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NEW SEASON UNDERWAY

Harvesting is well underway and the first ships carrying Zespri Kiwifruit have hit the water with first arrivals reaching the market from the end of March.

It's shaping up to be another record crop as a result of more Zespri SunGold Kiwifruit orchards coming into production.

Global demand for Zespri Kiwifruit remains strong.

Carol Ward, Zespri's Chief Grower, Industry and Sustainability Officer, says the wider kiwifruit industry's ability to adapt and work closely together last season meant the industry could safely pick, pack and ship a record-breaking crop of fruit, and expected the 2021 season to be no different.

"Growers and the wider kiwifruit industry are working hard to make sure consumers across the world can enjoy fresh, healthy fruit like our kiwifruit once harvest begins.

From a shipping perspective, the industry is well placed to mitigate port and container congestion through the increased use of charter vessels this season.

Our customers are ready and waiting for our great-tasting Zespri Kiwifruit. In addition to the Zespri Green and Zespri SunGold Kiwifruit, consumers can also look forward to Zespri's sweet, berry-tinged tasting Zespri Red Kiwifruit on supermarket shelves in New Zealand and some overseas markets this year.

FIRST SHIPMENT OF ZESPRI SUNGOLD KIWIFRUIT ON ITS WAY TO JAPAN AND KOREA



MV Kakariki being loaded with New Zealand-grown Zespri Kiwifruit at the Port of Tauranga.

In mid-March, the first shipment of what is expected to be a record season of New Zealand-grown Zespri Kiwifruit, left the Port of Tauranga, bound for Tokyo and Busan. The fruit set sail on MV Kakariki, the second of three new specialised reefer vessels built by Fresh Carriers to ship New Zealand-grown kiwifruit to Zespri's Asian markets. Kakariki is expected to complete its maiden voyage in early April.

Alastair Hulbert, Zespri's Chief Global Supply Officer, says MV Kakariki is the first of 57 planned charter reefer vessels under Zespri's shipping programme this season, up from the 49 charter vessels used last season.

This season will see five sailings to North Europe, 12 to the Mediterranean and 40 to Zespri's Asian markets. Mr Hulbert says Zespri also expects to send around 18,000 containers of kiwifruit.

"We're expecting to supply around 177 million trays of kiwifruit this season, or approximately 700,000 tonnes, which will be a record-breaking crop of New Zealand-grown Zespri Kiwifruit," says Mr Hulbert.

"Our latest forecasts indicate we could potentially reach 100 million trays of Zespri SunGold Kiwifruit this season which would be a significant milestone for the industry and reflects the growing popularity of the variety since its commercialisation 10 years ago."

With this season's harvest now underway across all growing regions in New Zealand, Mr Hulbert says the wider kiwifruit industry is again working hard to ensure it can safely pick, pack and ship another delicious crop of Zespri Kiwifruit.

"There has been a huge effort from everyone in the kiwifruit industry to respond to the ongoing challenges posed by COVID-19 and our focus continues to be on safely delivering another great tasting crop," says Mr Hulbert.

"This season we've increased the number of charter vessels we're using, providing an additional 47,500 pallets of reefer capacity.

"The use of our reefer vessels, in combination with our refrigerated containers, is providing extra flexibility on when we ship our fruit.

"As we commence the delivery of this season's New Zealand-grown kiwifruit, we'll continue to work closely with

our long-term port and shipping partners to ensure our fruit is reaching consumers in premium condition," says Mr Hulbert.

MV Cool Eagle en route to Europe

The first shipment of what is expected to be a record season of New Zealand-grown Zespri Kiwifruit is also now on its way to Europe.

The European-bound fruit is aboard MV Cool Eagle, a new specialised reefer vessel built by Cool Carriers, with the ship expected to complete its maiden voyage in mid-April.

MV Cool Eagle is one of a series of five ships that are the largest reefer vessels ever built and will carry more than 8,300 tonnes of fruit, making MV Cool Eagle the largest vessel to carry Zespri Kiwifruit to date. The vessel will discharge her cargo of fresh Zespri SunGold Kiwifruit in Europe.



MV Cool Eagle off to Belgium, carrying our great-tasting Zespri Kiwifruit.

WHAKAARI/ WHITE ISLAND FUNDRAISER

Thanks to the generous local Whakatāne community, individuals and businesses from around New Zealand, as well as Zespri and the kiwifruit industry, we're thrilled to be able to donate more than \$50,000 to the Eastern Bay Community Foundation's Whakaari Fund which directly supports those affected by the eruption. [Read more about this on page 5.](#)



Zespri CEO Dan Mathieson on the field to help raise funds for the victims, families and first responders affected by the Whakaari/White Island tragedy.

2021/22 OGR GUIDANCE

The Board has provided industry with early guidance on grower returns this season given the ongoing uncertainty around the global impact of COVID-19.

At this early point of the season, the guidance presents a broader range of returns than our usual forecasts, noting that we are only now in the early stages of harvest.

This range reflects the strong global demand we continue to see for Zespri Kiwifruit, with consumers increasingly seeking fresh, healthy products rich in Vitamin C like kiwifruit, as well as the risks the industry faces from COVID-19 and increased freight, post-harvest and foreign exchange costs.

A further update is expected to be provided in June when the final crop numbers are better understood.

| POOLS [FRUIT CATEGORIES] | 2021/22 MARCH OGR GUIDANCE [PER TRAY] | 2020/21 FEBRUARY FORECAST [PER TRAY] | 2021/22 MARCH OGR GUIDANCE [PER HA] | 2020/21 FEBRUARY FORECAST [PER HA] |
|----------------------------------|---------------------------------------|--------------------------------------|-------------------------------------|------------------------------------|
| Zespri Green | \$6.00 - \$7.30 | \$7.27 | \$68,000 - \$83,000 | \$74,263 |
| Zespri Organic Green | \$9.00 - \$10.50 | \$10.31 | \$64,000 - \$75,000 | \$65,074 |
| Zespri SunGold Kiwifruit | \$10.00 - \$12.60 | \$12.26 | \$151,000 - \$190,000 | \$175,002 |
| Zespri Organic SunGold Kiwifruit | \$12.00 - \$14.60 | \$14.99 | \$134,000 - \$164,000 | \$154,789 |
| Zespri Green14 | \$8.00 - \$10.00 | \$9.84 | \$55,000 - \$69,000 | \$55,210 |

2021 LICENCE RELEASE CLOSES 7 APRIL

The 2021 licence release application window opened on 26 March 2021 and will close at 5pm on Wednesday 7 April 2021.

The 2021 Licence Application Overview and Rules (LAOR) documents for Zespri SunGold Kiwifruit, Zespri Organic SunGold Kiwifruit and Zespri Red can be found on Canopy, here: <https://canopy.zespri.com/EN/grow/licensing/releaseandallocation/Pages/default.aspx>.

The LAORs contain the rules and the application forms for the Zespri SunGold Kiwifruit, Zespri Organic SunGold Kiwifruit and Zespri Red licence release. These are all separate processes. All growers considering making an application for licence are encouraged to inform themselves, seek appropriate advice and read the LAOR, the 2021 Red19 New Variety Information Guide, and any other available information before applying.

The 2021 Red19 NVIG includes updated information for growers regarding what we have learnt from the 2020 harvest and storage season.

An addendum to the NVIG, containing preliminary observations from the 2021 Red19 season was published on Canopy on 26 March. Zespri may publish further Addenda before the licence allocation window closes, or before any licence allocations are made. All those intending to bid for Red19 licence should read these documents, and any other related supplemental information published by Zespri, throughout the licence release application window.

Also published on Canopy is an Addendum to the 2012 Gold NVIG. This document lists several risks that needs to be read in conjunction with the 2012 Gold NVIG, and also includes an update on unauthorised Gold3 plantings in China.

Zespri Red

- 350 ha will be released in total
- Minimum bid area of 0.50 ha per bid (unless Zespri Red licence is already on your property)
- Maximum bid area of 15 ha per bidder (the maximum bid area for Red19 has increased from 5 ha to 15 ha per legal entity, in recognition of the increased available area from 150 ha in 2020, to 350 ha in 2021.)
- Every successful bid is valid and cannot be withdrawn based on price or success/failure of any other bid
- 2-year grafting window
- Royalty rate of 3%

Zespri SunGold Kiwifruit

- 700 ha will be released in total
- No minimum bid area
- Maximum bid area of 30 ha (per bidder)
- Every successful bid is valid and cannot be withdrawn based on price or success/failure of any other bid
- 2-year grafting window
- Royalty rate of 3%

Zespri SunGold Organic Kiwifruit

- 50 ha will be released in total
- Minimum bid area of 1 ha per bid (unless Zespri SunGold Organic Kiwifruit licence is already on your property)
- Maximum bid area of 10 ha per bidder
- Every successful bid is valid and cannot be withdrawn based on price or success/failure of any other bid
- Must be for new developments only (no Hayward cutover)
- 2-year grafting window



ONLINE APPLICATION PROCESS

There are two ways to apply for a licence:

1. Complete an application form by downloading Appendix 1 of the LAOR from Canopy
2. Complete an online application form via the Industry Portal (available from 26 March to 7 April).

To access the Industry Portal, log on to Canopy and click 'Industry Portal'. Under the Industry Portal, click on the 'Online Licence' tab. Your KPIN and legal entity details can be selected to pre-populate on the form. A copy of the application will then be emailed to you for you to print, view and finalise your bidding details.

All completed forms need to be submitted to Cooney Lees Morgan by scanning and emailing the forms to the email addresses listed at the bottom of the form, in sufficient time for it to be received at Cooney Lees Morgan prior to 5pm on 7 April. Bidders are asked to send a separate email for each application if they are submitting multiple bids. In the email subject line, Bidders will need to state how many bids are being sent e.g., Bid #1 of 5.

This year, you are required to send your application to a specific email address based on the tender you are applying for:

- zespri-red@clmlaw.co.nz
- zespri-gold@clmlaw.co.nz
- zespri-organic@clmlaw.co.nz

Easy to follow instructions for using your smartphone as a scanner can be found on Canopy. If you are unable to scan and email your documents, you must make prior arrangements with Cooney Lees Morgan for postal or courier delivery. During the application window, Cooney Lees Morgan's offices at Level 3, 247 Cameron Road, Tauranga will also be providing a free service for witnessing and scanning bids (COVID-19 Alert Level restrictions permitting). Your post-harvest operator may also be able to provide this service.

For assistance, or questions relating to licence applications, contact Zespri Grower Support Services on 0800 155 355, or email new.cultivars@zespri.com.

NOTE: Friday 2 April and Monday 5 April are public holidays and the Zespri office will be closed on these days.

LICENCE RELEASE TIMELINE

| | |
|----------------|--|
| 26 March | Addendum to the 2021 Red19 NVIG and Addendum to the 2012 Gold NVIG published as Supplemental Information on Canopy. |
| 26 March | Application process opens (email applications to the email address relevant to the tender you are applying for). |
| 7 April | Closing date for Bids (5.00pm). |
| 21 April | Preliminary Revenue Range announced. |
| 28 April | Pre-validation and collation of all Bids completed by Cooney Lees Morgan. |
| 29 April | Evaluation Panel makes decisions regarding allocation of licences and successful bidders notified by email as soon as possible thereafter (estimated 3 May onwards). |
| 6 May | Deposit monies due for payment by EFT for successful Bidders (at least three days' advance notice will be given). This date is dependent on the date of notification to bidders. |
| 25 May onwards | Licence packs distributed to successful Bidders. |
| 20 July | Deadline for paying settlement monies and meeting all other settlement requirements. |

The dates in the licence release timeline are indicative and may be subject to change at Zespri's sole discretion.

PROPOSED TRIAL OF GOLD3 IN CHINA

2021 PRODUCER VOTE

As indicated previously, Zespri has committed to providing growers and the industry with an update on the latest estimate of unauthorised Gold3 plantings in China before this season's New Zealand licence window opens.

Following an assessment of the latest grafting window in China, our best estimate is that there is now around 5,400 hectares in the ground in China, up from the 4,000 hectares we understood to be present at the end of 2020. To put this in context, we have 8,050 hectares of Gold3 planted in the ground in New Zealand (8,250 hectares licensed).

The majority of the unauthorised plantings continue to be in Sichuan, and stem from the grafting of existing vines. However, from the trajectory we see from our modelling, it is clear that unauthorised Gold3 is continuing to expand in China.

Following confirmation from the Board, Zespri will be undertaking a Producer Vote in June 2021 seeking grower support to conduct a one season trial involving up to 200,000 trays of Chinese-grown Gold3 fruit.

Zespri believes a commercial trial working with local Gold3 growers in China, in addition to our ongoing work across legal and political channels, is the best avenue for trying to address these unauthorised plantings and influencing a positive outcome.

The trial would involve the monitoring, procurement and marketing of up to 200,000 trays of Chinese-grown Gold3 kiwifruit. Growers will also be asked for their support for the use of a China origin Zespri brand on Chinese-grown Gold3 kiwifruit which meets Zespri Class 1 standards as part of the sales and marketing trial in dedicated retail outlets.



VOTING PERIOD

Voting opens:
9am, 31 May 2021

Voting closes:
12pm, 25 June 2021

An information pack to support the Producer Vote will be sent out to growers by the end of April. The vote will be held in June, and growers will have the opportunity for further discussions on the trial with the Zespri team at regional meetings, online forums, and at the Mystery Creek Fieldays.

More information

If you would like someone from Zespri to provide more information on unauthorised Gold3 in China, or to meet with you or your organisation, please contact Zespri via producer.vote@zespri.com.

GROWER ROADSHOWS WRAP-UP



A great turnout at our Katikati Grower Roadshow session.

Thank you to everyone who attended the recent Grower Roadshows around the country.

We discussed a number of important topics including an update on unauthorised Gold3 plantings in China, the season outlook, and an update on the maturity clearance system. It was great to have our CEO Dan Mathieson join this round of roadshows.

MATURITY CLEARANCE SYSTEM UPDATE

The Maturity Clearance System (MCS) has been put to the test in the last month since it went live with clearance sample requests and reporting. Our team are working hard assisting growers and post-harvest with questions ranging from how to log-in for the first time through to how to resolve issues with bulk uploading.

If you have questions about the MCS and would like to see a demonstration of how to use it, there are still spaces available for the April MCS grower training sessions. We will be covering the functions of the system relevant to orchard primary contacts including orchard information, viewing sample results, and changes to the TZG cap for conventional Gold3. You can register for a training session here: <https://zesprievents.eventsair.com/maturity-clearance-workshops/mcs/Site/Register>

Grower training

In-person at Zespri Friday 9 April: 1.00 – 3.30pm

Online Thursday 15 April: 2.00 – 4.30pm

If you are busy on the orchard and don't have time to attend our upcoming training sessions, you can watch one or all of the videos recorded from previous grower training sessions.

The following topics are available:

- MCS support and processes
- Orchard information
- Sample results

Note: The sample results were not live at the time of training so the video does not show the full functionality in the system.

An online Q&A session for sample results will be scheduled shortly after the MCS training video is posted online. Keep an eye on the MCS Training Events & Guides page on Canopy for the video and training schedule.

You'll also find additional training videos and user guides on this page, like how to login and navigate MCS.

TIP: User guides are updated regularly. The version number is shown next to each guide on Canopy so you can see if you are using the latest version. Downloading a copy instead of printing will save you some paper while we're still updating functionality.

If you have any questions, contact the Maturity Support Team via email (maturity.support@zespri.com) or call us on 0800 874 515.

FAQS ON PROPOSED GOLD3 TRIAL

What is proposed?

Zespri believes a commercial trial, and developing partnerships, will allow us to start influencing the spread of unauthorised G3 plantings as well as protect our sales channels. It will also allow us to continue to investigate whether or not we can partner with local growers to hold our shelf space, our supply channels and our position as the quality kiwifruit offering across the full 12-month season. This is an essential part of protecting value in China. If we are unable to offer our customers year-round supply, the space may be filled by variable-quality, lower-value alternatives which will set a new quality to value expectation in the market.

What are the benefits?

We believe that a commercial trial is the best way to protect the interests of our growers. It will strengthen our ability to hold our channels through being able to supply China all 12 months of the year in partnership with Chinese growers, build relationships to protect our IP and bolster our legal options, and strengthen our relationship with Chinese consumers.

How does the vote work?

To pass, the Producer Vote resolution must be passed by 75 percent of those who vote (the 'Producer Count'), and by 75 percent of the production in kilograms of those who vote (the 'Fruit Weight Count').

What happens if the vote doesn't pass?

If either aspect of the 75 percent threshold is not achieved, Zespri must not carry out any parts of the activity that are outside its core business. This would mean we couldn't undertake some of the activities that form part of the trial in China, but we could continue the research and development activities we carry out in China. Most importantly for this trial, research and development excludes selling fruit.

What is the alternative? Can it be quantified?

Zespri strongly believes the commercial trial is the best option for achieving a positive outcome for the industry. Should the industry not approve the trial, then we would continue to protect our brand and market position as best we are able. This would include reviewing our sales footprint, condensing the New Zealand sales window to sell Zespri fruit faster, and full or partial re-allocation of fruit during the Chinese selling window to other markets.

Why would the Chinese government and industry want to work with us?

The Zespri brand and our sales and marketing excellence stands us apart from the local industry. For the Chinese, progressive growers would get to partner with the world's leading kiwifruit marketer, helping increase their returns. With the support of local authorities, they could future proof those earnings through better maintaining the balance between supply and demand and avoiding the boom-and-bust cycle which has been so prevalent for Chinese growers in the past. Our partnership with ZGS growers in Italy, France, Japan and Korea has already demonstrated the benefits of such partnerships, and we would need to demonstrate these benefits to Chinese growers.

PEST MONITORING UPDATE

We've appreciated the support from growers to help manage pests found on orchard through the KiwiGreen monitoring programme.

With awareness growing around the impact scale and other pest finds may have on the ability to retain market access to China, once a new Protocol is agreed, it is encouraging that growers appreciate the importance of continuing to improve our industry's pest management.

Zespri and post-harvest facilities have been working closely to ensure communication of pest finds, management options encompassing IPM, and education and workshops around seasonal management differences i.e., summer oil spray, are being regularly communicated throughout the industry.

For any questions on what your monitoring results mean, what actions should be considered, and how this may affect your fruit's market access, please get in contact with either melanie.walker@zespri.com or you pest monitoring facility.

A reminder that management of these pests for the 2022 season starts as soon as you harvest – for example, a post-harvest Movento. This product requires a justified approval (as it is off label) but has been shown through Plant & Food Research to be of benefit in managing scale populations. This is especially important if a summer oil spray wasn't applied, but scale levels were above four percent.



FROM THE MARKETS

2021 *Zespri Red* COMMERCIAL OPTIMISATION TRIALS UNDERWAY



Red19 video production in Singapore. Image courtesy of Dscribe Media.



An excerpt from Zespri Red's new video handling guide. Image courtesy of DesignBridge.

With Zespri Red having received the greenlight for commercialisation in December 2019, Zespri is using the volume of Red19 from existing trial orchards to conduct commercial optimisation trials. This will allow us to further understand and develop the variety's performance across orchard, supply chain and market, before the onset of commercial volumes in 2022.

Harvest began in Week 9 and was expected to span four to five weeks, with fruit being packed at Birchwood/G6, Trevelyan's, Orangewood and OPAC.

Sales trials will take place in our Singapore, Japan, China and New Zealand markets. Key areas of focus from the trials in market will include: handling and fruit quality performance, examining price premiums and impact of different sizing and pack formats on price, chilled versus

ambient in-store placement, consumer perception, repeat purchase behaviours, and refinement of health claims.

These trials will be key in helping Zespri and its markets to prepare for the first export volumes from newly planted commercial orchards, which come onstream in 2022.

Teams across New Zealand, Singapore, Japan and China have been heavily engaged in sales trial planning, including conducting the necessary distributor, retailer and consumer education required to understand and care for this new and different variety of kiwifruit.

Teaser videos to introduce the variety to customers have been prepared, along with animated videos and written guides for handling the fruit. These assets will support further education in online forums, organised workshops,

and 'on the floor' at distribution and retail outlets.

Inspired by Airline safety videos, the handling guides use a cruise liner setting as an amusing, engaging and shareable way to educate stakeholders about how to care for Zespri Red, while the Teaser video showcases the stunning internal appearance of Zespri Red, enticing customers to order.

This year, New Zealand shoppers will see Zespri Red in supermarkets and independent retailers sold in a new recycled (and recyclable) RPET punnet, manufactured by Flight Packaging using kerbside waste collected right here in New Zealand.

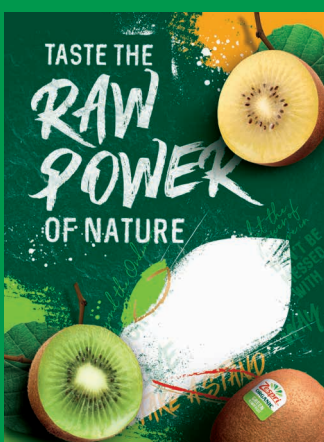
Sales trials kicked off in New Zealand in late March, and will commence in export markets at the beginning of April.

Zespri Organic 'Raw Power of Nature' campaign video wins award

We're pleased to announce that the Zespri Organic 'Raw Power of Nature' film has won first place in two categories of the DesignBridge Agency Awards for 2020.

The 'Raw' film was awarded first place in both the Film/Motion design and Creative Writing categories, up against brands including Colgate, Omo and L'or Espresso, recognising this great piece of work.

Using slam poetry style, the film makes a strong emotional connection with viewers by demonstrating the strength of organic growers commitment to kaitiakitanga through the eyes of growers Homman Tapsell and Brigitte Neeson.



Fruit Project celebrates the 100th truck of the season to Zespri (and counting)!



Fruit Project is an Italo-Greek JV, established last year with the purpose of supplying Zespri Green from our ZGS partners in Greece.

Starting with a small trial during last season, it has now become our largest Zespri Green Greek supplier with more than 600K TE packed during the 2020/2021 Greek season.

It is a good example of the growing ZGS footprint in Greece which now accounts for 35% of our total Northern Hemisphere Zespri Green volume.

Japan's marketing campaign strategies win big

Congratulations to the Zespri Asia Pacific region, the Japan team, and our agency partner Dentsu on winning a Bronze medal in the Tangrams Awards 2021.

This is Asia Pacific's premier accolade for excellence in outstanding marketing campaign strategies that deliver real business results.

The award recognises the effectiveness of Zespri's campaign to liberate people from a stoic mentality on health. Our entire campaign introduced the idea that delicious and healthy can co-exist, just like a kiwifruit that is nutritious and delicious at the same time. The campaign message was "Enjoy the healthy you love", delivered through an integrated campaign using TVC, newspaper ads, digital platforms and storefront touchpoints.

Kanako Inomata, Head of Marketing for Asia Pacific, says: "This is our first time to win this important international award, and our team are so proud of this achievement!"





ZESPRI IN THE COMMUNITY

Whakaari/White Island fundraiser

Thanks to the generous local Whakatāne community, individuals and businesses from around New Zealand, as well as Zespri and the kiwifruit industry, we're thrilled to be able to donate more than \$50,000 to the Eastern Bay Community Foundation's Whakaari Fund which directly supports those affected by the eruption.

After limited training, the 30-strong kiwifruit industry invitational rugby team and Parliamentary Rugby Team took to Whakatāne's Rugby Park on Saturday 27 March to fundraise for the victims, families and first responders affected by the Whakaari/White Island tragedy.

The match saw growers, alongside post-harvest and Zespri representatives, take on a Parliamentary team featuring politicians Mark Mitchell, Michael Woodhouse and Simon Watts. While the scoreboard favoured the Parliamentary team, the day will be remembered for the contribution made to the Eastern Bay Community Foundation's Whakaari fund.

Zespri Head of Communications and External Relations Michael Fox, who took to the field, says he was pleased to see the industry support such a worthy cause.

"It was fantastic to have the support of the wider kiwifruit industry and Parliamentary Rugby Team to fundraise for the Eastern Bay Community Foundation's Whakaari fund, as well as the support from so many businesses and organisations, and of course, the local Whakatāne community."

Following the match, a successful auction was held with items like signed Blues, Crusaders and Chiefs jerseys, a brunch with Kane Williamson and a luxury getaway helping to fundraise further for those affected.

"We're so pleased to have made a significant contribution to the fund and our thoughts remain with those affected by the 2019 tragedy. We're a really proud member of the wider Bay community, and the fundraiser was an important opportunity to honour those no longer with us, their families and the first responders," says Mr Fox.



The Kiwifruit industry invitational and Parliamentary Rugby teams.



A moment of silence for those who lost their lives in the devastating Whakaari/White Island tragedy.



Zespri External Relations Lead, Amy Porter and Zespri External Relations Advisor, Libby Twiss with a signed Zespri-branded rugby jersey at the auction.

Acknowledging International Women's Day at Zespri

Zespri, our community, and the wider kiwifruit industry were delighted to celebrate International Women's Day on Monday 8 March.

We were joined by an inspiring line up of speakers including Sally Morrison, Jessie Guru, Teresa Ciprian, Linda Munn

and Zespri CEO Dan Mathieson who led the morning's events, followed by fun, sustainable and interactive workshops.

Thank you to everyone who attended and donated an item to support Tauranga Moana Women's Refuge, Shakti Women's Refuge and Awhina House.



An International Women's Day celebration was held at Trustpower Arena on 8 March to acknowledge all the women who play huge roles in our industry.

Women in Kiwifruit Committee

We are pleased to welcome the five new members of the inaugural Women in Kiwifruit Committee on International Women's Day.

Congratulations to Erin Atkinson, Yvette Jones, Debbie Robinson, Sheryl Hunter, and Melissa Walker.

Thank you very much to all who applied. Please remember to join the Women in Kiwifruit Facebook page to keep up-to-date on upcoming events and information of interest.

You can find the page here: <https://www.facebook.com/groups/160233947816342/>

Zespri steps up for Ronald McDonald House



Over the month of March, Zespri staff have walked, biked, swam and ran as a part of the Ronald McDonald House Charities (RMHC) House to House Challenge and raised more than \$1,200 while doing so.

The House to House Challenge aimed to raise \$400,000 for RMHC to further support families with a child in a hospital away from home. Through the

hard efforts and generous donations of many New Zealanders, they have raised more than \$494,000 – well surpassing their original target!

RMHC's commitment to our community is truly invaluable, and we're proud to play a role in helping RMHC families.

If you would like to make a donation to support RMHC, visit <https://fundraise.rmhc.org.nz/fundraisers/teamzespri>.

DAVID ATTENBOROUGH A LIFE ON OUR PLANET



Industry Movie Night - A Life on our Planet

Join us for an industry screening of Sir David Attenborough's 'A life on Our Planet' at Zespri Head Office on Tuesday 13 April. Doors will open at 5.45pm with the movie commencing at 6.15pm.

Arrive early to get your drinks, ice cream and popcorn. For more information and to register, click here: <https://zesprievents.eventsair.com/zespri-movie-night---sir-david-attenboroughs-a-life-on-our-planet/zespri-movie-night>

In his 93 years, Sir David has visited every continent on the globe, exploring the wild places of our planet and documenting the living world in all its variety and wonder. But during his lifetime, he has also seen first-hand the monumental scale of humanity's impact on nature and in this moving documentary Sir David maps how steeply the planet's biodiversity has diminished over his lifetime – he calls it his 'witness statement' and is a plea for us to help restore ecological balance.

DIVIDEND PAYMENTS MOVING ONLINE

Major New Zealand banks have announced that from mid-2021 they will no longer be processing cheques. If you are a shareholder who still currently gets your dividends paid via cheque then you will need to get your bank account details loaded with Computershare to receive these via direct credit. Computershare will no longer issue cheques from mid-2021 so to prevent any delay in receiving future dividend payments please update your records as soon as possible.

How to get bank account details loaded with Computershare

- Using your username and password, log into Computershare to add these details: www.investorcentre.com/nz Update your details online 24 hours a day, seven days a week.
- Contact Computershare with your bank details and they will provide you with a direct credit form to be signed. **Mail:** Computershare Investor Services Limited, Private Bag 92119, Auckland 1142, New Zealand
Email: enquiry@computershare.co.nz
Phone: +64 9 488 8777
- Contact Zespri with your bank details and we will provide you with a direct credit form to be signed. **Email:** shares@zespri.com or
Phone: on 0800 155 355

2020/21 PROGRESS PAYMENTS FOR APRIL

| CLASS 1 - APPROVED PROGRESS PAYMENT 15 APRIL 2021 | AVERAGE ON NET SUBMIT | 16/18/22 | 25/27 | 30/33 | 36 | 39 | 42 |
|---|-----------------------|------------|--------|--------|--------|--------|-----------|
| Zespri Green | \$0.10 | \$0.10 | \$0.10 | \$0.10 | \$0.10 | \$0.10 | \$0.10 |
| Zespri Organic Green | \$0.10 | \$0.10 | \$0.10 | \$0.10 | \$0.10 | \$0.10 | \$0.10 |
| Zespri Gold3 | \$0.10 | \$0.10 | \$0.10 | \$0.10 | \$0.10 | \$0.10 | No supply |
| Zespri Organic Gold3 | \$0.10 | \$0.10 | \$0.10 | \$0.10 | \$0.10 | \$0.10 | No supply |
| Zespri Green14 | \$0.10 | No payment | \$0.10 | \$0.10 | \$0.10 | \$0.10 | \$0.10 |

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

SHARE BRIEFS

As at 17 March 2021, the last Zespri share price trade was \$9.55 traded on 12 March 2021. There were three buyers at \$9.55, \$9.50 and \$9.45. There were two sellers at \$9.65 and \$9.60.

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 the Zespri Grower Support Services team 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 117,518 dry shares as of 30 March 2021 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 is no excess shares that are required to be sold.

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

Want to see current buyers and sellers?

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

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

Follow us on [reap](#) for our mobile IR experience

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

GROWER PAYMENTS BOOKLET ENCLOSED



Please find a copy of the 2021 Grower Payments booklet enclosed with your print edition of the March *Kiwiflier*.

This booklet provides information on the process, calculation and timing of payments for the season. To ensure all payments and incentives are fair and relevant, they're revised annually, and changes in the management of kiwifruit are also taken into consideration. Payments reflect the importance of early supply, and they also ensure growers are fairly compensated for the increasing range of product specifications demanded by our global customers and consumers.

If you'd like additional copies, please email contact.canopy@zespri.com.

FINANCIAL COMMENTARY

Progress payments

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

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

April 2021 approved progress payments on Net Submit trays

Approved per tray progress payments for 15 April 2021:

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

Below is the current Market Depth information as at 17 March 2021.

| Quote Line Wednesday 17 March as at 2.45pm | | | | | | |
|--|----------|------------|-----------|-----------|----------|--------|
| Code | Bid (\$) | Offer (\$) | Last (\$) | High (\$) | Low (\$) | Volume |
| ZGL | 9.55 | 9.60 | 9.55 | 0.00 | 0.00 | 0 |

| Market Depth | | | | | |
|--------------|----------|------------|------------|----------|--------|
| BIDS | | | OFFERS | | |
| Orders | Quantity | Price (\$) | Price (\$) | Quantity | Orders |
| 1 | 4,000 | 9.550 | 9.600 | 2,000 | 1 |
| 1 | 4,000 | 9.500 | 9.650 | 2,000 | 1 |
| 1 | 15,000 | 9.450 | | | |

| Last 10 Trades | | | |
|----------------|----------|------------|------------|
| Date/Time | Quantity | Price (\$) | Value (\$) |
| 12/03/21 | 45,779 | \$9.55 | 437,189.45 |
| 12/03/21 | 2,000 | \$9.55 | 19,100.00 |
| 10/03/21 | 20,495 | \$9.50 | 194,702.50 |
| 10/03/21 | 8,000 | \$9.50 | 76,000.00 |
| 10/03/21 | 38,000 | \$9.50 | 361,000.00 |
| 9/03/21 | 45,975 | \$9.50 | 436,762.50 |
| 2/03/21 | 2,000 | \$9.50 | 19,000.00 |
| 2/03/21 | 64,385 | \$9.45 | 608,438.25 |
| 1/03/21 | 10,000 | \$9.45 | 94,500.00 |
| 11/02/21 | 1,000 | \$9.40 | 9,400.00 |

Director share trading

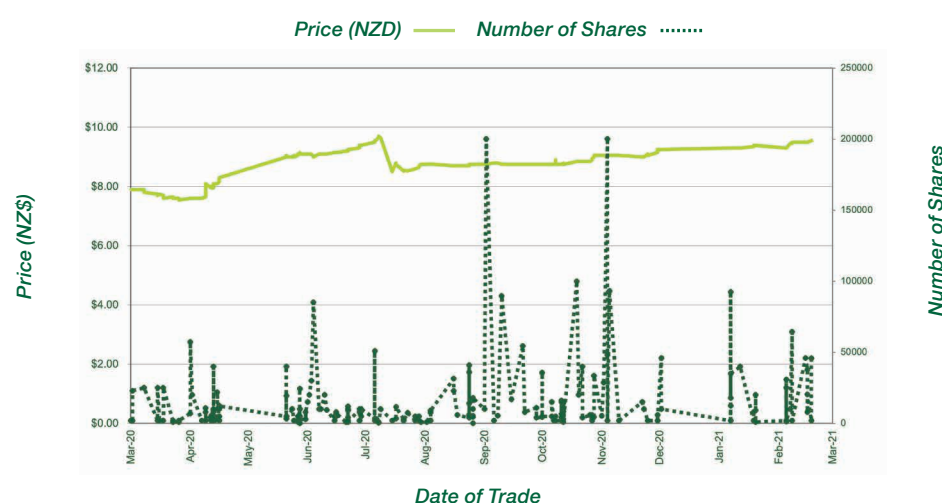
For the month of March (as at 17 March), there were no shares traded by entities associated with Zespri Directors. See the Canopy for details: Canopy > Growing Zespri Kiwifruit > Working with Zespri > Shares. Alternatively search for 'Director Shares' using the search function.

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

ZGL share trading halt

Zespri intends to halt trading of ZGL shares on the Unlisted (USX) share trading platform from 5pm Wednesday 7 April to allow the finalisation of the 2021 Gold3 and Zespri Red tender process. Zespri will announce the Preliminary Revenue Range (PRR) on Wednesday 21 April. Share trading will resume at 9am on Friday 23 April.

ZESPRI GROUP LIMITED SHARE TRADES 17 MARCH 2020 TO 17 MARCH 2021



CLASS 1 FRUIT AND SERVICE PAYMENTS AND TIMINGS

(INCLUDING LOYALTY PREMIUM)

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

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

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

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

| 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-20 | \$2.80 | \$0.11 | | | | | \$2.91 | 18% |
| May-20 | | \$0.09 | | | | | \$3.01 | 18% |
| Jun-20 | | \$0.08 | | | | | \$3.09 | 19% |
| Jul-20 | | \$0.06 | | | \$1.79 | | \$4.93 | 30% |
| Aug-20 | | \$0.20 | \$0.35 | | \$2.24 | | \$7.73 | 47% |
| Sep-20 | | \$0.42 | | | \$2.31 | | \$10.47 | 63% |
| Oct-20 | | \$0.27 | \$0.39 | | \$1.15 | | \$12.28 | 74% |
| Nov-20 | | \$0.16 | \$0.04 | | \$1.68 | | \$14.16 | 85% |
| Dec-20 | | \$0.01 | \$0.03 | | \$1.08 | | \$15.28 | 92% |
| Jan-21 | | | | | | \$0.10 | \$15.38 | 93% |
| Feb-21 | | | \$0.01 | | \$0.55 | | \$15.93 | 96% |
| Mar-21 | | | | | \$0.33 | | \$16.26 | 98% |
| Apr-21 | | | | | \$0.10 | | \$16.36 | 99% |
| May-21 | | | | | | | | |
| Jun-21 | | | | | | \$0.15 | | 100% |
| Paid YTD | \$2.80 | \$1.41 | \$0.83 | \$0.00 | \$11.13 | \$0.10 | \$16.27 | |
| Balance to pay | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.20 | \$0.15 | \$0.34 | |

Total fruit and service payments - 2020/21 Forecast \$16.61

| 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-20 | \$2.80 | \$0.03 | | | | | \$2.83 | 15% | | | |
| May-20 | | \$0.07 | | | | | \$2.90 | 16% | | | |
| Jun-20 | | \$0.09 | | | | | \$2.99 | 16% | | | |
| Jul-20 | | \$0.09 | | | \$2.11 | | \$5.19 | 28% | | | |
| Aug-20 | | \$0.14 | \$0.24 | | \$3.05 | | \$8.62 | 47% | | | |
| Sep-20 | | \$0.27 | | | \$2.63 | | \$11.52 | 62% | | | |
| Oct-20 | | \$0.04 | \$0.27 | | \$1.56 | | \$13.39 | 72% | | | |
| Nov-20 | | \$0.05 | \$0.02 | | \$2.05 | | \$15.51 | 84% | | | |
| Dec-20 | | \$0.17 | \$0.00 | | \$1.26 | | \$16.94 | 91% | | | |
| Jan-21 | | | | | | \$0.10 | \$17.04 | 92% | | | |
| Feb-21 | | | \$0.00 | | \$0.66 | | \$17.70 | 96% | | | |
| Mar-21 | | | | | \$0.46 | | \$18.16 | 98% | | | |
| Apr-21 | | | | | \$0.10 | | \$18.26 | 99% | | | |
| May-21 | | | | | | | | | | | |
| Jun-21 | | | | | | \$0.15 | | 100% | | | |
| Paid YTD | \$2.80 | \$0.95 | \$0.53 | \$0.00 | \$13.78 | \$0.10 | \$18.16 | | | | |
| Balance to pay | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.21 | \$0.15 | \$0.36 | | | | |

Total fruit and service payments - 2020/21 Forecast \$18.52

| 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-20 | \$2.25 | \$0.01 | | | | | \$2.26 | 21% |
| May-20 | | \$0.07 | | | | | \$2.33 | 22% |
| Jun-20 | | \$0.04 | | | | | \$2.37 | 22% |
| Jul-20 | | \$0.04 | | | \$1.35 | | \$3.75 | 35% |
| Aug-20 | | \$0.11 | \$0.13 | | \$0.81 | | \$4.80 | 45% |
| Sep-20 | | \$0.31 | | | \$0.79 | | \$5.90 | 56% |
| Oct-20 | | \$0.32 | \$0.15 | | \$0.98 | | \$7.35 | 69% |
| Nov-20 | | \$0.21 | \$0.02 | | \$0.94 | | \$8.52 | 80% |
| Dec-20 | | \$0.28 | \$0.06 | | \$0.61 | | \$9.46 | 89% |
| Jan-21 | | | | | | \$0.10 | \$9.56 | 90% |
| Feb-21 | | | \$0.01 | | \$0.37 | | \$9.94 | 94% |
| Mar-21 | | | | | \$0.29 | | \$10.23 | 97% |
| Apr-21 | | | | | \$0.10 | | \$10.33 | 98% |
| May-21 | | | | | | | | |
| Jun-21 | | | | | | \$0.15 | | 100% |
| Paid YTD | \$2.25 | \$1.40 | \$0.36 | \$0.00 | \$6.12 | \$0.10 | \$10.23 | |
| Balance to pay | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.21 | \$0.15 | \$0.36 | |

Total fruit and service payments - 2020/21 Forecast \$10.59

| 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-20 | \$2.25 | | | | | | \$2.25 | 17% |
| May-20 | | \$0.01 | | | | | \$2.26 | 17% |
| Jun-20 | | \$0.01 | | | | | \$2.27 | 17% |
| Jul-20 | | \$0.02 | | | \$2.45 | | \$4.73 | 36% |
| Aug-20 | | \$0.10 | \$0.20 | | \$1.16 | | \$6.19 | 47% |
| Sep-20 | | \$0.22 | | | \$1.08 | | \$7.49 | 57% |
| Oct-20 | | \$0.20 | \$0.19 | | \$1.28 | | \$9.15 | 70% |
| Nov-20 | | \$0.10 | | | \$1.22 | | \$10.47 | 80% |
| Dec-20 | | \$0.16 | | | \$0.92 | | \$11.54 | 88% |
| Jan-21 | | | | | | \$0.10 | \$11.64 | 89% |
| Feb-21 | | -\$0.01 | \$0.01 | | \$0.60 | | \$12.23 | 94% |
| Mar-21 | | | | | \$0.46 | | \$12.69 | 97% |
| Apr-21 | | | | | \$0.10 | | \$12.79 | 98% |
| May-21 | | | | | | | | |
| Jun-21 | | | | | | \$0.15 | | 100% |
| Paid YTD | \$2.25 | \$0.80 | \$0.39 | \$0.00 | \$9.15 | \$0.10 | \$12.69 | |
| Balance to pay | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.20 | \$0.15 | \$0.35 | |

Total fruit and service payments - 2020/21 Forecast \$13.04

| 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-20 | \$2.80 | | | | | | \$2.80 | 21% | | | |
| May-20 | | | | | | | \$2.80 | 21% | | | |
| Jun-20 | | | | | | | \$2.80 | 21% | | | |
| Jul-20 | | | | | \$2.74 | | \$5.50 | 41% | | | |
| Aug-20 | | | \$0.27 | | \$0.80 | | \$6.57 | 49% | | | |
| Sep-20 | | | | | \$2.86 | | \$9.42 | 71% | | | |
| Oct-20 | | | \$0.27 | | \$0.66 | | \$10.35 | 78% | | | |
| Nov-20 | | | | | \$1.25 | | \$11.61 | 87% | | | |
| Dec-20 | | | | | \$0.36 | | \$11.97 | 90% | | | |
| Jan-21 | | | | | | \$0.10 | \$12.07 | 91% | | | |
| Feb-21 | | | \$0.00 | | \$0.54 | | \$12.61 | 95% | | | |
| Mar-21 | | | | | \$0.25 | | \$12.85 | 97% | | | |
| Apr-21 | | | | | \$0.10 | | \$12.95 | 97% | | | |
| May-21 | | | | | | | | | | | |
| Jun-21 | | | | | | \$0.15 | | 100% | | | |
| Paid YTD | \$2.80 | \$0.00 | \$0.50 | \$0.00 | \$9.45 | \$0.10 | \$12.85 | | | | |
| Balance to pay | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.30 | \$0.15 | \$0.46 | | | | |

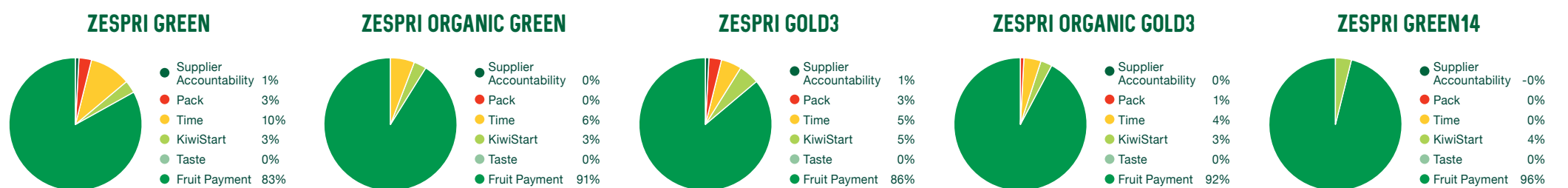
Total fruit and service payments - 2020/21 Forecast \$13.31

Note 1: The submit and progress payments detailed in the tables are based on net submit trays.
 Note 2: Rates per TE of \$0.00 have values of less than \$0.005.

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

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

2020/21 FEBRUARY FORECAST





KEY FOCUS: APRIL GLOBAL EXTENSION TEAM

Pre-harvest
preparationSite
preparationDeciding when
to harvestPreparing for
next season

THE MONTH AHEAD: APRIL

Is harvesting on the horizon?

- 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.
- 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.
- Be particularly cautious when spraying both harvested and non-harvested vines. Traces of non-approved products in the tank or from spray drift could result in unacceptable fruit residues. Report any concerns to the Pre-harvest Assurance team.
- If in-season spraying hasn't been enough to manage sooty mould, rubbing the sooty mould off the fruit with a wet glove has shown to be effective on Gold3. This takes a lot of manpower, so go around your orchard and assess if it is worth the effort.
- 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.
- Use the OGR Estimator (Canopy > Zespri & The Kiwifruit Industry > Tools & Calculators > Calculators & Apps) to assist you with your harvest date decision. This

calculator provides an estimation of your OGR for up to three harvest dates using information from your clearance reports.

- 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.
- 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?
- Make sure all your signage is up to date with current contact details, and visible signage for toilets and parking. Ensure your COVID-19 QR posters are readable and displayed, and that everyone entering the orchard scans in.

Already harvested?

- Focus on encouraging and recognising good practice, and don't tolerate bad practice. If you're select picking Gold3, supervision, monitoring and feedback will be particularly critical to ensure a good job.

- 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.
- If your scale monitoring results have indicated high scale infestations in your orchard, then a post-harvest Movento application is a great tool to help bring scale populations down. Read the Spotlight on Post-Harvest Movento for Scale Control insert in this issue of Kiwiflier for how to get the best of this application. Remember that post-harvest applications of Movento are off-label and will require a Justified Approval.
- Post-harvest applications of copper and Actigard (use Actigard only if you've still got relatively 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. Ensure good coverage by checking your sprayer setup with water-sensitive papers, and consider a double pass, going in both directions down each row to make sure you get good deposits on the shadowed areas as well. If you're only doing a single pass, seriously consider travelling in opposite directions down alternate rows.

Important: If you're using the same sprayer on crops not yet harvested, be really 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.

LEARNING ABOUT PRODUCING ZESPRI RED FRUIT

More than 60 people attended a field day on-orchard at Ranguru in the Bay of Plenty in March, focused on the production of our new Zespri Red variety.

The day was hosted by the Global Extension Team and was primarily for current licensees establishing Red19. It was a chance to see the fruiting canopy of triallist Ian Schultz and hear from Ian and his orchard manager, Campbell Wood. This was a fantastic opportunity for attendees to see Red19 fruit just before harvest, as the fruit was harvested the following week.

Zespri Industry Liaison Team Leader Tom MacMorran and Shane Olsen from Plant & Food Research spoke about producing Zespri Red, while growers Ian Schultz, Robbie Ellison, Levi Smith and David Hoyle generously shared their experiences about establishing Red19 and producing fruit.

Many people also took the opportunity to visit Trinity Lands' Lichfield orchard and heard from Nathan and Levi Smith about their Red19 trial and the establishing block.



Red19 fruit on the vine. Image by Jamie Troughton.



Zespri Red freshly harvested. Image by Jamie Troughton.

SPRAY CONTRACTOR MINIMUM QUALIFICATIONS

Minimum qualifications of spray contractors (spraying for reward) has changed. These changes happened several years ago through the EPA, but due to initial course content, would not have been relevant to those using airblast sprayers.

This has now changed, with spray contractors expected to hold their Registered Chemical Applicator Certificate (RCA). The RCA is only obtainable after completing a fees-free National Certificate in Agrichemical Application (NCAA).

Growsafe have been working to create a recognition of current competency (RCC) in connection to the NCAA, and Zespri is creating a 'how to' document for all spray contractors to keep this process as simple as possible, including expected timelines.

We will email all spray contractors the requirements in detail. For more information, please contact preharvest.mailbox@zespri.com.

INDUSTRY SUPPLY GROUP (ISG)

MARCH MEETING

The main agenda items discussed were as follows:

- Generic services
- Supply Agreement 2021
- Supplier Accountability sub-group
- 2022 Hail Policy discussion
- Operations/market updates
- Quality Manual – Maturity Clearance
- Maturity Clearance System update

The April ISG meeting will be held on 22 April 2021.



OPPORTUNITY GROWS HERE

This year, the New Zealand public will see more recruitment advertising as the kiwifruit industry looks to attract around 23,000 seasonal workers to pick and pack. 2021 is forecast to be another record-breaking year, with more kiwifruit produced than ever before.

In addition to NZKGI's labour attraction campaign and the recruitment marketing by kiwifruit businesses, NZKGI is collaborating with the Ministry for Primary Industries to attract kiwis to pick and pack. Throughout the kiwifruit harvest, the Opportunity Grows Here campaign

will use online, radio, print publications as well as billboards to get out the message that there are a range of seasonal roles available.

Keep an eye open for these stunning visuals and encourage people to visit the Opportunity Grows Here website (<https://www.opportunitygrowshere.nz>) for information on jobs.

Information on working in the kiwifruit industry can also be found on the NZKGI website, and job opportunities will be posted on NZKGI's Facebook page, KiwifruitJobsNZ.

KIWIFRUIT WORKER SOWS THE SEEDS TO A GROWING CAREER



Stacey Marino is a perfect example of how finding your ideal career can materialise when you least expect it.

The 38-year-old mum of three from the Eastern Bay of Plenty area is a full-time orchard supervisor. But she's worked her way up the kiwifruit ladder, starting as a seasonal kiwifruit contractor and upskilling herself along the way.

Prior to working in the industry, Stacey was an apprentice chef at a restaurant in Paengaroa, and before that was working as a wool handler at Mt Ida Shearing in Central Otago. However, it wasn't until she was living in Te Puke in 2015 that kiwifruit caught her eye.

"I kept getting asked if I worked in kiwifruit because you can't live in Te Puke and not have worked in the industry," Stacey laughs. "So, I thought I'd go into the packhouse and see what it was like. I loved it, and it grew from there."

Starting as a packer, Stacey quickly grew fond of the variety of jobs on offer and the diverse people she was getting to work alongside.

"I love the way so many cultures end up working in the kiwifruit industry," she says. "You get to learn about where they're from, their countries and a little bit of their language too."

In her first season, Stacey went from packing to grading the kiwifruit.

"Then I was asked if I wanted to stay on when the kiwifruit season finished, so I did the re-pack season, going back through all the pallets and checking over the fruit before it ships out," she says.

"The following season, I got asked to be a packaging supervisor, teaching others the skills I learnt in packing and grading."

Stacey initially thought working in the kiwifruit business would be a linear job. Yet, she says she's been pleasantly surprised by the work, support and growth the industry offers.

"I honestly never thought I'd rise that fast within the packhouse," she says. "The industry has an array of jobs and so many areas

to branch off in, whether it's in the packhouse or the orchard."

Curious and eager to learn the ropes, Stacey headed outside to the orchard the following season to try her hand at fruit thinning.

"I decided I loved it more than being in the packhouse because I enjoy being outdoors," Stacey says. That was two years ago.

Along the way, Stacey has taken the initiative to develop her skills and further her on-the-job training with a Level 3 Certificate in horticulture at the Open Polytechnic. She's also about to start her Level 4 in horticulture production at Toi Ohomai Institute of Technology, and recently completed a winter pruning course, developed by New Zealand Kiwifruit Growers Incorporated.

"Winter pruning is a tricky task because you've got to make sure you're picking the right canes and don't cut too much," Stacey says of the five-day initiative, as funded by the Ministry for Primary Industries.

"It's one of the hardest things to pick up in the kiwifruit orchards," she says. "Growers don't take just anyone on for the job because it's high risk and you can do a lot of damage to the crop."

By attending the course, Stacey learnt how to prune and what to look for. "It gave me a piece of orchard production that I was missing," she says. "I've gained a lot of confidence from the course and recommended it to a lot of people."

It was during the programme that Stacey got chatting with a worker from Kiwifruit Investments. Encouraged by the positive feedback, she met with the kiwifruit management company, and another door opened.

Today, Stacey works as an orchard supervisor for Kiwifruit Investments, despite having a fear of bugs.

"I heard rumours it was hard work, and it is, but with good techniques and training it makes the job a lot easier," Stacey says.

"Even though I'm getting older, I'm always upskilling, going forward, learning and being rewarded for it," she says.



Stacey Marino, orchard supervisor for Kiwifruit Investments.

"Supervisors and managers will spot you out and advance you. They put a lot into helping people, and giving them different skills and areas to work in."

While her mentors help her, Stacey supervises 12 to 18 workers, including backpackers, New Zealanders and Recognised Seasonal Employer (RSE) workers from the Pacific Islands.

Stacey's 17-year-old son is currently part of her team, earning some money over summer before heading off to study at the polytechnic himself.

"I work with so many different people and help them find their talent. If there's an area in the kiwifruit industry that I can help them go into then I'll speak to somebody who can help them get into things like forklift driving or the laboratories," Stacey says. "Watching somebody learn and love the job is the most rewarding."

For Stacey, it's every part of the job that gets her motivated for work every day.

"I really enjoy the work because it's always changing, and I enjoy teaching people," she says. "I love learning new things, and the industry is always evolving."

KEEP AN EYE OUT FOR SPITTLEBUGS IN YOUR ORCHARD



A deadly bacterial pathogen is having a disastrous impact across horticultural industries in Europe and the USA, and Spittlebug is a known vector for this pathogen.

Xylella fastidiosa can infect many different plants and while the full scale of potential damage to kiwifruit in New Zealand (if it got here) remains somewhat unknown, for many crops it will be devastating.

While kiwifruit is currently not considered a host, there is still much uncertainty, including whether we already have a vector in New Zealand capable of spreading this pathogen between kiwifruit orchards if it were to arrive. KVH is taking a proactive approach and is engaged in readiness efforts so that we are playing our part to reduce the likelihood and potential impacts of an incursion in New Zealand.

How might *Xylella fastidiosa* spread? There are several potential vectors around the world, but the only known one already present in New Zealand is spittlebugs. We're unsure of their

presence in our orchards and one of the ways we are looking to understand this better is to ask growers to keep an eye out and let us know if they spot anything that looks like one. This will help build our knowledge and complement research being undertaken into the distribution of this insect in New Zealand.

Spittlebug adults are small and reach a body length of 5–7mm. They are usually yellow/brown to dark brown, with dark spots, stripes, or bands on their back.

Nymphs are about 1–2mm and hard to see but are easier to identify because of their self-generated foam nests, which can be seen during spring.

If you see something that you think could be a spittlebug, we would like to know about it. Either use the Find-A-Pest reporting app on your phone to send through a report, or catch it (if you can), snap a picture of it, and report it us at KVH on 0800 665 825 or info@kvh.org.nz.



Adult spittlebug. Image credit Even Dankowicz



Nymph. Image credit Helen Macky



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Q&A FROM THE FIELD

How do I know that there are no unreasonable differences in results depending on which lab collects/ processes my clearance test result, and that my sample is anonymous to the lab?

Zespri uses the following controls to minimise between service provider sample variability: Zespri contracted sampling auditors perform sample audits throughout the harvest window, proficiency testing takes place between independent laboratories, Zespri audits each independent laboratory.

Auditing includes an assessment of the independence commitments that post-harvest related service providers have made. Samples provided to the independent laboratories will only be identified with a blind sample number with the laboratory staff not seeing any of the orchard information associated with a sample.

At the time of tender, I don't have a map. Do I have to allocate a KPIN at time of tender?

No, you do not need a KPIN number at the time that you tender for licence. If successful, you will have one year to allocate the licence to a property/KPIN. However, note that the licence must remain in the same entity that you purchased it in.

If you are specifying a KPIN when you bid, you will need to submit a map. There will be no tolerance for areas bid for using an estimated area that is overlapped when it is GPS audited.

I need help with orchard enquiries outside of business hours. Who do I call?

If your query is regarding the Maturity Clearance System or results, you can contact the Maturity Team on 0800 874 515 or Maturity.Support@zespri.com between 8am – 8pm.

For Spray Diary queries, contact Jemma Hughes on 027 464 8770 or spraydiary@zespri.com.

Alternatively, contact your Grower Liaison Manager.

I have a neighboring property that has crops other than kiwifruit and I am concerned about their spray regime and drift. 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 get notification when they are spraying. Ultimately you are responsible for any residues found on your fruit.

GROWER FISHING COMPETITION A SUCCESS

Zespri hosted its first grower fishing competition from 25 to 27 February.

The event attracted 75 participants on 25 boats, culminating in a fantastic weekend of fishing and some healthy competition.

The chilly bins then lined up at MasterTech



Peter Blair (left) and Geordie Gardiner (right) with the prize-winning heaviest kingfish (19.94kg) and snapper (9.64kg).



Marine for prizegiving for the heaviest and weighted average for fish in five categories.

A huge thanks to all our sponsors for the prizes, and Wish4Fish for providing the BBQ.

Look out for the national Zespri fishing competition announcement.

NEW CHAIR OF MĀORI KIWIFRUIT GROWERS INCORPORATED APPOINTED

Zespri congratulates Anaru Timutimu (Ngāi Te Rangi, Ngāti Ranginui, Tūhoe) on his appointment as Chair of Māori Kiwifruit Growers Inc (MKGI). We look forward to working in collaboration with MKGI to support our Māori growers.

Mr Timutimu grew up in the small community of Matapihi in Tauranga, and has worked in staff and governance roles for a number of Māori orchards on the peninsula.

He has been involved in Māori land development, and kiwifruit orchard development in the Bay of Plenty, and has supported the growth of Māori horticulture and agriculture sectors for a number of years.

He has also spent the past two decades in a range of management positions including roles at Fonterra, Ballance Agri-Nutrients, Te Tumu Paeroa and PGG Wrightson. He is currently Head of Strategic Partnerships at Toi Ohomai Institute of Technology.



MKGI Chair, Anaru Timutimu.

JOINING AN ORCHARD FIELD DAY?

On-orchard field days and events are an opportunity to share valuable information; however, they can also lead to the spread of unwanted pests and diseases through the movement of people, machinery, tools and goods.

KVH has produced a best practice poster to help reduce biosecurity risk when hosting or visiting an orchard event and to explain the simple and easy steps people can take to protect kiwifruit orchards.

You can download the poster from www.kvh.org.nz or email info@kvh.org.nz if you would like us to print and send one to you.

TOP TIPS FOR HOSTS



LEAD BY EXAMPLE

- Include simple biosecurity messages in publicity material and briefings on the day to share expectations.
- Keep a register of attendees so you know who's coming and can trace back any unwanted pests or disease movements.
- Prevent unwanted pests and diseases from arriving and spreading by ensuring your visitors meet all hygiene requirements.



KEEP IT CLEAN

- All vehicles, machinery, clothing, footwear and tools that come on to the orchard should be free of soil and plant material.
- Clean and sanitise high-risk items (like footwear) with a footbath or sanitiser spray. Provide hand sanitiser or washing facilities.
- Put up designated parking and biosecurity signage to limit access to your property and remind people of your requirements.



SPOT THE UNUSUAL

- Routinely monitor your vines and fruit, especially high-risk areas where visits take place.
- Take good photos of any disease symptoms. If you find a pest contain it and take a photo. Report anything unusual to KVH on 0800 665 825 or Biosecurity New Zealand on 0800 80 99 66.
- Keep records of everything that comes on to your orchard (e.g., plant material, pollen, people) so all movements can be quickly traced.

TOP TIPS FOR VISITORS



KNOW BEFORE YOU GO

- Register in advance or on the day so that you receive biosecurity information and know your host's expectations.



KEEP IT CLEAN

- Prevent pests and diseases from spreading by cleaning your vehicle and any machinery or tools you might be bringing on to the orchard – any soil or plant material should be removed.
- Footbaths and sanitiser might be available but you're best to make sure your shoes and clothing are clean before you arrive.



BE A GOOD GUEST

- Follow all biosecurity signage, including parking requirements for designated areas.
- Stay on track – don't wander off into production areas unless you're invited.



FEEDBACK ON KIWIFLIER

We are seeking your feedback on our *Kiwiflier* publication.

What sort of content do you like to see featured? What do you enjoy reading about? And what would you like to see more of?

Please submit your feedback via your Grower Liaison Manager.

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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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