informal breakfast will also be available from 10:00am at the site on Saturday morning.

Also at Fielddays, the Women in Kiwifruit team are hosting a guest speaker - ANZ Bank Chief Economist Sharon Zollner - who will be speaking about women's wealth in the Zespri tent on Wednesday 30 November at 2pm. Keep an eye out for further details on the Women in Kiwifruit Facebook page.

If you are unable to join us at Fielddays we'll also be hosting grower roadshow meetings in Kerikeri, Nelson, Te Puke and online the week following Fielddays. Details of these events will be made available on Canopy shortly.

**We're located at F49 and E48 next to the Fielddays Bar and Eatery.**







## DAN'S VIEW

### Update from the CEO

*Hi everyone,*

**This month's frost was another significant challenge for growers in a tough year. We also know that many growers are experiencing variable levels of bud burst and lower flower numbers, which will also impact next season's crop.**

Our thoughts are with those of you who are experiencing canopy damage or seeing poor crop development. We're working with NZKGI to ensure there's pastoral support available for growers who need it. More resources are also being added to the Canopy on how best to manage frost-damaged vines and our teams remain available to talk through this in more detail. The contacts of our Grower Liaison Management team are available on the back page of this *Kiwiflier*.

Our fruit quality, cost pressures in the supply chain, and global instability have been the topics of much conversation in the meetings I've had with customers in Europe and North America this month. On the positive side, demand for kiwifruit remains strong and our distribution and retail partners want to continue to grow with us. We've seen, for example, strong growth in North America where we've invested heavily in recent years, with Zespri SunGold Kiwifruit the fastest growing fruit out of the top 20 fruit in the fruit bowl for the last four years straight.

Meeting face-to-face gave us the opportunity to discuss the year's challenges and reassure customers and retail partners of the work we're putting in to improve fruit quality for 2023.

This is increasingly important given the impact rising costs are having not just on our industry but on our customers and consumers who will be even more selective with their purchasing decisions next year as the cost of living increases.

Over the next few weeks we expect to be able to provide more details on the industry Quality Action Plan - a process being led by the Industry Advisory Council (IAC) to help us address the quality issue. You can see the broad principles of this plan outlined in the fruit quality article on this page.

We know you're setting your orchards up for next season and need information as soon as possible, particularly on the rebalancing of commercial drivers such as the reductions in KiwiStart and increase to time rates signalled in last week's Industry Update email.

This remains a priority and details will be made available as soon as they're confirmed. In the meantime, thank you again for all of your efforts to ensure we finish the season strongly.

I'm looking forward to getting back to New Zealand in November where I hope to see many of you in person at the Mystery Creek Fielddays. We'll be talking through our latest forecast, providing a season and quality update and discussing our 2023 season.

Best,

*Dan*



# FOCUSING ON QUALITY: AN INDUSTRY QUALITY ACTION PLAN

The industry is considering its approach to improve fruit quality in 2023. This includes discussions on reducing KiwiStart rates and increasing time rates to support good storing fruit as part of a move to rebalance KiwiStart and Mainpack returns.

Ensuring we can deliver the consistently high quality and great tasting fruit that the Zespri brand is known for is critical to retaining the support of our customers and consumers, protecting our brand, and returning maximum value to the industry and our communities.

We've appreciated the feedback that growers and the wider industry have offered around fruit quality, and these insights are being used to inform the work currently being undertaken to develop an industry Quality Action Plan. This process is being led by the Industry Advisory Council (IAC) and involves a number of working groups made up of representatives from Zespri, NZKGI and the post-harvest sector.

The Quality Action Plan will be based around seven key principles:



## 1. UNDERSTANDING THE CAUSE(S) OF POOR QUALITY

While work has already commenced, it is unlikely that all of the causes of poor quality experienced during 2022 and in previous seasons will be identified prior to the commencement of the 2023 season harvest. Analysis is being undertaken to identify trends and correlations, with further research being instigated to more deeply investigate potential poor quality causes and the findings of this work will be shared with industry. What is already clear is that harvest and handling-related damage was a significant contributing factor to poor quality in 2022 and lifting the quality of harvest provides a key opportunity to improve next season's fruit quality.



## 2. REBALANCING COMMERCIAL DRIVERS/INCENTIVES

Commercial drivers need to be rebalanced to incentivise high quality fruit for our early season, mid-season and late season requirements. While discussions at the IAC and other industry forums continue, consideration is being given to reducing KiwiStart payment rates in 2023 to help rebalance KiwiStart and Mainpack returns. Any changes to KiwiStart payments will be considered in light of the ongoing need to incentivise sufficient volumes to start the season well, optimise labour and reduce peak pressure points throughout the season. As part of this rebalancing and to help encourage consistent high quality supply throughout the season, consideration is also being given to increasing time rates which support returns for good storing fruit. Confirmation of these potential changes and details of specific rate amendments will be provided following IAC approval.



## 3. COMMUNICATING BEST PRACTICE FOR GROWING AND HARVESTING PREMIUM FRUIT

From a growing perspective, extensive analysis is being undertaken to try and determine any trends in growing practices that correlate to fruit performance. The impact of the labour shortage on harvest and on the timeliness of on-orchard activities are significant factors and contributed to the increasing variability and physical damage witnessed in this season's fruit. Zespri's Global Extension Team is working with industry stakeholders to create best practice growing and harvest resources to support growers and those involved in harvest with the provision of timely information as on-orchard activities occur.



## 4. ASSESSING FRUIT FLOW DECISION MAKING FROM END-TO-END

The decision-making processes relating to fruit procurement, including volume procured early in the season, the advanced movement programme for coolstoring fruit in-market and shipping methods are all being reviewed to identify any potential improvements. The outcomes of this review are expected by the end of this year and will feed into the decision-making processes for the 2023 season.



## 5. KEEPING POOR FRUIT ONSHORE VIA ZESPRI ON-SHORE QUALITY ASSURANCE

Zespri is reviewing its quality assurance framework and supporting resources to help keep quality issues on-shore. The Zespri quality assurance framework is an important component of our quality system that helps ensure fruit meets our grade standards prior to export. The review will cover the Zespri audit programme, the sample sizes of audits and the consequences of audits including the coolstore hold process. One of the objectives of this review is to keep poor quality fruit onshore to protect our reputation with customers. Zespri expects to discuss the outcomes of this review with various industry groups in the lead-up to Christmas.



## 6. ASSESSING SUPPLIER ACCOUNTABILITY - COMMERCIALS & CONSISTENCY

The Supplier Accountability programme holds suppliers accountable for in-market outturn performance. Opportunities to enhance the existing programme are being reviewed to mitigate poor quality and reward good quality long storing fruit. Opportunities to improve the consistency of in-market checks that are used to facilitate the programme are also being investigated.



## 7. IMPROVING TRANSPARENCY OF IN-MARKET INFORMATION ON QUALITY & COSTS

Feedback has been received from growers and postharvest representatives that they want to better understand what quality issues their fruit causes in-market. Enhancements to both grower and postharvest reporting will be considered so that more information can be provided about in-market quality performance.

Improving grower profitability remains a key focus for 2023 and improving fruit quality to reverse the trend of rising fruit loss and quality costs is of key importance. There's been a tremendous amount of effort being put in across the industry to address our fruit quality challenge and we'll continue to provide further updates on the plan as more information becomes available.

### GOT FEEDBACK?

Growers and the industry can continue to provide feedback on quality issues via [qualityreview@nzkgi.org.nz](mailto:qualityreview@nzkgi.org.nz).







# 2023 LICENCE RELEASE

## ASCENDING-PRICE OPEN AUCTION

In response to feedback from growers and our expert advisers, the licence bidding mechanism will change from a closed tender, to an ascending-price open auction. A summary of the proposed process is below, but much more detailed explanations will be provided closer to the time.

Bidders will apply ahead of the process and be validated receiving a "clearance to bid" for a maximum bid area.

The auction is online and approved applicants will receive login details. The proposed platform is already well established and will only require minor customisation for Zespri licence release.

Before applications open, Zespri will publish the opening price. For clarity, the opening price is Zespri's reserve price.

In the first bidding round, at the reserve price, registered bidders will indicate the hectares they are prepared to purchase at the reserve price.

If the round is oversubscribed, the price will be raised and bidders indicate at the new price whether they want the same or less hectares (including opting out). Each round that is oversubscribed means another round will be run at a higher price.

Bidders can't increase their hectares or join the auction after a round they didn't participate in. This is to avoid gaming/manipulation but also to ensure that total demand always falls as price increases and bidders can be certain what market demand is at a given price (which maximises transparency).

Bidders will be informed of demand (e.g. total hectares demanded) for the previous round before bidding in the next round. This means bidders will have a sense of 'the market' as the auction runs.

The last round is where the hectares demand from growers still in the auction is within the range Zespri wants to allocate.

At the end of the last round, every remaining bidder will be successful and pay the price of the last round.

Each auction will be managed in a way that it can be completed within a few days.

As part of the recent shed talks, growers were in favour of change and were generally supportive of an ascending-price open auction. However, two risks raised were technology issues (like rural broadband speed), and concerns about auctions being stressful. A key feature to address this risk is the ability to pre-bid ("auto-bid") before the auction. Bidders will be able to enter an auto-bid for hectares at a number of price points. The auction software will take these auto-bids into account for each round. The auction system will place bids on behalf of the bidder in this case. It will not be possible to either override the initial instructions or submit bids manually.

The revised auction format aims to address key grower concerns around price equity (all bidders pay same price), and transparency (knowing what 'the market' is doing during the process).

### ZESPRI'S RELEASE INTENTIONS

In order to give growers the ability to better plan for future-years, Zespri has extended its confirmation of future licence release out to 2027.

The table below outlines the intended release of licence out to 2027. SunGold Kiwifruit hectares are broken down into cutover vs open pool hectares for the 2023 and 2024 years. Each year's release is subject to review and Board approval.

Year	2023	2024	2025	2026	2027
<b>SunGold Kiwifruit</b>	<b>350</b>	<b>500</b>	<b>500</b>	<b>350-500</b>	<b>350-500</b>
<i>Cutover</i>	<i>200</i>	<i>200</i>	<i>200</i>	<i>TBC</i>	<i>TBC</i>
<i>Open</i>	<i>150</i>	<i>300</i>	<i>300</i>	<i>TBC</i>	<i>TBC</i>
<b>SunGold Organic Kiwifruit</b>	<b>0</b>				
<b>RubyRed Kiwifruit</b>	<b>150</b>	<b>150</b>	<b>150</b>	<b>100-300</b>	<b>100-300</b>

### BROAD TIMELINE FOR LICENCE RELEASE 2023

<b>Mid-December 2022</b>	More information to growers regarding rules for licence release Explanation of Ascending-Price Auction process
<b>Late-January 2023</b>	Rules published (Licence Application Overview and Rules - LAOR)
<b>Late-February</b>	Deadline for registering a KPIN
<b>February-March</b>	Mock auctions to be conducted with interested growers
<b>Mid-March – Mid-April</b>	Bidder application window open and pre-approval of bidders by Cooney Lees Morgan
<b>Late April-Early May</b>	Auctions Conducted

Note that some dates are subject to change, as the customisation and introduction of a new bidding platform may require flexibility in the first year.

## LICENCE RELEASE RULES

#### Cutover Pool vs Open Pools

200 hectares of SunGold Kiwifruit licence will be available exclusively for cutover of producing Hayward and Green14 in 2023. This pool will have its own rules to ensure it achieves the dual purposes of managing Green volumes to optimise market returns, addressing concerns voiced by Hayward and Green14 growers during the licensing review process.

The Open pools for both SunGold and RubyRed Kiwifruit are available for either cutover or greenfields development.

#### The SunGold Kiwifruit cutover pool will have the following rules:

- This pool will be allocated 200 hectares in 2023
- Bidding will be in an ascending-price open auction (see side panel for a summary)
- Applicants must provide a KPIN at the time of Application
- The area being cut over must have supplied Hayward or Green14 fruit to Zespri for the last two years
- Maximum bid is 3 hectares per KPIN
- A bidder must be the landowner or lessee (with a lease of at least seven years to run at the time of application) of the orchard
- Cutover bidders can also bid in the Open pool
- A GPS map is required to be supplied with every application
- The licence will have to be planted in full on the KPIN associated with the application, and will not be able to be grafted on other orchards/KPINs
- The 'use it or lose it' two-year rule applies with planting or grafting by 31 January 2025

#### The SunGold Kiwifruit open pool will have the following rules:

- This pool will be allocated 150 hectares in 2023
- Bidding will be in an ascending-price open auction (see side panel for a summary)
- Applicants must provide a KPIN at the time of Application
- Maximum bid per applicant and KPIN: 10 hectares
- A bidder must be the landowner or lessee (with a lease of at least seven years to run at the time of application) of the orchard
- The 'use it or lose it' three-year rule applies with planting or grafting by 31 January 2026, this is an increase of one year compared to previous years

#### The Red19 Open Pool will have the following rules

- This pool will be allocated 150 hectares in 2023

- Bidding will be in an ascending-price open auction (see side panel for a summary)
- No KPIN is required at the time of registration for the auction
- Maximum bid per applicant and KPIN: 10 hectares
- The 'use it or lose it' two-year rule applies with planting or grafting by 31 January 2025

#### Finishing Off Blocks licence

- A new process will be available all year round for genuine finishing off blocks
- The price will be fixed to assist growers with planning
- Rules will be published to industry in December 2022
- The price will be determined, most likely after next year's auctions

#### Other Rule Changes

In 2022 two new rules were introduced to ensure wide distribution of licence, and to avoid bids being made in a way that circumvented the intentions of the release. These rules have been reviewed and the following changes will be made:

- Removal of 2022's Associated Parties rule: This rule was extremely difficult to apply.
- While there will be no "Associated Person" rule in 2023, the provisions of the Allocation Process Rules governing circumvention of the maximum area limits will still be strictly enforced. For example, where two or more applicants with high levels of common ownership or control apply to bid for more than the maximum, the Panel will consider whether in the circumstances they have been set up so as to circumvent the maximum area limit. During the application pre-approval process, Cooney Lees Morgan will be scrutinising for any instances where circumvention of the rules may be occurring.
- Removal of 2022's plantable area rule: feedback from Shed Talks and the Licence Survey (300 respondents) was that the plantable area calculation was very complicated, not practical from an orchard management perspective, and in some cases was a barrier to applying. In 2023, new maximum bid areas apply, and the introduction of the cutover pool addresses some grower concerns about distribution of licence.

#### The Evaluation Panel's role

- To ensure that independence is retained, the independently-chaired Evaluation Panel will continue to play an important role in terms of over-seeing the pre-approval work that Cooney Lees Morgan does, and also over-seeing the new auction process.

### SUPPORT WILL BE AVAILABLE TO GROWERS

We are aware that the change to the 2023 licence release process is significant, and a new bidding mechanism will create uncertainty for some growers.

Before the mechanism is implemented, our aim is to provide bidders with enough information that they can participate confidently in the process either via the online auction or through an autobid. We are also working through what support is to be provided leading up to and during the auction process.

We are also working towards having resources available to show the new system to bidders either in mock auctions or

demonstrations and aim to have these available before growers make their decisions whether to participate in the 2023 licence release. We will closely monitor and communicate progress on this.

Supporting materials and FAQs will be available and communicated to growers as they are developed and will be available on Zespri canopy

#### Got questions?

For any questions on the 2023 licence release, contact the Zespri Grower Support Services team on 0800 155 355 or email the Zespri Licence team at [new.cultivars@zespri.com](mailto:new.cultivars@zespri.com).

# ZESPRI RUBYRED KIWIFRUIT REFLECTIONS

Having had a red kiwifruit concept in development for around twenty years, this season marked the first year of commercial volumes of our Zespri RubyRed Kiwifruit. In total, around 112,000 trays were shipped to customers and consumers in China, Singapore, Japan and Taiwan.

The path to commercialisation is about more than just bringing a new coloured kiwifruit to market, with RubyRed Kiwifruit the result of significant investment in exploring new varieties which can help amplify Zespri’s current kiwifruit portfolio, provide new consumption occasions and attract new and younger customers to the kiwifruit category.

Market Feedback

Market feedback in 2022 has again been positive, with RubyRed Kiwifruit attracting strong support from consumers due to its unique colour profile and berry-like taste. New Cultivar Commercialisation Manager Darin Hayson says this season’s highlights have been driven by the ability to provide good quality fruit to markets.

“While it’s been a challenging season, the supply chain has done a great job in RubyRed Kiwifruit’s first commercial season as generally speaking this season’s fruit in market has been really good quality, with improved colour consistency, low defect levels, and good firmness, which has been really pleasing given we know RubyRed Kiwifruit is generally a softer and more delicate variety.

“The work the markets have undertaken has certainly helped with this season’s performance. Our introduction of a RubyRed “Kiwi Sister” along with great in-store visibility and engaging packaging has helped draw customers’ attention to the variety, backed up by some in-store sampling and social media campaigns which have focused on promoting the novelty and newness factor of RubyRed Kiwifruit.”

Challenges

Darin says that with RubyRed Kiwifruit still a very new variety, there remain challenges to work through. “We’ve certainly

seen challenges on orchard, with lower than expected yields being seen on mature orchards, newly licensed crops still establishing, and defect levels at packing, mainly due to blemish being higher than we’d like.

“This season’s forecast quality costs for RubyRed Kiwifruit of \$2.13 per tray reflect the management of this softer fruit through the supply chain. With RubyRed being a naturally softer variety, in a pick-pack-ship program we expect RubyRed Kiwifruit quality costs will remain comparatively high vs Green and SunGold Kiwifruit. However these are proportional to the sales price and have been anticipated and considered in long term RubyRed Kiwifruit OGR forecasts that accompanied license release information.”

“There is also some colour variability in RubyRed Kiwifruit which we need to continue educating consumers on, and given the impact colour has on repurchase decision-making, we’re focused on building our understanding on orchard around what drives red colour development.

Financial Performance

“From a financial perspective, RubyRed Kiwifruit has performed strongly, with the average OGR in the August forecast of \$18.93 well ahead of the \$11.80 forecast in the New Variety Information Guide. As supply of RubyRed Kiwifruit continues to expand, we do expect these per tray OGRs to return back to our initial forecast returns which had RubyRed Kiwifruit returning a circa \$1-\$1.50 premium over gold over the medium to long term.

Darin notes this season’s frost came at a particularly difficult time for RubyRed Kiwifruit growers, with many severely impacted. This was reflected in Zespri’s recent update initial crop estimate suggesting this may reduce next season’s planned volumes by 15-25 percent.

“We really feel for those growers still establishing their RubyRed plantings and the Global Extension Team (GET) are working hard to provide growers with guidance to support their on-orchard decision-making including how to best manage frost-damaged vines.”



Strong RubyRed Kiwifruit in-store visibility.

Future Growth

With more planted hectares still coming into production, overall volume growth is expected to continue to support the ongoing launch of RubyRed Kiwifruit.

RubyRed Kiwifruit is also in the early stages of precommercial trials in Italy, with early on-orchard observations positive and trials generating good quality and great-tasting fruit.

More details on the performance of Zespri RubyRed Kiwifruit and forecast volumes will be available in Zespri’s 5 Year Outlook document which will be published in December 2022.

A RubyRed Grower Update will also be held in November - **check out the back page for details.**

Key Facts

Metric	Result	Source
OGR	\$10.50-\$13.00/TE	2021 Outlook 2022 to 2026
	\$18.93/TE	2022 August forecast
2022 volume	112,160 TE (excl NSS), average size 37.5 + All 46s procured for export	Final Shipped
Key markets	Japan, China, Singapore and Taiwan	2022 exports
Hectares	100-300	NZ licenced hectares Italy trials

# UPDATE ON EPA HI-CANE REASSESSMENT

Zespri submitted two more scientific studies to the Environmental Protection Authority (EPA) on 30 September, commissioned to provide real-world data to help inform its upcoming decision on the proposed ban of Hi-Cane. These independent reports support our position that the EPA has overstated the risks of Hi-Cane use and understated its benefits for New Zealand.

BIRD STUDY

One report provides data on bird presence on 57 orchards in Bay of Plenty and Northland around Hi-Cane application in August 2022. This was in response to the EPA’s position that Hi-Cane was a threat to birdlife.

The study found a diverse range of common birds (exotic and indigenous) present in orchards before Hi-Cane application. No threatened or at-risk birds were reported in core orchard areas.

Before Hi-Cane application, significantly more herbivorous birds (birds which eat fruit) were reported in orchards that had more remnant fruit left on vines. The numbers of non-herbivorous birds (non-fruit-eating) were relatively constant on orchards with and without remnant fruit. Growers have suggested that this season’s labour shortage may have contributed to more remnant fruit being present on vines than usual at the time Hi-Cane was applied. No dead birds were found on orchards resurveyed after Hi-Cane application.

WORKER EXPOSURE STUDY

Another independent study funded by Zespri investigated the risk to people applying hydrogen cyanamide by measuring their exposure during application, while following usual industry practices. This study involved sampling 22 spray applicators (3 open cab, 19 closed cab) during a normal day applying Hi-Cane in late July and August 2022 across a range of different application methods and specific tasks, such as loading.

It found the EPA’s modelling – the basis of the proposed ban – significantly overestimated spray operators’ exposure – modelling it as 19 times higher than the closed cab results and 76 times higher than the open cab results. The study found most operators use closed cabs and do their own loading, few only spray or only load, or load and spray using open cabs.

Average operator exposure was reported at 0.004 mg/kg bw/ day. The EPA’s model had predicted exposure levels of 0.304 mg/kg bw/day for open cab applications and 0.0775 mg/kg bw/ day for closed cab applications – respectively between 19 and 76 times higher than reported in this study. Around 90% of surveyed participants were found to be under the EPA’s proposed safe level

of exposure of 0.01 mg/kg bw/day. Of those whose results were over the level, most were still significantly lower than the EPA predicted.

An independent toxicology report submitted by Zespri in April also concluded the EPA’s “safe” level was too low and could be doubled to 0.02 mg/kg bw/day.

To sample as many open cab operators as possible, the study recruited one further open cab sprayer who sprayed later than the others (August 31). However, due to timing constraints and weather conditions delaying spraying this season, their results were not able to be included in this report. Zespri will provide a separate report including this result to the EPA in October. We note this result was higher than the others.

OTHER DEVELOPMENTS

- An independent economic report submitted by NZKGI concluded the Hi-Cane ban would cost the NZ economy \$1.56 billion compared to benefits of just \$8 million, using NZ Treasury’s CBAX method for assessing the overall costs and benefits of a policy to society (the standard model used by the government to calculate cost benefit).
- The Decision Making Committee of the EPA visited 10 kiwifruit orchards on 29 and 30 September. Five of those sites were ones submitted jointly by Zespri, NZKGI and MKGI. The DMC will issue a report after the visits.
- The EPA published its analysis of the 202 submissions it received on the proposed Hi-Cane ban on September 22.

UPDATED TIMEFRAMES

29-30 September 2022	DMC site visits
30 September 2022	Final scientific reports due to EPA
30 November 2022	EPA publishes its updated position: science memo and update report
30 January 2023	EPA publishes hearing notice
8 February 2023	Submitters file comments on EPA’s updated science memo and update report
7 March 2023	Indicative start date for DMC hearings

Note: these dates may change at the EPA’s discretion

## NEW SHELTER REQUIREMENTS

Growers are required to keep spray on their orchards and most orchards have shelter which helps to manage spray drift.

Zespri Head of Quality Farzana Adams says Zespri and NZKGI have developed new requirements for effective orchard shelter along boundaries with sensitive areas. “Three years from now – in 2025 – growers will have to show in their GAP audits that they’re establishing shelter where it’s required to better protect sensitive areas like waterways and public footpaths,” says Farzana.

The definition of sensitive areas has been updated to include:

- Public water supply catchments and intakes
- Waterways
- Public areas and footpaths
- Significant natural areas as defined by regional councils
- Organic or other sensitive crops
- Schools, ECE, camps, community facilities
- Marae
- Golf courses (new)
- High-traffic roads — 500+ cars/week (new).

Farzana explains shelter requirements have been developed with spray expert Dr David Manktelow and include definitions of sensitive areas along with specifications for effective shelter, both natural and artificial. They were agreed following engagement with growers and post-harvest.

Orchards without effective shelter on boundaries with sensitive areas will be unable to use motorised sprayers to spray vines within 30m of the boundary from 2025.

New orchard developments will be required to have shelter and implementation details will be provided in coming months.





# FROM THE MARKETS

## 2022 NEW ZEALAND KIWIFRUIT SEASON NEARS THE FINISH LINE

**Demand for our great-tasting Zespri Kiwifruit has remained stable and shipping of New Zealand fruit is almost complete.**

Our industry has been working hard to get quality Zespri Kiwifruit through to our retailers, and it's pleasing to see continued strong demand for our fruit in market.

As of 30 October, in total across all varieties we've delivered just under 150m trays, or 90% of our full year plan. Class 1 SunGold Kiwifruit is approaching completion, with over 92m trays delivered this year (94% sold through). Class 1 Green is now 85% sold through, with just over 50m trays delivered.

Organic SunGold sales are almost complete at 98%, and Organic Green Kiwifruit sales are tracking well at 76% delivered compared to 83% last season.

### India:

#### PROJECT SUN RISE ENGAGES THE LARGEST SALES CHANNEL IN INDIA

Zespri is partnering with street vendors in Ahmedabad, Bangalore, Delhi and Mumbai as part of Project Sun Rise.

It has increased the number of participating street vendors by 40 percent, from 900 to 1,300, with a weekly sales increase of 10 percent. By driving consistent branding through education, engagement and rewards, the team has significantly improved brand perception scores with the street vendors in India.



### Spain:

#### BRINGING HEALTH TO LIFE

Zespri took centre-stage at the SEMERGEN Health Congress in Seville, presenting our nutritional benefits to over 6,000 medical professionals.

Zespri has built a great partnership with SEMERGEN to promote nutrition education through our online programme Medicina Culinaria.



### North America:

#### ZESPRI AT THE IFPA GLOBAL PRODUCE AND FLORAL SHOW IN FLORIDA

Our lively and bold booth at the IFPA Global Produce and Floral Show showcased how Zespri SunGold Kiwifruit is driving the category to new levels.

Zespri's general manager for the North American market Dan Riley said it was great to be able to once again meet face-to-face to engage with retailers and industry partners to showcase our investment behind our advertising and sampling efforts, new shipper displays, and customised shopper programs that have worked cohesively to drive sales at retail.



#### CONNECTING WITH CUSTOMERS AND CELEBRATING A MILESTONE

Zespri attended the Fruit Attraction trade show in Madrid, connecting with customers and stakeholders and celebrating two decades of global supply.

1,800 companies and 90,000 people attended the event from 130 countries, bringing together the global fruit and vegetable industry and marking the most successful trade show in its history. Read more about ZGS celebrations on page 7.



### Vietnam:

#### CONNECTING WITH CONSUMERS AT THE MID-AUTUMN FESTIVAL

Zespri participated in Vietnam's mid-autumn festival with engaging displays in 131 supermarkets to build local relevancy and encourage consumers to purchase our fruit.

It was the first time we've reached this level of local engagement at such a large scale, and Zespri was the only fruit brand to do a seasonal display.



### Italy:

#### ZESPRI, SPORT AND SOLIDARITY RUN TOGETHER

Zespri showed its support to the theme of sport and disability at the 17th Mezza del Brenta marathon run in Northern Italy.

The marathon raised awareness and funds for Hutchinson-Gilford syndrome, and the team was proud to share the goodness of kiwifruit with the community and have the Kiwi Brothers cheering runners on.



### Korea:

#### "ENJOY YOUR HEALTHY HABIT" CAMPAIGN GENERATES 2.5M CONTENT VIEWS

The campaign encouraged people to share their healthy living in daily life, while making Zespri Kiwifruit an irresistible healthy choice.

Pictured are the engaging videos to activate awareness and talkability on "enjoying your healthy habit".







# ZESPRI IN THE COMMUNITY

## Kiwi kids set for Zespri Young and Healthy Virtual Adventure

The Zespri Young and Healthy Virtual Adventure is back for term four in New Zealand, and around 20,000 tamariki have started their virtual trip around the world to explore healthy habits.

The programme aims to inspire, teach and encourage Kiwi kids and their whānau to develop healthy habits for a lifetime of good physical and mental health. It teaches children important lessons like exercising, eating extra fruit and vegetables, drinking more water and reducing screen time.

Young and Healthy Trust founder Kim Harvey says she is delighted to kick start the 2022 challenge and to see so many schools sign up again this year. "The Zespri Young and Healthy Virtual Adventure is designed to support children to care for their health and wellbeing, and influence their families to get involved too."

Kim visited Campbell's Bay School in Auckland, where 330 students from year 1 to year 6 are taking part in the Adventure, to kick things off for the first day. The launch event generated a real 'buzz' around the school and was a great way to start the Adventure.

The Zespri Young and Healthy Virtual Adventure began on 20 October, and concludes on 24 November.



## Students spend a day in the Ōtāhewa Forest

Level 3 Tauranga Youth Search and Rescue (YSAR) students delivered their final presentations to Zespri and Ōtāhewa Kiwi Trust (OKT) this month, reporting on their community service exercise where they spent a day in the Ōtāhewa Forest mapping key areas to enable the Trust to run its operation more safely and effectively.

YSAR Exercise Controller Neil Penniston says it was a valuable and successful exercise for the Trust and students, who complete a community outreach project each year as part of their training. This year's project was held in conjunction with Zespri, which supports both the Trust and Youth Search and Rescue.

"The students had an awesome day in the bush teaming up with the Kiwi Trust. It provided an opportunity to practically apply the last few weeks of classroom sessions spent training on GPS and ArcGIS and, despite the horrendous weather conditions, they did an incredible job and

maintained high spirits throughout the day," says Neil.

David Brown, who is in charge of the Trust's kiwi programme, says that while the Trust already has a database of the trap lines, the more accurate mapping information provided by ArcGIS will mean traps can be more easily accessed and maintained.

"Our work to help the kiwis involves a lot of trapping, so we really appreciate the work done by YSAR students.

"Over the last five years we've noticed more young people getting involved, which is great. I think there's an increased environmental awareness, and it's something different to do," he says.

Zespri is proud to partner with both YSAR and OKT and we look forward to encouraging more collaboration like this in the future.

To find out more, head to <https://ysar.org.nz/> and <https://kiwitrust.org/>



From left to right - Gemma Potaka, Level 3 YSAR Tutor, Neil Penniston, Operations Manager, Level 3 Tauranga YSAR Students, David Brown, OKT Trustee, Libby Twiss, Zespri External Relations Advisor and Chris Pronk, OKT.

## 50 Years of BOP Exporting Success

On Friday 14 October, a number of Bay of Plenty exporters gathered at Zespri to celebrate the 50th anniversary of ExportNZ in the Bay of Plenty. It was great to see so many familiar faces and to reflect on the growth we've seen in the Bay of Plenty business community which is today made up of an increasingly large and diverse group of organisations.

Much of the discussion focused on our region's bright future, with the Bay not only home to a number of horticultural and agricultural industries, but a number of emerging ones across the technology, tourism, transport and logistical sectors. Thanks to our fellow sponsors - Page Macrae, Sequal, PriorityOne, Sharp Tudhope, Brett O'Riley and Todd Muller - and of course ExportNZ for its continued advocacy for New Zealand exporters.



## Zespri BOP Rugby Awards

Congratulations to all of the hardworking volunteers, players, coaches, referees and those involved in the Bay of Plenty Rugby community.

We recently supported the 2022 BOP Rugby Awards to celebrate another great year of rugby and its positive impact on communities. A special mention to the Bay of Plenty Steamers team who took out the Zespri Supreme Award, which was selected from all winners on the night. Pictured here is Zespri Deputy Chair Paul Jones and Graeme Coley, winner of the Zespri Service to Sport Award, and Sonny Collier, Male Club Player of the Year who is the grandson of one of our growers!



## Stuff the bus

Zespri is proud to support The Breeze Tauranga's Stuff the Bus for 2022. Get your friends, family or workplace together to collect donations of wrapped presents or unperishable food to go to people in need this Christmas.

Stuff the Bus will be travelling the streets of Tauranga starting Friday 25 November, collecting non-perishable food items and presents that will be gifted to local charities. Zespri are hosting the bus at the Waipuna Hospice Charity Shop in Te Puke on Wednesday 7 December 2022 from 11am to 1pm where you can come and stuff the bus with your donations.

If you have any queries or would like to organise presents or food to be dropped off earlier, please contact Devon Bannister, Tours & Events Coordinator at [devon.bannister@zespri.com](mailto:devon.bannister@zespri.com).





# ZESPRI GLOBAL SUPPLY UPDATE

## CELEBRATING 20 YEARS OF ZESPRI GOLD KIWIFRUIT IN ITALY

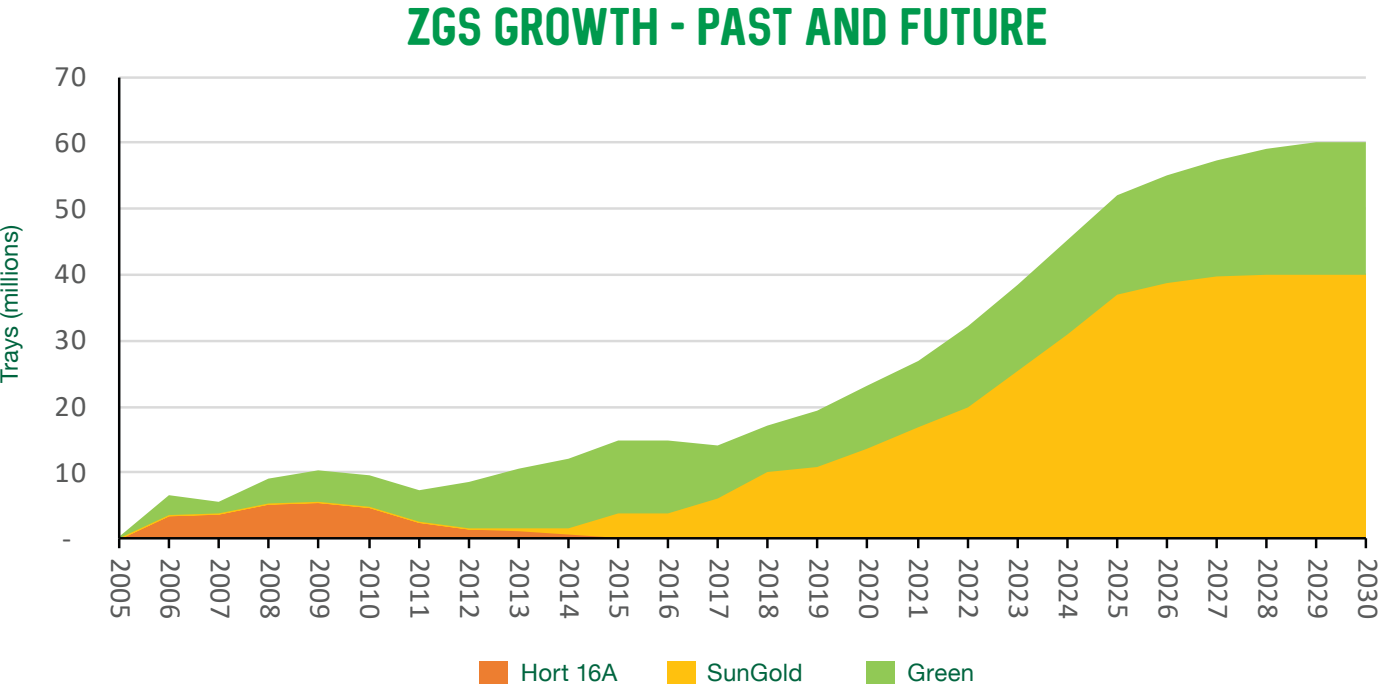
This year Zespri celebrates 20 years of packing Gold kiwifruit in Italy. The project started in 1999 when the first Hort16A plants were planted and the small Zespri team worked hard to convince kiwifruit growers to try growing Gold kiwifruit.

The first fruit was harvested, packed and sold in 2002 and the business grew slowly from there. Just as the project was gaining momentum and more growers were prepared to try growing Gold fruit, Psa had a devastating impact on the crops and growers in Italy and France. Learning quickly from the New Zealand experience, Zespri SunGold Kiwifruit plants were trialled in 2010 and the first SunGold Kiwifruit grown in the Northern Hemisphere was sold in 2013. It was a challenging time for Zespri and our growers and partners in Europe but together we were able to reset and move forward with SunGold kiwifruit production. Italian SunGold production has gone from nothing to 10 million trays in 2018, and is on track to double to 20 million by 2023 and to increase to 30 million by 2025. This puts us on the way to achieving our goal of supplying Zespri consumers with SunGold Kiwifruit 12-months of the year. The unsuccessful producer vote held recently means that we are unable to expand further to meet demand in the New Zealand off-season, so right now we remain focused on achieving the best outcome from the approval we have.

### PARTNERSHIPS ARE CRITICAL TO SUCCESS

Across the Northern Hemisphere supply regions, Zespri has formed partnerships over more than 20 years with around 1,300 Zespri growers and suppliers who play a key role in Zespri's global supply strategy which is working to supply premium Zespri Kiwifruit for all 12 months of the year.

Recently, the New Zealand Ambassador to Italy, H.E. Anthony Simpson hosted an event to celebrate Zespri's 20 year milestone in Italy alongside the ZGS Advisory Board, Zespri partners and representatives of Italian local and central Government. The Ambassador noted that the Zespri operation in Italy was a vivid example of mutually beneficial trade and said that "In practice, this has meant more money in farmer's pockets, more prosperous rural communities, and a productive and robust domestic industry."



### KEY DATES

1999	Zespri procures the first Hayward fruit for sale as Zespri Green
1999	The first gold kiwifruit was planted in Italy (Hort16A)
2002	Zespri Gold Kiwifruit grown in the Northern Hemisphere was sold
2010	Zespri SunGold Kiwifruit trials took place in response to the impact of PSA on Hort16A
2013	Zespri SunGold Kiwifruit grown in the Northern Hemisphere was sold
2014	Zespri supplied 10 million trays of Zespri Green
2018	Zespri supplied 10 million trays of Zespri SunGold Kiwifruit



From left to right - Dan Mathieson, Zespri Chief Executive, H.E. Anthony Simpson, NZ Ambassador to Italy, and Andrea Grassi, Chair Italian Suppliers Group celebrating 20 years of ZGS in Italy.



A ZGS visit to inspect this season's fruit.





## Updates from our Pre-harvest Team



# ZESPRI AND GLOBALG.A.P.

## It's simple – GLOBALG.A.P. = Shelf Space

Last month, we brought you the history of GLOBALG.A.P. and our industry's leading role in the programme dating back 20 years. This month we showcase the value GLOBALG.A.P. delivers in our markets around the world.

A Zespri Kiwifruit label is a symbol of guaranteed quality: a trusted name. It also tells you the kiwifruit in your hand is something special – it is grown according to the best methods available, giving confidence it is safe and has been produced sustainably, tastes delicious and is a healthy and nutritious choice.

The Zespri system is a foundational cornerstone of the Zespri brand.

Over the years, customers have asked us what sets Zespri apart from other kiwifruit producers and there is no doubt part of that story is our system. A big part of the Zespri system is

GLOBALG.A.P. certification – it's the assurance customers receive to know our kiwifruit is produced under a common set of high, verified standards that align with what is most important to them. Two decades on from when our first GLOBALG.A.P. audit was completed, and it is now an essential part of doing business.

"Once upon a time GLOBALG.A.P. was a nice to have and set us apart from many other fruit producers, it really opened doors to customers," says Farzana Adams, Zespri's Head of Global Quality and Technical.

"Now, it is a must have and you can't secure shelf space without it.

"It's a forgone conclusion with all our customers in Europe and the US. And we currently have a sprinkling of customers across our Asia markets but it will only be a matter of time for Asia and

GLOBALG.A.P. will be mandatory. It's right to say it's a globally recognised programme held in the highest regard.

"One of the best things about the programme is how it has evolved and enables its users to evolve with it. We have stayed relevant and met customer, consumer and regulatory expectations on environmental and social issues, our certification reflects all the work our industry has implemented to meet the programme's requirements."

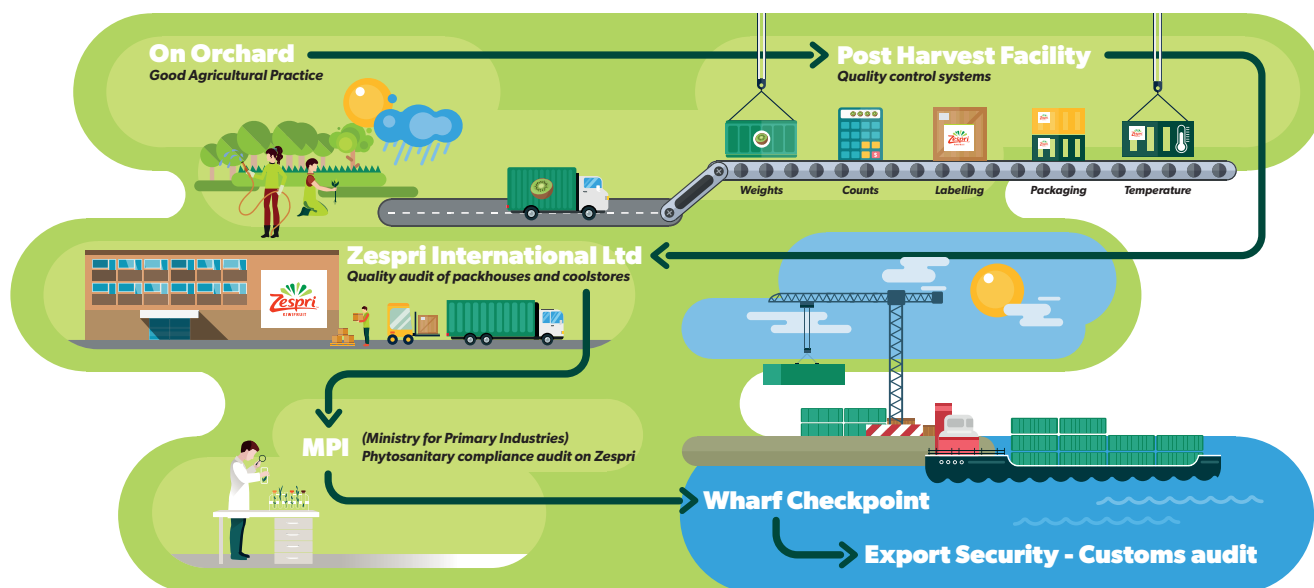
In Europe, Manuela Deckers, Zespri's Technical & Compliance Manager Europe complements what Farzana has to say with her first-hand experience with our customers and GLOBALG.A.P. and the value it adds to the Zespri brand.

"We just wouldn't get shelf space without GLOBALG.A.P. certified product. GLOBALG.A.P. is the world-leading assurance program – out of all of them, it's the one to have, particularly with our European and North American customers.

"Another huge advantage to us is the group certification - option two", says Manuela. "Being able to present our industry-wide certification when we complete our supplier declarations with customers – it's tidy, quick and reassures our customers they are dealing with producers using good agricultural practice."

Another huge benefit of the group certification for the kiwifruit industry is that we can tailor the programme so that it makes sense and meets the needs of growers, as well as customer expectations.

In a consumer environment, where it is expected products are grown sustainably with equitable worker welfare and the products are good for them, there is no doubt the GLOBALG.A.P. programme helps Zespri deliver our brand promise to help people, communities and the environment around the world thrive through the goodness of kiwifruit. That brand promise undoubtedly returns value to our growers but it's due to our growers continued commitment and effort they take on orchard every day to produce their kiwifruit under the standards of GLOBALG.A.P.



Growers looking at Zespri Kiwifruit in a Singapore supermarket.

"The GLOBALG.A.P. protocol is meant to give our consumers trust in the safety of the product they buy. They know it consists out of uniform requirements to minimise environmental pollution, minimal use of pesticides, better social position for the workers and nature conservation. For us as trading company this is important, and therefore we only buy produce from GLOBALG.A.P. certified growers. Our client base expects us to give this guarantee. For us the certification is an absolute minimum in the product trade."

- The Greenery European Distributor

"For us, Van Dijk Foods Belgium, the GLOBALG.A.P. certification is very important. Not only our clients are asking for it but it also gives us the assurance that production is under the control of a certification body:

- The product is known from seed to harvest.
- The methods of tillage, fertilisation and control are established in known processes.
- And if applicable, we can provide a spray list."

- CEO of De Group De Witte, Van Dijk Foods Belgium

## PRE-HARVEST REMINDERS



### CROP PROTECTION PROGRAMME

The Crop Protection Standard (CPS) and Allowed Other Compounds List (AOC) are regularly reviewed and updated, with a new version published twice a year and emailed to the orchard's GAP management system owner. Changes in requirements and allowed products are communicated within these documents so it's important to take the time to read them, checking for any changes that may affect your orchard. If you're unsure whether the copy you have on hand is the most up-to-date version, you can download the current CPS and AOC on Canopy: [https://canopy.zespri.com/EN/grow/vinehealth/crop\\_protection/Pages/default.aspx](https://canopy.zespri.com/EN/grow/vinehealth/crop_protection/Pages/default.aspx)



### SPRAY DIARY BLOCK CHANGES

It is really important all of your blocks in your Spray Diary are updated as soon as possible, and at the latest before the KiwiGreen monitoring season commences. Please also check your Pest Monitoring Centre has most recent block information and orchard map to guarantee all producing blocks will be monitored and if required, the appropriate actions can be taken. If these changes aren't made soon enough, it may be difficult for you to adjust any spray lines connected to incorrect blocks, and hold up clearances based on monitoring and residue testing come harvest time.

## COMING UP

This article is the second in a series on GLOBALG.A.P. and the impact it has on our industry. Look out for next month's feature for the value it can deliver in New Zealand.





## 2022/23 PROGRESS PAYMENTS FOR NOVEMBER AND DECEMBER

CLASS 1 - APPROVED PROGRESS PAYMENT 15 NOVEMBER 2022	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.29	\$0.20	\$0.30	\$0.35	\$0.20	\$0.20	\$0.20
Zespri Organic Green	\$0.42	\$0.60	\$0.50	\$0.40	\$0.40	\$0.40	\$0.50
Zespri Gold3	\$0.45	\$0.60	\$0.60	\$0.30	No payment	No supply	No supply
Zespri Organic Gold3	\$0.71	\$0.70	\$0.70	\$0.70	\$0.80	No supply	No supply
Zespri Red19	\$2.02	\$2.00	\$3.00	\$2.00	\$2.00	\$2.00	\$2.00
Zespri Green14	\$1.18	No payment	\$2.20	\$1.70	\$0.90	\$0.90	\$0.90

CLASS 1 - INDICATIVE PROGRESS PAYMENT 15 DECEMBER 2022	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.10
Zespri Organic Green	\$0.37	\$0.80	\$0.90	\$0.45	\$0.10	\$0.10	\$0.10
Zespri Gold3	\$0.30	\$0.40	\$0.40	\$0.20	No payment	No supply	No supply
Zespri Organic Gold3	\$0.22	\$0.30	\$0.20	\$0.20	\$0.20	No supply	No supply
Zespri Red19	\$0.81	\$1.20	\$1.20	\$0.80	\$0.80	\$0.80	\$0.80
Zespri Green14	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05

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.

CLASS 2 - APPROVED PROGRESS PAYMENT 15 NOVEMBER 2022	AVERAGE ON NET SUBMIT	16/18/22	25/27	30	33	36	39	42
Class 2 Green*	\$1.01	\$0.80	\$1.00	\$1.00	\$0.90	\$1.10	\$1.40	\$1.50
Class 2 Organic Green	\$3.31	\$3.40	\$3.70	\$3.70	\$3.00	\$3.00	\$3.20	\$2.20
Class 2 Gold3	\$3.04	\$3.50	\$3.10	\$3.20	\$2.40	\$2.60	\$1.00	No supply

\*Weighted average of three programs.

NON-STANDARD SUPPLY - APPROVED PROGRESS PAYMENT 15 NOVEMBER 2022	39	42	46
Zespri Gold3	\$3.00	No supply	
Zespri Organic Gold3	\$3.50	No supply	
Zespri Red19	No supply	No supply	\$10.00

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

## FINANCIAL COMMENTARY

### Progress payments

Progress payments have been calculated to ensure cash is returned to the grower as quickly as possible and fairly across all sizes. Payments have been set so that the percentage of total fruit and service payments across the sizes are equal where possible. Consideration is given to current season sales, cashflow, prior season percentage of total fruit and service payments paid at the same time of the season, other current season risk factors and also taking into account the latest information available.

SunGold Conventional November progress payments have fluctuated by size on indicative due to quality impacting inconsistently across sizes.

RubyRed November progress payments have increased on indicative, driven by favourable FX positions.

Sweet Green November progress payments have increased on indicative, driven by quality improvements to close out of the season.

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

Approved per tray progress payments for 15 November 2022:

Class 1	
Zespri Green	\$0.29
Zespri Organic Green	\$0.42
Zespri Gold3	\$0.45
Zespri Organic Gold3	\$0.71
Zespri Red19	\$2.02
Zespri Green14	\$1.18

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

Indicative per tray progress payments for 15 December 2022:

Class 1	
Zespri Green	\$0.05
Zespri Organic Green	\$0.37
Zespri Gold3	\$0.30
Zespri Organic Gold3	\$0.22
Zespri Red19	\$0.81
Zespri Green14	\$0.05

## SHARE BRIEFS

As at **19 October 2022** the last Zespri share price trade was **\$6.50** traded on **19 October 2022**. There were 12 sellers at **\$6.60, \$6.65, \$6.70, \$6.80, \$7.00, \$7.35, \$7.83, \$7.88, \$7.95** and **\$9.20**.

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

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

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 November there is a total of 258,398 dry shares as of 19 October 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 November there are no excess shares that are required to be sold as of 19 October 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](http://www.reapp.io) to download the app.

Below is the current Market Depth information as at 19 October 2022.

Quote Line at Wednesday 19 October as at 11:10am						
Code	Bid (\$)	Offer (\$)	Last (\$)	High (\$)	Low (\$)	Volume
ZGL	6.45	6.60	6.50	6.50	6.50	57,000

Market Depth					
BIDS			OFFERS		
Orders	Quantity	Price (\$)	Price (\$)	Quantity	Orders
1	2,000	6.45	6.60	16,000	1
1	2,000	6.40	6.65	17,000	1
			6.70	10,000	1
			6.80	3,000	1
			6.80	20,000	1
			7.00	20,000	1
			7.00	12,000	1
			7.35	25,000	1
			7.83	2,000	1
			7.88	2,000	1
			7.95	80,998	1
			9.20	26,500	1

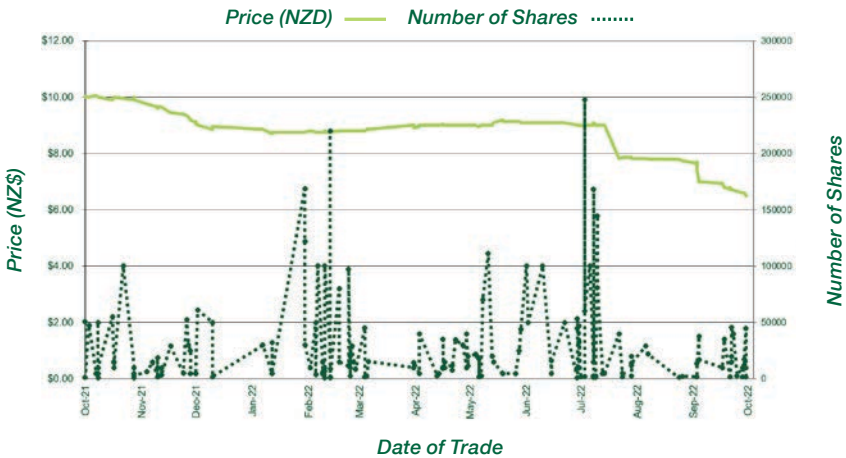
Last 10 Trades			
Date/Time	Quantity	Price (\$)	Value (\$)
19/10/2022	45,000	\$6.50	292,500.00
19/10/2022	10,000	\$6.50	65,000.00
19/10/2022	2,000	\$6.50	13,000.00
18/10/2022	12,500	\$6.60	82,500.00
18/10/2022	17,443	\$6.60	115,123.80
17/10/2022	10,000	\$6.60	66,000.00
17/10/2022	2,000	\$6.60	13,200.00
14/10/2022	3,000	\$6.65	19,950.00
12/10/2022	40,000	\$6.70	268,000.00
11/10/2022	15,000	\$6.70	100,500.00

### Director share trading

For the month of October (as at 19 October 2022, 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 19 OCTOBER 2021 TO 19 OCTOBER 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 2022/23 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 OCTOBER									
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	KiwiGreen	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-22	\$3.30	\$0.05						\$3.35	21%
May-22		\$0.08	\$0.00					\$3.43	22%
Jun-22		\$0.09						\$3.52	23%
Jul-22		\$0.08	\$0.00	\$1.06		\$1.52		\$6.18	39%
Aug-22		\$0.17	\$0.54	\$1.41		\$0.13		\$8.43	54%
Sep-22		\$0.16	\$0.00	\$0.99		\$0.40		\$9.99	64%
Oct-22		\$0.28	\$0.55	\$0.26		\$0.29		\$11.37	73%
Nov-22		•	•	•		\$0.45		•	•
Dec-22		•	•	•	•	\$0.30		•	91%
Jan-23							\$0.10	•	•
Feb-23			•			•		•	•
Mar-23			•			•		•	97%
Apr-23						•		•	•
May-23						•		•	•
Jun-23						•	\$0.20	•	100%
Paid YTD	\$3.30	\$0.91	\$1.10	\$3.72	\$0.00	\$2.33	\$0.00	\$11.37	
Balance to pay	\$0.00	\$0.41	\$0.02	\$1.45	\$0.20	\$1.90	\$0.30	\$4.27	
Total fruit and service payments - 2022/23 Forecast									\$15.64

ZESPRI ORGANIC GOLD3 OCTOBER									
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	KiwiGreen	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-22	\$3.30	\$0.04						\$3.34	19%
May-22		\$0.16						\$3.50	20%
Jun-22		\$0.09						\$3.59	21%
Jul-22		\$0.08	\$0.00	\$1.26		\$0.51		\$5.45	32%
Aug-22		\$0.27	\$0.56	\$1.82		\$0.32		\$8.42	49%
Sep-22		\$0.31	\$0.00	\$1.66		\$0.91		\$11.30	66%
Oct-22		\$0.09	\$0.64	\$0.11		\$0.63		\$12.77	74%
Nov-22		•	•	•		\$0.71		•	•
Dec-22		•	•			\$0.22		•	90%
Jan-23							\$0.10	•	•
Feb-23			•			•		•	•
Mar-23			•			•		•	97%
Apr-23						•		•	•
May-23						•		•	•
Jun-23						•	\$0.20	•	100%
Paid YTD	\$3.30	\$1.05	\$1.20	\$4.85	\$0.00	\$2.37	\$0.00	\$12.77	
Balance to pay	\$0.00	\$0.16	\$0.00	\$1.39	\$0.20	\$2.33	\$0.30	\$4.38	
Total fruit and service payments - 2022/23 Forecast									\$17.15

ZESPRI RED19 OCTOBER									
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	KiwiGreen	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-22	\$3.30							\$3.30	16%
May-22								\$3.30	16%
Jun-22								\$3.30	16%
Jul-22								\$3.30	16%
Aug-22			-\$0.01			\$6.66		\$9.96	49%
Sep-22			-\$0.01			\$2.49		\$12.44	62%
Oct-22			-\$0.01			\$1.02		\$13.45	67%
Nov-22			-\$0.01			\$2.00		\$15.44	77%
Dec-22			•			\$2.02		•	•
Jan-23			•		•	\$0.81		•	92%
Feb-23			•				\$0.10	•	•
Mar-23			•			•		•	•
Apr-23			•			•		•	•
May-23						•		•	•
Jun-23						•	\$0.20	•	100%
Paid YTD	\$3.30	\$0.00	-\$0.03	\$0.00	\$0.00	\$12.17	\$0.00	\$15.44	
Balance to pay	\$0.00	\$0.00	-\$0.03	\$0.00	\$0.20	\$4.22	\$0.30	\$4.69	
Total fruit and service payments - 2022/23 Forecast									\$20.13

ZESPRI GREEN OCTOBER									
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	KiwiGreen	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-22	\$2.45	\$0.00						\$2.45	24%
May-22		\$0.07						\$2.52	24%
Jun-22		\$0.10						\$2.62	25%
Jul-22		\$0.03	\$0.01	\$0.46		\$0.65		\$3.77	36%
Aug-22		\$0.11	\$0.49	\$0.65		\$0.05		\$5.07	49%
Sep-22		\$0.20	\$0.01	\$0.65		\$0.19		\$6.11	59%
Oct-22		\$0.30	\$0.44	\$0.33		\$0.10		\$7.29	70%
Nov-22		•	•	•		\$0.29		•	•
Dec-22		•	•	•	•	\$0.05		•	91%
Jan-23							\$0.10	•	•
Feb-23			•			•		•	•
Mar-23			•			•		•	95%
Apr-23						•		•	•
May-23						•		•	•
Jun-23						•	\$0.20	•	100%
Paid YTD	\$2.45	\$0.81	\$0.95	\$2.08	\$0.00	\$1.00	\$0.00	\$7.29	
Balance to pay	\$0.00	\$0.76	\$0.04	\$0.88	\$0.20	\$0.95	\$0.30	\$3.12	
Total fruit and service payments - 2022/23 Forecast									\$10.40

ZESPRI ORGANIC GREEN OCTOBER									
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	KiwiGreen	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-22	\$2.45							\$2.45	19%
May-22		\$0.05						\$2.50	19%
Jun-22		\$0.03						\$2.53	20%
Jul-22		\$0.02	\$0.00	\$0.52		\$1.61		\$4.68	36%
Aug-22		\$0.11	\$0.37	\$0.95		\$0.05		\$6.15	48%
Sep-22		\$0.16	\$0.00	\$0.96		\$0.43		\$7.71	60%
Oct-22		\$0.40	\$0.34	\$0.71		\$0.07		\$9.22	71%
Nov-22		•	•	•		\$0.42		•	•
Dec-22		•	•	•	•	\$0.37		•	90%
Jan-23							\$0.10	•	•
Feb-23			•			•		•	•
Mar-23			•			•		•	96%
Apr-23						•		•	•
May-23						•		•	•
Jun-23						•	\$0.20	•	100%
Paid YTD	\$2.45	\$0.77	\$0.71	\$3.13	\$0.00	\$2.16	\$0.00	\$9.22	
Balance to pay	\$0.00	\$0.41	\$0.01	\$1.07	\$0.20	\$1.74	\$0.30	\$3.72	
Total fruit and service payments - 2022/23 Forecast									\$12.94

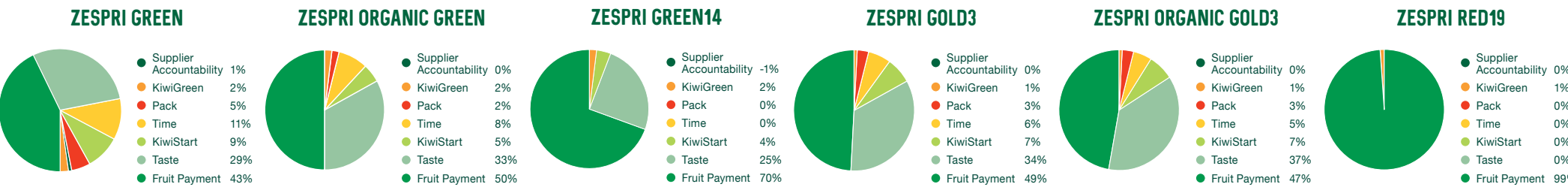
ZESPRI GREEN14 OCTOBER									
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	KiwiGreen	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-22	\$2.80							\$2.80	29%
May-22		\$0.00						\$2.80	29%
Jun-22								\$2.80	29%
Jul-22								\$2.80	29%
Aug-22			-\$0.02	\$0.81		\$0.55		\$4.14	43%
Sep-22			\$0.19	\$0.82		\$0.02		\$5.17	54%
Oct-22			-\$0.02	\$0.20		\$0.90		\$6.26	65%
Nov-22			\$0.19			\$0.52		\$6.97	73%
Dec-22			•	•		\$1.18		•	•
Jan-23			•		•	\$0.05		•	92%
Feb-23			•				\$0.10	•	•
Mar-23			•			•		•	•
Apr-23						•		•	•
May-23						•		•	•
Jun-23						•	\$0.20	•	100%
Paid YTD	\$2.80	\$0.00	\$0.35	\$1.83	\$0.00	\$1.98	\$0.00	\$6.97	
Balance to pay	\$0.00	\$0.00	-\$0.06	\$0.46	\$0.20	\$1.74	\$0.30	\$2.64	
Total fruit and service payments - 2022/23 Forecast									\$9.60

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.

## 2022/23 SEASON GROWER PAYMENT PORTIONS – TOTAL FRUIT AND SERVICE PAYMENTS

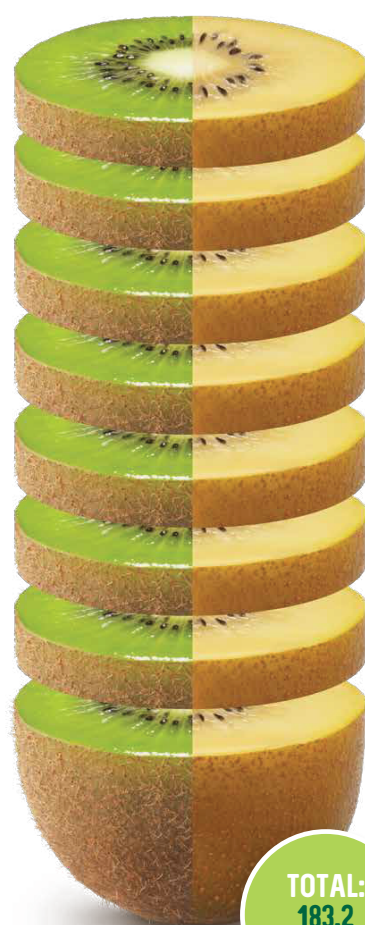
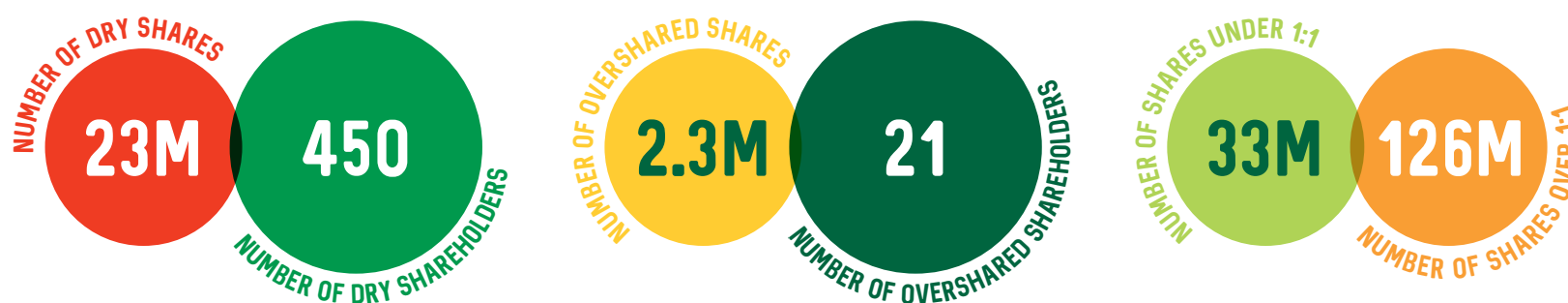
2022/23 AUGUST FORECAST





# ZESPRI SHARES AT A GLANCE

At our recent Zespri Shed Talks a number of growers were keen to learn more information about Zespri's shares, including how these can be purchased. The following is an extract from a new information sheet that has been prepared on Zespri's key share statistics which is available on Canopy here: <https://canopy.zespri.com/EN/grow/zespri/Shares/Documents/Shares-at-a-glance.pdf>, along with share trading factsheets and other key shares information. If you want to discuss Zespri shares, please don't hesitate to contact our shares team: [shares@zespri.com](mailto:shares@zespri.com).



**TOTAL:**  
183.2  
MILLION

2.8 M

\*Other: may include shares belonging to lessees, or owners of non-producing orchards

2.6 M

Number of shares held in a different (but related) legal entity from the orchard ('misaligned')

6.8 M

Number of shares held by producers over the six-to-one share cap

18.8 M

Number of shares held by people no longer in the industry

33.2 M

Number of shares held under one-to-one

119 M

Number of shares held by producers whose total shareholding is between one-to-one and six-to-one

## WANT TO BUY ZESPRI SHARES?

### CHOOSE A USX APPROVED BROKER



### ON-MARKET SHARE TRADING

Your broker will assist you to register your account with them and trade on your behalf through the Unlisted Securities Exchange (USX) platform. Once you are registered, they take care of most of the paperwork for you.

- Broker commission charged as part of trade
- Anti Money Laundering (AML) requirements need to be met. These differ depending on entity structure
- Broker will find a buyer/seller

### OFF-MARKET TRADING

Buyer and seller will agree on a price, complete an Off-Market Transfer form and return this to Zespri for processing

- No fee charged
- Find the buyer/seller yourself
- No AML requirements
- Please contact Zespri to obtain an off-market transfer form



Seller

Buyer





# GLOBAL EXTENSION TEAM *Updates*

## THE MONTH AHEAD: NOVEMBER

POLLINATION

CROP  
PROTECTION

PSA

CANOPY  
MANAGEMENT



### POLLINATION

Maximising seed numbers ensures you don't miss out on potential fruit size or dry matter. Successful bee pollination needs plenty of pollen around at the right time, high quality hives, and good bee activity.

- Audit your hives (with permission from your beekeeper) soon after arrival
- If the hives are substandard, promptly arrange replacements or additions
- Make sure water is available for the bees near the hive dump before the hives are in the orchard. A low shallow container with netting or something similar allows for the bees to drink without drowning. Remember to keep it topped up
- Consider ordering pollen as a back-up in case of bad weather
- If you have a covered orchard, check out the pollinating under cover page (Canopy > Growing Kiwifruit > Orchard Management > Pollination > Pollinating under cover). It covers best management practices to help reduce the negative effects of covers on bees
- Visit Canopy > Growing Kiwifruit > Orchard Management > Pollination > Pollination Basics for a refresher on some pollination basics.



### CROP PROTECTION AND PSA

Use the latest version of the Crop Protection Standard. Check for updates here on Canopy > Growing Kiwifruit > Pre Harvest Assurance > Crop Protection Standard

At this time of year, it is vital to consider the risk to bees when spraying on orchard.

- Keep an eye out for damage from sclerotinia and leafroller, it occurs in the first seven weeks following fruit set
- If considering a pre-flowering sclerotinia protective spray in addition to top cultural control practices, Luna Privilege has been found to be most effective when applied just before flowering (two days). Timorex Gold can be applied for control of sclerotinia through the flowering period until fruit set
- Monitor orchard boundary areas for passion vine hopper nymphs. Remove and destroy host plants or spray in late December/January before they infest kiwifruit vines
- Register with a Pest Monitoring Centre before Thursday 1 December 2022. Contact your packhouse for more information.

Psa may be active during November, particularly on colder sites. See infected bud and leaf in photo above. Remember to keep up the tool hygiene between vines and be proactive in removing infected material. An application of copper and Actigard immediately before flowering will assist with Psa protection during flowering.



### CANOPY MANAGEMENT

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

- Develop a low vigour canopy that will require minimum work over summer. Ripping unwanted vegetative growth and tip squeezing the non-terminated fruiting canes not needed for replacement is a strategy to minimise Psa infection and it helps reduce labour needs
- Give clear, simple instructions to staff
- The first round of male pruning (just after flowering) should address vine structure
- Look to retain and develop spur growth in all varieties.

### SHED TALKS DISCUSS QUALITY

At the Zespri Shed Talks there was a session on fruit quality where we asked attendees what they thought was causing fruit quality issues on the orchard.

Thank you to those who participated and shared their insights. We are summarising the feedback and will report back in the December issue of *Kiwifruit Journal*.

## GROWING GREAT TASTING FRUIT – CHAT FROM SPRING FIELD DAYS

It was great to catch up in person with over 300 growers and industry reps who attended the Spring Field Days in the regions in late September and early October. We enjoyed the discussions about growing high dry matter, good quality fruit and controlling pests and diseases. Here's a short re-cap.

To help increase dry matter in fruit so you get the higher payments:

- Take care with cropload and thin on time. Consider techniques that reduce labour needs like shoot thinning vs flower thinning
- Make sure all flowers are well pollinated
- Be cautious with the use of biostimulants, excessive use can decrease dry matter
- A single summer trunk girdle on healthy vines can provide 0.5-1.2% gain in dry matter. Multiple girdles on SunGold have shown further increases in dry matter but monitor your vine health
- Avoid excess canopy vigour and shading of fruiting laterals in summer – the fruit dry matter decreases of up to 1.5% can occur when fruit are grown in heavily shaded areas
- Root pruning trials have shown an increase in dry matter in Gold can be achieved when applied 60 days after mid-bloom

- Optimise when you harvest fruit to maximise dry matter accumulation without compromising fruit storage properties

### Pests and diseases

Recent research on passion vine hopper (PVH) control shows dense shelter or artificial shelter with no gaps can keep PVH out of orchard blocks. A treatment of 1% oil and Pyganic at recommended rate was most effective for controlling PVH nymphs in the lab, field testing is needed to confirm the results.

Key findings from scale research include cultural and shelter controls plus one spring application of Movento before flowering should control first generation crawlers on low pressure conventional sites. For Gold, one summer oil spray – in the second or third weeks of February - has been found to provide significant reduction in the percentage of leaves and fruit with live scale.

Psa infection of flower buds occurs up to 14 days before symptoms are observed, research shows. Treatments three weeks after budbreak for Green and four to five weeks after for Gold can help to reduce flower bud loss. This is particularly relevant to Gold on Bounty71 rootstocks on colder sites.

## MANAGING FROST DAMAGED VINES

New shoots are growing on vines damaged or partially damaged by frost. It's a good time to assess the extent of damage and make decisions about managing vine recovery.

- Estimate the extent of shoot tip damage, leaf burn and flower bud damage across each part of your orchards. It can be useful to categorise damage levels e.g. none, minor, moderate, and severe, and mark this up on an orchard map. The map will be useful for identifying protection systems now and cropping decisions and maturity area setups later.
- Flower bud, flower and fruitlet drop may continue to occur, but you can get an idea of flower bud damage by cutting some open (see photos below)
- Start discussing options with your financial and postharvest advisors. Do a partial budget for different response scenarios, comparing additional costs to be incurred this season against the returns of a partial crop where this might be viable.

For more information read Kiwitech Bulletin N9 - Management of Frost Damaged Vines and NK71 Frost Damage Assessment – Bud counts and Partial Budget at: Canopy > Growing Kiwifruit > Orchard Management > Weather Events > Frost



Undamaged Gold3 flower bud and severely frost damaged Gold3 flower bud.



# FROST SUPPORT FOR GROWERS

The impact of the recent frost event has been very diverse, with some unfortunate growers reporting severe damage, while others have none at all, and many in-between. Regardless, it has been a stressful time for a lot of us, compounding the pressure already in the industry after a season of quality issues (amongst other issues).

Although we are all under the pump at the moment, one of the most important things we can do is look after ourselves and check in on those around us, be it family, friends, colleagues or neighbours. While it's easy to ignore the increased pressure that the frost has brought some, it is important to make time to manage stress. Here's an overview of some of the things you can take into consideration:

## PASTORAL CARE

- Talk to people around you about your concerns. There are many wise heads in the industry who have experienced tough times in the past. Make sure you are reaching out to them for advice.
- The Rural Support Trust offers someone to talk to about your pressures, including financial

pressure, and they can put you in contact with experts who can provide you with advice.

- Farmstrong has great resources on what you can do to deal with challenges to look after yourself and the people in your business here.

## TECHNICAL

- The Zespri Canopy has general information on frost and how to protect your orchard, including information on Psa protectants.
- Many post-harvest operators are distributing guidance on what to do if your orchard has been impacted, which can be taken into consideration.
- Remember to place importance on blocks which haven't been damaged by frost to ensure that they remain profitable.

## FINANCIAL

- Have a conversation with your bank to ensure you have a good overview of your finances and options available.



# NZKGI GROWER CONSULTATIONS



Throughout the end of October and start of November, NZKGI are hosting consultations with growers across all growing regions. On the agenda:

- An update on the industry's progress with the review of this year's quality
- A discussion on the impact of the recent frost event and what this means for your 2023 harvest
- Hi-Cane: Preparation for 2023
- A labour update covering RSE scheme, Working Holiday Visa changes and fair pay legislation
- Consultation with growers on the future of NZKGI including the renewal of the organisations' levy

We strongly encourage you to attend a consultation so that we can hear your opinion about these matters, and so we can keep you abreast of the latest developments that may impact on your business.

A full list of locations and dates of these Grower consultations will be distributed through the NZKGI Weekly Update and other communication channels. If you could like more information, email [info@NZKGI.org.nz](mailto:info@NZKGI.org.nz).

# YOUR OPINION COUNTS – TAKE THE KVH SURVEY



KVH is running a short survey about the ways in which we share information with you, and how often.

We're working to raise awareness about good biosecurity practices, the benefits these can bring, and the potentially devastating impacts of another incursion on our orchards. In doing this, we need to learn more about the ways you prefer us to keep in touch with you and how we can get important information under your nose.

Your views are important – please take part (it only takes a few minutes to complete) and help us work together to continue protecting New Zealand's kiwifruit industry from unwanted pest and disease threats. Complete the survey on the KVH website at [www.kvh.org.nz](http://www.kvh.org.nz).



# FAREWELL YANIKA



Our thanks and best wishes for the future go to Yanika Reiter, who has been a Biosecurity Advisor here at KVH for the past 12 months.

We welcomed Yanika in September 2021 as maternity leave cover for Erin Lane and she immediately became a valued member of the team, primarily focused on scanning offshore for new and emerging risks and identifying actions to be undertaken in partnership with other stakeholders so that we are prepared should these threats arrive on our shores.

Many of you will have met and gotten to know Yanika at a range of events, especially the 2021

and 2022 Grower Biosecurity Days, which she jointly developed and managed alongside Zespri.

Of course, we were all incredibly proud when Yanika took part in and was first runner up at the 2022 Bay of Plenty Young Grower competition. This was an incredible achievement. As well as her placing, Yanika won the speech competition, fertiliser application round, and biosecurity round.

We'll be staying in touch with Yanika and wish her all the best as she takes up a new role with Biosecurity New Zealand.

# FINALISTS FOR BIOSECURITY AWARDS



This is the sixth year of the New Zealand Biosecurity Awards and KVH is thrilled that our traceability partnership with Onside is a finalist in two categories.

The winners will be announced at the annual awards evening 31 October for all categories including our two of 'industry' and 'innovation'.

The partnership between KVH and Onside provides kiwifruit growers and industry with a digital tool to easily capture plant material movements on and off orchards, meeting requirements for both GAP and the new Pathway Management Plan (PMP).

More information about the Onside functionality – available to free and subscriber users of the app – and the PMP is available at [www.kvh.org.nz](http://www.kvh.org.nz) or by contacting any of the KVH team at [info@kvh.org.nz](mailto:info@kvh.org.nz).

Growers not already using Onside or needing help setting up plant movement recording within their account, can contact Onside's kiwifruit customer success lead Guy Davidson at [guy@getonside.com](mailto:guy@getonside.com) or 022 329 1536.





# 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

### I am trying to load my Growsafe Number in Spray Diary but it's not accepting it. Why?

When you are loading your Growsafe number in Spray Diary, do not include the hyphens from your Growsafe number, i.e., S-12345-03 should be S1234503.

### What do I do if my Growsafe expires?

Call Growsafe. If your Growsafe Number has expired a while ago, it is not automatically extended and spraying should not happen unless written communication from Growsafe has been received. You can call Growsafe on 0508 GROWSAFE (0508 476 972) or by email: [info@growsafe.co.nz](mailto:info@growsafe.co.nz).

### If I now have a block that is not producing what do I need to do?

To ensure our crop estimates are accurate, the block status in the spray diary will need to be updated to non-producing. You can do this online in the spray diary system, via your post-harvest entity or by calling the Grower Support Services Team on 0800 155 355.

### Do I need a Justified Approval (JA) for applying Kasumin?

For Kasumin applications, one application is allowed within the crop protection programme, but if applying a second bactericide, then you do need a Justified Approval (JA). Every application needs an intent to spray, and every KPIN variety needs the Orchard PSA IPM Strategy (OPIS) form completed once per season. Complete the form here: <https://survey.alchemer.com/s3/6491621/2021-OPIS-Survey>.

### Does a Post Harvest Movento count as one of your scale sprays?

No it doesn't. If you have had over 4% on one block in monitoring last season then we gave you an automatic JA. You can still apply 2 pre-flowering scale sprays.

## UPCOMING EVENTS



### ORGANIC ORCHARD FIELD DAY AND DINNER



Hear from industry experts on the challenges and highlights from the season and catch up with fellow organic growers at the organic orchard field day and dinner.

**Date:** Thursday 17 November 2022

**Venue:** To be communicated after registering. Register here: <https://events.zespri.com/organic-field-day-and-dinner-event/organic/Site/Register>

**Time:** 11am-4pm field day, followed by dinner from 6pm



### RUBYRED KIWIFRUIT GROWER UPDATE



All current or future RubyRed Kiwifruit growers are welcome to join us for a review of this season. We'll provide a market and supply chain update, and there will be a Q&A session. Contact Rachel Dovaston on 027 263 0624 or [rachel.dovaston@zespri.com](mailto:rachel.dovaston@zespri.com).

**Date:** Friday 18 November 2022

**Venue:** Zespri Head Office and online

**Time:** 1pm-3pm



### GROWER FINANCE EDUCATION SEMINAR



Join us for a half day session to increase your knowledge and understanding of Zespri's grower finance and payments, including payment calculations and timings. Contact Rachel Dovaston on 027 263 0624 or [rachel.dovaston@zespri.com](mailto:rachel.dovaston@zespri.com).

**Date:** Tuesday 22 November 2022

**Venue:** Online only (in person is full)

**Time:** 9am-12pm



### FOOD SAFETY SYMPOSIUM

Following the successful symposium held in November 2019, the Kiwifruit Food Safety and Quality Group is bringing together people from the kiwifruit industry to hear from experts in food safety culture, root cause analysis, emerging risks to the industry, and commissioning.

**Date:** Wednesday 30 November 2022

**Venue:** Trustpower Arena

Programme details to follow. Register here: <https://events.zespri.com/food-safety-symposium-2022/registration>



### ZESPRI AT FIELDAYS



Join us at the Mystery Creek Fieldays. We're located at F49 and E48, next to the Fieldays Bar and Eatery, the same site as last year. Read more about what's happening in our site on page 1.

**Date:** Wednesday 30 November – Saturday 3 December 2022

**Venue:** Mystery Creek, Hamilton. Purchase tickets here: <https://tickets.fieldays.co.nz/tickets/>



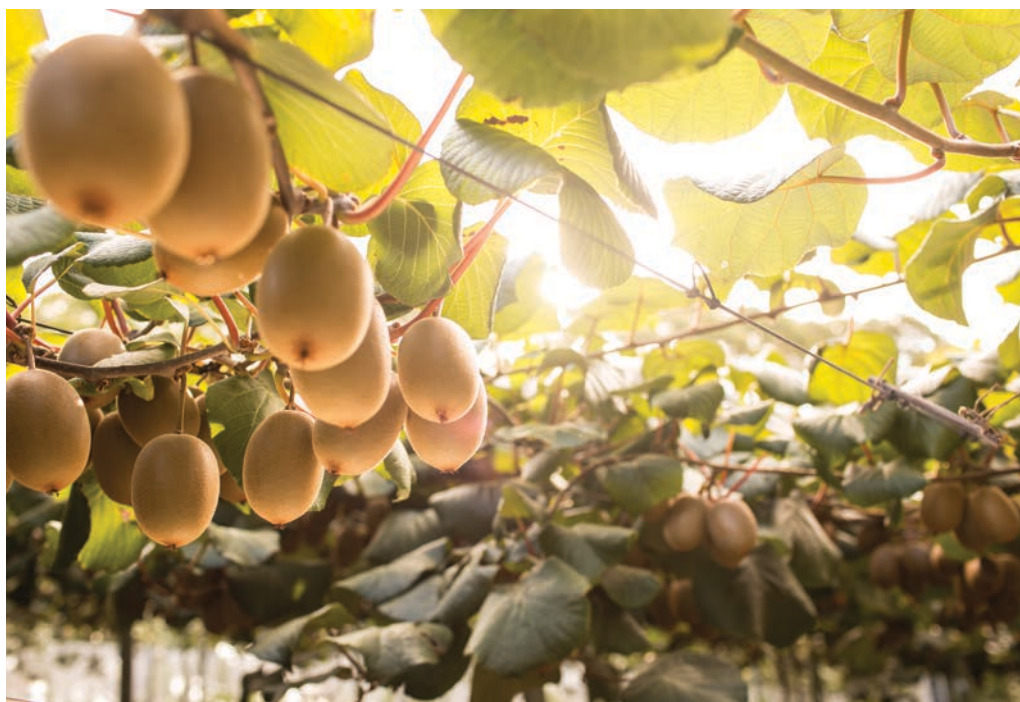
### 2022 LOYALTY CONTRACT

If you have a new grower number for the 2022 season (and are packing with a facility that does not have an Agency Agreement in place), a 2022 Loyalty Contract needs to be completed and returned to Zespri. A new grower number is issued due to a change of post-harvest facility and/or Kiwifruit titleholder (landowner or lessee). The contracts will be sent out this month to the relevant growers — please complete and return to Zespri by Friday 25 November to ensure payment in January and June 2023. Contact the Grower Support Services team on 0800 155 355 or at [contact.canopy@zespri.com](mailto:contact.canopy@zespri.com) if you need any assistance.



### CUSTOMER TOURS 2023

Want to host customers on your orchard? Pre-Covid Zespri hosted hundreds of customers on orchards and packhouse tours across New Zealand. With the world opening up we are preparing for our 2023 tour programme and are looking for growers to host both on orchard tours, and in some cases lunches or dinner with our customers. If you would like to host customers to your property, please contact Sue Groenewald on 027 493 1987 or by email [sue.groenewald@zespri.com](mailto:sue.groenewald@zespri.com).



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