



P4: FROM THE MARKETS



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P12: FROM THE FIELD

2022 LICENCE RELEASE ANNOUNCED

The quantity of Zespri SunGold Kiwifruit licence to be released in 2022 in the Closed Tender Bid has been reduced from 700 hectares to 350 hectares. 350 hectares of Zespri RubyRed Kiwifruit licence will also be released in 2022, with that number expected to grow to 500 hectares in 2023, subject to next year's annual review of licence release.

The Board has also confirmed future Zespri SunGold Kiwifruit licence release, with between 350 and 700 hectares per year being released from 2023-2026 subject to annual review. Additionally, there will be no release of Zespri Organic SunGold Kiwifruit licence in 2022. This is due to both higher than expected yields on organic orchards and more organic conversions meaning we expect to reach target supply volumes of 6.2 million trays by 2026.

These decisions have been the subject of extensive consideration by Zespri over recent months, and are based around ensuring sustainable value for our growers, through management of supply volumes aligned with our projected future market demand.

Zespri Chairman Bruce Cameron says the plan for the 2022 licence release reflects our focus on ensuring we can provide strong and sustainable returns to growers by ensuring demand continues to exceed supply.

"We remain incredibly confident in the market demand outlook, with global demand for our fruit continuing to strengthen, along with the value we are able to capture for growers, if we maintain our approach of building market demand ahead of supply," says Bruce.

(Continued on page 2)

NEW KIWIFRUIT BREEDING CENTRE LAUNCHES



Inaugural KBC CEO, Matt Glenn.

Healthier, better tasting and more sustainability-focused varieties are the goals of the new 50/50 joint venture Kiwifruit Breeding Centre that opened its doors in October. Find out more on page 11.

INDUSTRY PREPARES FOR 2022 SEASON LABOUR SHORTAGE

The industry is planning for the 2022 season with the expectation of substantial labour shortages as a result of the COVID-19 pandemic, and has approved changes in order to reduce impediments to harvest and provide for a smooth flow of fruit to optimise the labour and post-harvest capacity available.

It is expected that the industry will face a shortage of 6,500 people, up from 4,500 in 2021. The size of the challenge also increases with an estimated 10 to 15 million additional trays of Zespri SunGold Kiwifruit to harvest and pack in 2022.

To proactively prepare for this, the industry has been working through a Five-Point Action Plan and formed a range of recommendations for 2022 designed to provide a smoother flow of fruit throughout the harvest. The following actions from the Five-Point Plan have been approved by the Industry Advisory Council (IAC).

WHAT DOES THE FIVE-POINT ACTION PLAN INVOLVE?

1. Period 1 Procurement



In terms of Period 1 Procurement, we're looking to bring forward additional volume of SunGold Kiwifruit into the Kiwistart period to increase the utilisation of packing and labour availability.

"This will be done by allowing greater flexibility and volume of packing allocations by procuring ahead of market demand, and providing sufficient Kiwistart rates to ensure the required conversion between clearance and submit," says Zespri Chief Global Supply Officer, Alastair Hulbert.

2. Review of bulk pack mix



A shift towards greater bulk packing in 2022 is designed to create efficiencies and make better use of the available capacity and workforce.

"Using bulk packing requires a little over 50 percent of the labour required to pack layered packs and has a direct impact on supplier packing capacity," explains Alastair.

Significant shifts in Zespri SunGold Kiwifruit pack mix for key markets like Japan and China will free up considerable capacity each week – with Japan moving to 85-95% bulk packing from around 49 percent last season, and China to 48 to 55 percent from 25 percent last season.

"These changes also provide benefits to our supply chain through increased optionality for bulk inventory and reducing market access impacts – ultimately providing us more flexibility and greater market customisation around regulatory requirements," says Alastair.

3. Taste and Maturity Clearance Systems update



Zespri is undertaking a comprehensive Taste Zespri review ahead of the 2023 season, supported by consumer, grower and supply chain research which is currently underway.

Ahead of this for 2022, we are making some tactical adjustments to the SunGold Taste Zespri programme in order to ensure we remove impediments and achieve a smooth flow of fruit through harvest. There is a fine balance here, as having good dry matter levels is very important to optimise the consumer response to our fruit and drive sales run rates through repeat sales.

The first adjustment is to change the Zespri SunGold Maximum Taste Payment from 70 percent to 60 percent, in order to reduce the commercial incentive to hold off harvesting to accumulate more dry matter and taste incentive.

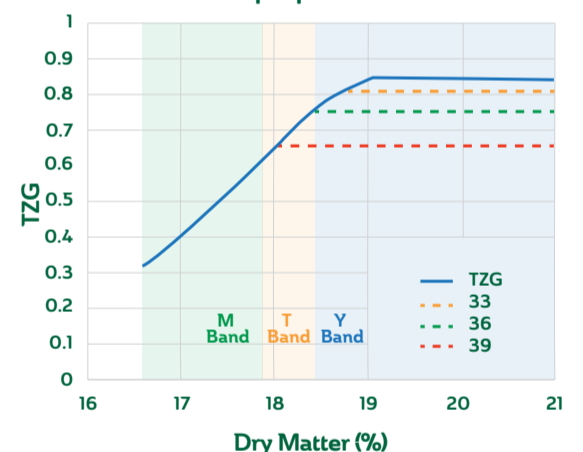
The second adjustment is to revert the SunGold Conventional TZG curve back to the 2019 TZG curve, with the maximum dry matter caps retained. The 2021 taste curve was seen by many as a harvest impediment by suppressing TZG values.

Maturity clearance results will also be available earlier, with a target of midday for maturity clearance reporting. This will be enhanced to provide growers with more industry relativity and regional comparisons.

These changes will be supported by a review of Kiwistart rates to ensure the commercial balance is right to target a larger and more consistent procurement volume in Kiwistart – particularly through weeks 13-15 – and reduce the risk of fruit being held past its optimum maturity.

Growers are encouraged to factor in the uncertainty for next season with reduced labour and possibility of COVID-19-related disruption during harvest. They should also factor in being conservative when setting crop loads and making harvest decisions next year as it is highly likely conditions will continue to change.

2022 GA CK proposed TZG curve



4. Size 39 Zespri SunGold Kiwifruit



Size 39 Zespri SunGold Kiwifruit were a significant harvest impediment in 2021, with a number of growers delaying their harvest to meet minimum taste standards, sometimes to the detriment of firmness and quality in the larger sizes.

Size 39 SunGold will move to non-standard supply for the 2022 and 2023 seasons. The weight bands will also be adjusted to reduce the amount of fruit in Size 39.

5. Shipping schedule



The shipping schedule has been reviewed to identify whether there is ability to increase shipping volumes earlier in the season to reduce coolstore capacity restraints.

It is a challenging environment given the global shipping constraints experienced in 2021 and this is expected to continue in 2022.

Zespri is continuing to work with shipping providers and to assess offshore cool storage capacity and market appetite to increase volume early in the season and will look to confirm a forecast departure plan prior to the end of the year.

FIND OUT MORE:

- 2022 Licence release, including licence release mechanisms and 'Finishing off' blocks allocation process, see page 2

- Labour shortage update, see page 3
- 2022 preferred fruit profile for new weight bands, see page 3



2022 LICENCE RELEASE

(Continued from page 1)

Supply volumes are increasing, with growers achieving strong yields per hectare, and with a continued focus on delivering fruit of high quality to our markets.

Concurrently, the industry is confronted by a range of challenges, primarily driven by COVID-19 which continues to have an impact across our value and supply chain.

"An interim slowdown in licence release allows us to address this while ensuring we have some time to watch the rapidly evolving COVID-19 situation unfold, including the reopening of New Zealand to the world and changes to immigration settings," says Bruce.

As a result of the reduction of Zespri SunGold Kiwifruit licence to 350 hectares, adjustments have also been made to the Zespri SunGold Kiwifruit Closed Tender Bid process to apply a number of restrictions to help spread the reduced licence amongst growers.



Key dates for Zespri SunGold and RubyRed Kiwifruit tender processes

31 January 2022	Deadline for allocation of a KPIN for new developments that any grower wishes to include in the Zespri SunGold Kiwifruit tender process.
Early March 2022	Licence Application Overview and Rules published for Zespri SunGold and RubyRed Kiwifruit tender processes.
20 March 2022	Application process opens.
30 March 2022	Closing date for bids.
End April 2022	Successful licence bidders notified; licence deposit required to be paid within three working days.

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

LICENCE RELEASE MECHANISMS

The licence release mechanisms have been reviewed to try to ensure a spread of licence is available across our grower base.

While bidders for Zespri SunGold Kiwifruit licence will continue to bid under a Closed Tender Bid process, several restrictions will be applied at a KPIN and bidder level to spread the available hectares over as many bidders as possible. Key elements to the mechanism include:

- Gold3 Bids must be linked to an orchard KPIN at the time of application.
- The land under that KPIN must be owned or leased by the Bidder at the time of application (see also below regarding lease requirements).
- The licence will have to be planted in full on the KPIN associated with the bid, and will not be able to be transferred to other orchards/KPINs or entities until Zespri's transfer requirements are satisfied.
- The maximum bid area for Gold3 on a KPIN is restricted to 50 percent of the plantable area (excluding any area already planted in Gold3 and/or Red19).
- A 10-hectare maximum Gold3 bid area per bidder, per KPIN — i.e., the sum of a grower's Gold3 bids for each KPIN cannot exceed 10 hectares.
- Multiple Gold3 bids can be made per KPIN (split bids) provided the total bid area does not exceed 50 percent of the plantable non-Gold3 and Red19 area, and does not exceed 10 hectares.
- For new Gold3 developments, a KPIN must be allocated to the orchard prior to 31 January 2022, and the plantable area must be defined and measured as the physical blocks identified for planting or grafting accompanied by an up-to-date GPS map.
- If the bidder is a lessee, then a lease of at least seven years must be in place at the time of application on the orchard that is the subject of the bid.
- The 'use it or lose it' two-year rule applies with planting or grafting by 31 January 2024.
- A GPS map is required to be supplied with every application.

In order to avoid circumvention of the maximum 10 hectare per bidder limit, Zespri will develop an Associated Persons policy which will be included in the Licence Application Overview and Rules. This policy will ensure licence is spread among growers and entities, and prevent multiple bids by different entities that are closely related or commonly owned or controlled.

Serious sanctions will apply to any bidder breaching these rules. More details about these rules will be published as soon as they have been fully developed.

The full Licence Application Overview and Rules ("LAOR") will be developed and communicated to the industry in early March 2022. However, communication and explanation of the Associated Persons policy, the 'Finishing off' blocks process and the definition of "plantable area" will be communicated in December and in sufficient time for growers to understand their eligibility to apply.

To provide further certainty as to eligibility, a process will also be established in early 2022 prior to the opening of the Zespri SunGold Kiwifruit and Zespri RubyRed Kiwifruit tenders for growers to get "pre-approval" of plantable areas, leasing arrangements, and confirmation as to whether any parties are "Associated" or not.

Zespri RubyRed™ Kiwifruit licence release mechanism

The licence release mechanism for Zespri RubyRed Kiwifruit licence will be restricted to 350 hectares in 2022, with the rules predominantly the same as in 2021 with the exception of the maximum bid area:

- Closed Tender Bid (CTB) process.
- Maximum bid area for Red19 is reduced 10 hectares per bidder.
- Minimum bid area for Red19 is 0.5 hectares unless Red19 is already on the KPIN.
- Bidders can apply for licence with or without advising a KPIN at the time of bidding.
- The 'use it or lose it' two-year rule applies with planting or grafting by 31 January 2024.
- Bidders who wish to finish off Red19 blocks can bid in this Closed Tender Bid.
- In order to avoid circumvention of the 10-hectare maximum bid area limit for Red19, the Associated Persons policy will be applied to all Red19 bidders (same as for the Gold3 process).
- If the bidder is a lessee, then a lease of at least seven years must be in place at the time of application on any orchard that is the subject of the bid, or prior to planting and grafting if no property is identified at the time of bidding.
- A GPS map is required to be supplied with every application where a property is identified at the time of bidding.

'FINISHING OFF' BLOCKS ALLOCATION PROCESS

In response to feedback from growers, Zespri will also establish a process to allow growers to 'finish off' blocks where a small area of Zespri SunGold Kiwifruit licence plantings is required to complete a block. This will give certainty to those growers in this category.

This process will be completely separate to the Closed Tender Bid process, and is intended to be enduring – repeated every year while Zespri continues to release Zespri SunGold Kiwifruit licence.

The maximum area available per KPIN in the 'finishing off' pool is 0.30 hectares and must be supported by a GPS map showing the area required to finish off. The area applied for must be sufficient to finish off the relevant block (e.g., if 0.4 hectares is required, then all 0.4 hectares must be applied for in the Closed Tender Bid process). An orchard inspection may be required to validate the application.

There will be a fixed price for 'finishing off' licence allocation, set at the median price of the Closed Tender Bid for Zespri SunGold Kiwifruit for that year. Applicants will be committed to paying this price, unless it exceeds a specified limit (to be determined and notified when the rules are published).

This 'finish off' allocation is also available in 2022 to Zespri Organic SunGold Kiwifruit growers who are also Organic SunGold Kiwifruit licence holders, based on the same rules. The price of Zespri Organic SunGold Kiwifruit licence under this process will be the 2021 median price of the Closed Tender Bid.

Detailed information regarding the 'Finishing off' blocks process will be communicated in early 2022.

Key dates for Zespri SunGold Kiwifruit 'Finishing Off' Blocks process

31 January 2022	Licence Application Overview and Rules published for the 'Finishing Off' blocks process.
9 March 2022	'Finishing off' blocks application process opens.
23 March 2022	Closing date for 'Finishing off' blocks applications.
ASAP, prior to 30 March 2022	Successful 'Finishing off' blocks applications notified. Unsuccessful applicants may seek to apply under the Zespri SunGold Kiwifruit tender process which closes on 30 March.

**Dates may be subject to change, and any changes will be communicated to the industry.*

Support will be available to growers

We are aware that the change to the 2022 licence release process is significant in comparison to previous releases and the restrictive rules creates some complexity. Supporting collateral and FAQs will be available and communicated to growers as they are developed. Closer to the application window opening, Zespri will also provide a service where growers can validate their maximum bid area, lease arrangements or Associated Persons position prior to the application window opening.

Got questions?

For any questions on the 2022 licence release, contact the Zespri Grower Support Services team on 0800 155 355 or email the Zespri Licence team at new.cultivars@zespri.com.



LABOUR SHORTAGE

Labour is a serious concern this season with COVID-19-related border restrictions significantly reducing the number of overseas workers available, while we will also have more fruit to pick and pack.

Our best estimate is we will be around 6,500 workers short, taking into account RSE workers, compared with a shortage of around 4,500 people in the 2020/21 season. However this may be further impacted by absenteeism and COVID-19.

The forecast is higher due to the reduced number of backpackers available, with backpackers generally making up around 25 percent of our seasonal workforce, and the larger crop as more orchards come into full production. This would clearly impact on our ability to fully deliver the season.

Zespri CEO, Dan Mathieson says high rates of absenteeism in particular are causing issues across the industry.

“We believe, that to meet our ambitious growth targets, we need approximately 1,000 additional workers per year over the next five to six years.

“It is clear that we will have to make some significant operational changes for 2022 in order to be able to pick and pack next year’s crop which are outlined in the industry’s five-point plan,” says Dan (see page 1 of this issue of *Kiwiflier*).

“The industry is committed to working with the government to ensure that labour and immigration settings support the industry’s further growth while we continue to invest in automation and in ensuring we provide opportunities for New Zealanders,” says Dan.



OUR NEW NAME: ZESPRI RUBYRED KIWIFRUIT

Our current red kiwifruit will be named Zespri RubyRed™ kiwifruit for the first year of sales of commercial volumes in the upcoming 2022 season.

Commercialised in December 2019 and initially marketed as Zespri Red during the sales trials, Zespri RubyRed™ Kiwifruit will be available in commercial volumes for the first time in 2022 in New Zealand, Singapore, Japan and China, from around March until late May next year. With volumes expected to increase from 70,000 trays in 2021 to around 250,000 trays in 2022.

Zespri Chief Growth Officer Jiunn Shih says the new name better reflects the fruit’s properties and had tested well in consumer research.

“Consumers have been attracted to the fruit’s unique colour profile and berry-like taste and we’ve been delighted with their feedback,” says Jiunn.

“The consumer response to our limited sales trials over the last three seasons have exceeded expectations and suggest Zespri RubyRed™ Kiwifruit is able to attract new and younger consumers into the Kiwifruit category, complementing our offering of the world’s best Kiwifruit.

“As we’ve moved towards establishing commercial volumes, we’ve been exploring names that better embody the essence of the fruit, and which we hope resonate with our consumers.

“Throughout our consumer research, Zespri RubyRed™ Kiwifruit has remained at the top of consumer’s preference list – not only because it reflects the rare and

precious nature of the fruit but the ruby element gives consumers an immediate sense of that alluring red colour.”

The new name is in the process of being trademarked in Zespri’s key markets to better protect the investment made into this new variety, and to retain value for growers.

“The shorter shelf-life of Zespri RubyRed™ Kiwifruit compared to Zespri SunGold and Zespri Green Kiwifruit has meant that we’ve prioritised our Asian markets given the shorter marine transit times,” says Jiunn.

“We know there’s strong demand for the fruit in our other markets, including in Europe, and we’re continuing growing trials in our Northern Hemisphere production locations to determine the commercial potential of a red cultivar in different environments.



2022 PREFERRED FRUIT PROFILE ADJUSTED FOR NEW WEIGHT BANDS: ZESPRI GREEN AND SUNGOLD KIWIFRUIT

As part of our focus on Size 39 Zespri SunGold Kiwifruit, the Industry Advisory Council (IAC) recently agreed to adjust the weight bands for Sizes 39, 36 and 33 Zespri SunGold Kiwifruit, as well as making Size 39 size non-standard supply. Following further consideration of the need for supply chain consistency across all fruit groups and the distribution of small (Size 39/42) Zespri Green Kiwifruit, further adjustments to the minimum and maximum weights of Size 39 and 42 respectively are being worked through for the upcoming season.

Preferred profiles and charts for 2022 were published in the August issue of *Kiwiflier* with these being applicable to previous weight bands. The charts here show the preferred profile for 2022 restated to reflect the weight band changes that are being discussed. For ease of comparison, the blue dotted line highlights the new weight band impacts with higher percentage of profile in size 33, 36 and lower percentages in 39 and 42 as compared to the red dotted line which represents the previously published preferred 2022 profile. Zespri RubyRed Kiwifruit (formerly Zespri Red) will also have weight bands changed. However, we are not indicating a preferred profile for 2022 and therefore no chart is featured. The key focus for Zespri RubyRed Kiwifruit for next year for growers should be scale and pest management, fruit consistency, quality, and storage performance.

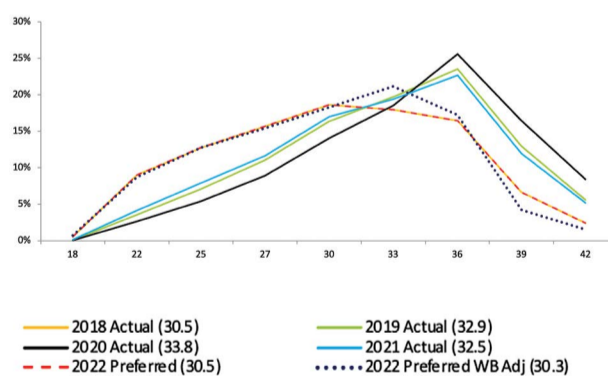
Under the new weight bands, the preferred average size for Zespri SunGold Kiwifruit is now restated to 28.0 compared with 28.1, as shared previously. This change to a larger average size comes from the new distribution of fruit following the weight band changes rather than an updated signal for more larger-sized fruit. The demand signals for Size 39 non-standard supply will be clearer towards the start of the 2022 season when better indications of crop are available.

For Zespri Organic SunGold Kiwifruit, the preferred average size is now restated to 28.9 compared with 29.0, as shared previously. While Size 39 will become non-standard supply in 2022, Zespri is committing to taking all the available Size 39 Organic crop, with market mix for Organics suiting a smaller average size profile as shown in the preferred profile chart on the right.

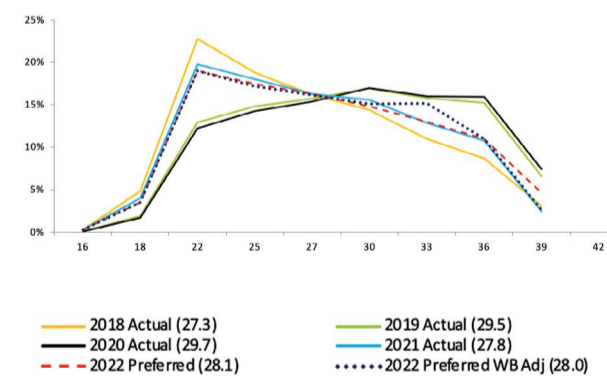
For Zespri Green and Organic Green Kiwifruit, with the adjustment to the weight bands the preferred average sizes are restated to 30.3 and 33.1 compared to 30.5 and 33.3 respectively. There is a proportionately larger impact on the restated average size for Green from these weight band changes due to the majority of the Green crop typically falling in Size 33 and smaller.

The final approved weight bands for the 2022 season will be published in the next issue of *Kiwiflier*.

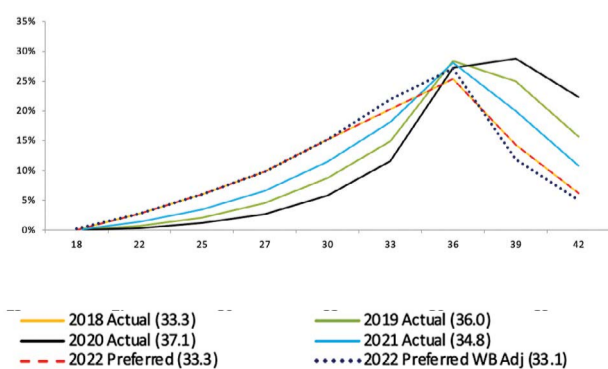
ZESPRI GREEN KIWIFRUIT



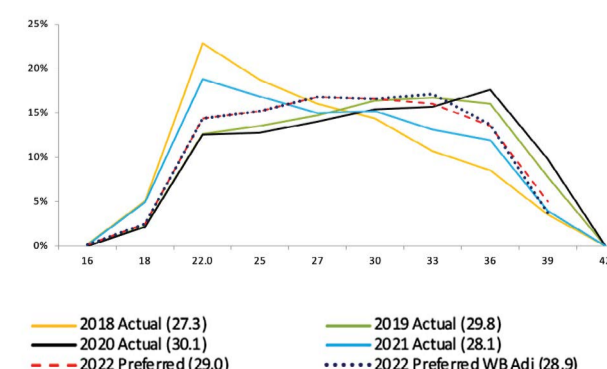
ZESPRI SUNGOLD KIWIFRUIT



ZESPRI ORGANIC GREEN KIWIFRUIT



ZESPRI ORGANIC SUNGOLD KIWIFRUIT





FROM THE MARKETS

2021 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.

Zespri SunGold Kiwifruit is sitting at 92 percent delivered, and Zespri Green at 78 percent delivered. Overall, 85.7% of Zespri Kiwifruit has been delivered into the market.

Zespri Chief Market Performance Officer Linda Mills says markets continue to manage ongoing vessel delays as a result of the COVID-19 pandemic.

“Nonetheless, demand is still stable and our Zespri marketing campaigns continue to ensure effective support right through to the end of the New Zealand season and through into the ZGS season.”

Northern Hemisphere Zespri SunGold Kiwifruit harvest is underway in all origins. Just over 750,000 trays have been

delivered to date as markets progressively transition from New Zealand origin as the season closes out.

Each year, Zespri surveys its customers to see what they think about our products and service. The 2021 survey is now underway. Similarly, Zespri also conducts extensive market research to understand consumer sentiment as well as to track the strength of the Zespri brand. These results are usually available at the end of November.

“Market research is critical to ensure we know how we are doing in the market across many metrics, and to provide insights to inform future improvements,” explains Linda.

“This exercise also includes tracking shoppers to understand how they make their decisions in store, what catches their eye and what makes them stop, look and purchase — this knowledge ensures our campaigns and product offering remain effective.”

Fruit delivered in-market as at 26 October 2021

Zespri SunGold Kiwifruit:



Zespri Green Kiwifruit:



Total Zespri Kiwifruit delivered:



France

Challenge Ruban Rose

Throng of runners and walkers at the ‘Challenge Ruban Rose’ (Pink Ribbon Challenge) in October were rewarded with a Zespri-branded reusable cotton bag and Zespri SunGold Kiwifruit.

The event is held four times a year throughout key cities in France to raise awareness of Breast Cancer, with the last event in Bordeaux attracting 15,000 participants.

Our Kiwi Brothers mascot was also popular at the events, with many pulling him in for a photo.



Spain

Kick-off for schools

Our team in Spain kicked off a new edition of the school programme ‘La Fruta va al Cole’ (fruit goes to school).

This is a programme to educate primary school kids on the goodness of fruit. Zespri partnered with Nutrition Foundation for the campaign where kids collect Kiwifruit stickers to win Zespri-branded balls for their school.



China

Mid-Autumn Moon Festival

Zespri joined in the Mid-Autumn Moon Festival across China, through a series of special in-store displays and promotions, gift packs, advertising and roadshows celebrating the spirit of gifting.

Check out some photos of the celebrations below:



Korea

Amazing Zespri Green Kiwifruit!

To increase attention in, and value of, our Zespri Green Kiwifruit, our team in Korea implemented the “Amazing Green” campaign at various marketing touchpoints.

This included promoting Zespri Green Kiwifruit on social media using the hashtag #AmazingGreen, out of store sampling, and collaborating with trendy café, Ruelle de Paris, where customers could savour the amazing taste of some delicious Zespri Green Kiwifruit desserts.





ZESPRI IN THE COMMUNITY

A virtual ticket around the world!

The Zespri Young and Healthy Virtual Adventure is back! We're really proud to be involved in this initiative and for the positive benefits it will bring to so many kids and communities across New Zealand.

The purpose of the adventure is to inspire and support children and their whānau to create their best health and wellbeing, every single day, and we're excited to support another 20,000 kids this year as they complete the adventure. For the next five weeks, children from the far north to the deep south of New Zealand will virtually travel around the world with their classmates as they earn points for accomplishing healthy habits. They'll be joined again by our friendly sporting legends and ASICS Ambassadors

Ardie Savea, Ameliaranne Ekenasio, Kane Williamson and Samantha Charlton who will encourage them along the way.

To mark the adventure's 'take off' we joined participating classes at Katikati Primary School to check out their avatars (who travel the world on each child's behalf) and heard about the healthy habits they had incorporated into their day. We were also thrilled to surprise the two very deserving classes with brand new ASICS running shoes! After the kids finished tying their laces, Chiefs and Bay of Plenty Steamers player Naitoa Ah Kuoi lead the group in some rugby drills before we shared some fresh and delicious Zespri Kiwifruit for afternoon tea.



Students from Katikati Primary School at the launch.



Participants receive brand new ASICS shoes!

Photos by Jamie Troughton, Dscribe Media.

Surf's up: Surfing for Farmers kicks off!

As the fourth season of Surfing for Farmers kicks off, the team are excited to be back again, bigger and better than last year. This summer will see Surfing for Farmers running in 21 locations all over New Zealand coastlines.

Surfing for Farmers is a surf therapy initiative helping improve mental health and wellbeing in New Zealand rural communities.

Launched in Gisborne in 2018 by Stephen Thomson, people around the country have seen the success of the Gisborne model, and reached out to replicate the programme into 21 regions around New Zealand.

The learn-to-surf programme provides an opportunity for farmers to step away from what can be an all-consuming business, get fresh air, exercise and interact with other farmers, rural families and industry professionals.

The initiative runs for approximately 13 weeks, on a weekday evening at regional surf beaches.

Those taking part are provided with surfing gear (wetsuits, surfboards) and lessons free of charge by local boardrider clubs or surf schools.

The programme has a strong focus on providing a safe and supportive environment. Each session is followed by a free barbeque where participants 'debrief' about the session and have a general catch-up.

Surfing for Farmers thanks the many volunteers who are all trying to support our rural communities. A huge thank you to everyone that has already put their hand up to help out.

Check out the kick-off dates and key contact details for your region here: www.surfingforfarmers.com/locations

Please contact your region's head coordinators (who can be found on the website) for more information. If you haven't joined in before, come and have a go!

Applications open: 2022 Kellogg Rural Leadership Scholarship

Do you know of anyone looking to take the next step in developing their leadership skills in the primary sector?

The Kellogg Rural Leadership Programme is designed for people wanting to develop their leadership skills in order to take on roles in management and governance in the primary sector.

Zespri sponsors one person from the Kiwifruit industry to complete this prestigious programme each year, and applications are open until Friday the 12th of November.

Head to www.zespri.com/en-NZ/rural-leadership for more information and to download the application form.

UPCOMING EVENTS:

DEC
1

HELP US 'STUFF THE BUS'

Zespri is proud to support The Breeze Tauranga's Stuff the Bus for 2021. 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 collecting donations before finishing up at Tauranga's Christmas in the Park. The bus will be parked up at Zespri HQ on Wednesday 1 December 2021 from 11.00am to 1.00pm 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 (COVID-19 Alert Levels permitting), please contact Nikita Fraser, Tour & Events Coordinator at nikita.fraser@Zespri.com.

FEB
3

FOOD SAFETY SYMPOSIUM – RE-SCHEDULED

The Food Safety Symposium has been postponed until 3 February 2022. More details will follow in the next issue of *Kiwiflier*.

Date: Thursday 3 February 2022

Venue: Trustpower Baypark - 81 Truman Lane, Mount Maunganui

Price: \$50 per person

Time: 9am to 3pm, followed by networking

Following on from the successful Symposium held in November 2019, the Kiwifruit Food Safety Group (KFSG) will host another event bringing together people from the Kiwifruit industry to hear from subject matter experts in areas such as Product Security, Foreign Matter Contamination, Notifiable Disease, Root Cause Analysis and Food Safety Culture. Full programme to follow.

FEB
18

EXPORTNZ'S 50TH ANNIVERSARY IN TAURANGA – RE-SCHEDULED

Register now to join us in celebrating ExportNZ's 50th anniversary in the Bay of Plenty. The event, previously scheduled to be held on 19 November, has been postponed to:

Date: Friday 18 February 2022

Time: 6.30pm – 9pm

Venue: Zespri International Ltd, 400 Maunganui Road, Mt Maunganui (dependent on COVID-19 Alert Level restrictions)

ExportNZ has been going for 50 years strong in 2021, with Zespri helping to support this milestone. We'll gather our past award winners along with Aotearoa's most ambitious and emerging export leaders on Friday 18 February at Zespri International, Mt Maunganui. Make sure to register now and be a part of our community celebration of this amazing journey!

Register here: www.exportnz.org.nz/training-and-events/bay-of-plenty-events/exportnz-50th-celebration-bay-of-plenty



ZESPRI GLOBAL SUPPLY UPDATE

ZGS SEASON UNDERWAY

The northern hemisphere season is well underway across our growing locations in Asia and Europe and is on track to provide the biggest season yet with 26 million trays of fruit set to be sold across a range of markets.

This season's Zespri Green Kiwifruit sales volumes are expected to remain steady compared with last year, while Zespri SunGold Kiwifruit sales are projected to increase by 13 percent, reflecting increased yields, new production and progress with managing pest and disease issues.

This season's strong harvest is even more pleasing given the challenges faced by growers in both Europe and Asia this year, explains Nick Kirton, Zespri's Executive Officer – Northern Hemisphere Supply.

"It's been a tough season for some European growers this year, with spring frosts and late season hail impacting fruit production in some areas, and it's been very wet in Asia where there remains the risk of typhoons before harvest is completed.

"To still be on track for record production reflects the hard work growers and those involved in the broader supply chain have been undertaking and we look forward to strengthening our partnerships in the years ahead," says Nick.

Zespri's global supply strategy is an important part of delivering value to New Zealand growers, enabling us to provide Zespri Kiwifruit to consumers for all 12 months of the year and helping protect shelf space.

Check out some images of harvest from our Northern Hemisphere locations below:



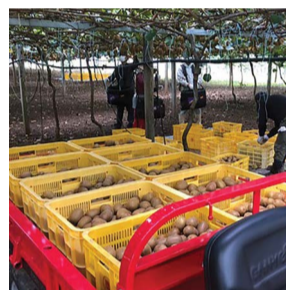
France.



Italy.



Korea.



Japan.

GOLD HARVEST	Crop estimate (trays)	Average fruit size	Harvest % complete	Packing % complete
Japan	393,630	33.0	76%	70%
Korea	611,835	30.8	62%	36%
France	1,142,142	33.4	100%	65%
Italy	13,361,896	31.2	99%	37%

ZESPRI SUNGOLD KIWIFRUIT TO BE COMMERCIALISED IN GREECE

In October, the Zespri Board approved a recommendation to proceed with commercial production of Zespri SunGold Kiwifruit in Greece.

The variety has been in commercial trials in Greece across five sites since 2018, with another four sites added in 2020 and a final site in 2021. While the trial blocks are young and have not yet reached full production, early results are positive and at least equivalent to trial sites in Italy at the same point for both yield and fruit size.

Production of Zespri SunGold Kiwifruit in Greece has several strategic advantages for Zespri's Northern Hemisphere Supply business. In order to provide 12 months of supply to customers, an increase in production in the Northern Hemisphere is needed. Progressing commercial production in Greece will provide some of this new production required to meet demand.

It will also provide a secondary advantage of increased geographical diversification in Europe, the main production area for the Northern Hemisphere. Growing Zespri SunGold Kiwifruit in Greece provides some risk mitigation if there are production issues such as frost, hail or pest damage in the other European production areas of Italy and France.

Production from Europe is also currently exported to a range of markets, including China and the USA, and fruit from Greece is expected to enhance our export programme.

Greece is already the largest Hayward producer by volume in Europe and is continuing to expand production of this variety, with commercial production of Zespri SunGold Kiwifruit expected to be complementary to Zespri's growing procurement of Hayward fruit from Greece.

In addition to strong early performance of Zespri SunGold Kiwifruit trials and geographical diversification, other key reasons for the decision to proceed with commercialisation of Zespri SunGold Kiwifruit in Greece are the increase in competitor golds starting to be planted in Greece, the strong performance of Hayward in Greece, and the close proximity and support of the Zespri Italian business/expertise.

There is still significant work to do before commercial plantings of Zespri SunGold Kiwifruit can commence in Greece. Firstly, a business plan will be developed to outline how the commercialisation will progress. This will include elements such as where fruit will be grown and packed, who can grow/pack it and development of systems to support commercial production including plant supply, contracting and testing services.

The amount of Zespri SunGold Kiwifruit to be grown will be developed as part of the Northern Hemisphere 10-year plan due for completion by the end of the year. There is also likely to be a discussion with New Zealand growers in 2022 on securing approval for planting more hectares as the Northern Hemisphere supply business approaches the 5,000 hectare limit agreed by growers in 2019.

KVDS EXPLAINED ON VIDEO

For some years now, Kiwifruit Vine Decline Syndrome (KVDS) has been impacting some of our Kiwifruit growing regions in Europe.

KVDS – also called Verona Vine Decline or Moria – has been observed in Italy, and occurred for the first time in Verona in 2012. It is a "multi-factored syndrome" that causes a sudden and fast decline of Kiwifruit plants. In 2019, approximately 252 hectares of Gold3 were identified as having some level of mild or severe KVDS – and 66 hectares collapsed as a result. In July 2020, there was a nine percent increase in collapsed hectares to 72 hectares – this represented 3.2 percent of Zespri SunGold Kiwifruit producing hectares in Italy.

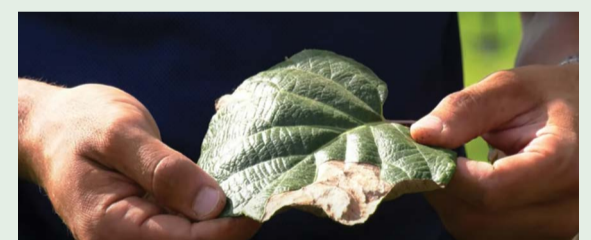
It's a growing issue and so, a KVDS taskforce, led by the Zespri Global Supply team and comprising Zespri Innovation and Extension teams and technical representatives from the four Italian partners for Zespri SunGold Kiwifruit production (Apofruit, Agrintesa, OPKiwisole and Salvi) was established in September 2020 to collect data and information about this issue from 800 Zespri SunGold Kiwifruit growers, establish a dedicated work programme to address the spread of this disease, and help protect our Kiwifruit industry in Europe.

What about Asia?

In Asia, similar symptoms to KVDS are seen on orchards – we call it "root rot". During significant rainy seasons, more than 1000mm of rainfall can be recorded between May and July in some regions. It can rain about 200mm in 24 hours, which leads to saturated soil. On orchards in Asia, growers are seeing plants which are struggling first and then collapsing. When plants are dug out, ginger-coloured and soggy roots are observed. Growers are working hard to improve soil structure, organic matter and drainage in existing blocks, but also to find the best sites to develop their new orchards, using Bounty rootstocks.



Enrico Mosconi from OP Kiwi Sole inspects the Kiwifruit plant's root structures to identify any deformities caused by KVDS.



Manifestation of KVDS on a Kiwifruit leaf: a diffused blackening that starts from the leaf edge and proceeds towards the central vein.

Find out more about KVDS

Check out our video here to find out more about KVDS, hear from some of our Italian growers about how to spot the signs, and learn about mitigation tactics and research being done to address the issue: <https://youtu.be/jtX06drU4Sk>

Or scan the QR code below:



SOWING THE SEEDS FOR A REGENERATIVE HORTICULTURE PARTNERSHIP

Zespri and T&G Global are teaming up with Plant & Food Research and other industry partners on a new project to research, develop, define, and promote sustainable and regenerative horticulture practices within the kiwifruit, apple and berry industries.

The project is partially funded through the Ministry for Primary Industries' (MPI) Sustainable Food and Fibres Futures Fund.

Phase one will involve an exploration of regenerative practices and market analysis with the goal to move to a longer-term programme of research including scientific and market validation along with the implementation of science and grower-backed practices in regenerative horticulture.

Zespri has a strong commitment to sustainable practice, says Zespri Executive Officer for Sustainability Rachel Depree, with the project representing an important opportunity to explore what the regenerative horticulture concept could mean for the kiwifruit industry.

"Our market research also indicates consumers are increasingly interested in the idea of regeneration."

"As an industry, we already have a focus on soil health, water quality and carbon management – all of which contribute to a food system that supports the environment while producing high-quality, healthy kiwifruit for consumers around the world," says Rachel.

"It's important we understand how these practices link to this emerging concept of regenerative horticulture and what value there is in this for our consumers and our growers."

The first year of the project, is currently underway and focused on conducting scientific research on what is known about regenerative practices. In parallel, market analysis will be undertaken to understand consumer perceptions and drivers. This will include working with Iwi and growers to collaborate and build a widely-agreed definition of regenerative horticulture for the industry. Opportunities will be identified, as well as the development of a robust measurement and validation process, which will then take the project to the next phase.

ZESPRI IMPROVES RANKING IN WORLD SUSTAINABILITY BENCHMARK

Zespri is pleased to have ranked 69th out of 350 companies globally in the latest World Benchmarking Alliance (WBA) Sustainable Development benchmark for Food & Agriculture.

The WBA benchmark's aim is to encourage the most influential food and agriculture companies to apply sustainable business practices throughout their operations, as well as use their influence to encourage value chain partners to do the same.

This year's ranking represents a significant jump of 190 spots from last year's ranking of 258. Zespri received a 7th place ranking in the nutrition category for leading practices and commitments to food safety and GLOBALG.A.P. certification.

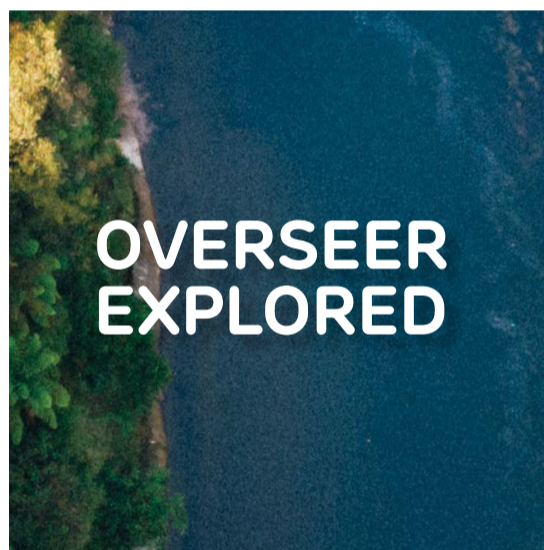
The report also noted that Zespri is committed to reducing greenhouse gas (GHG) emissions and discloses evidence of sustainable agricultural practices.

Zespri Executive Sustainability Officer Rachel Depree says the report is useful in that it also highlights areas where we can strive to do better especially as we are planning future work programmes.

"While there are certainly areas we can improve on, our jump in ranking demonstrates the progress we are making," says Rachel.

"This would not have been achievable without the collective effort across our industry, supported by our clear sustainability goals launched in 2020."

This year, Zespri and Fonterra were the only New Zealand companies of the 350 global companies asked to provide details for the WBA benchmarking report. Find out more here: www.worldbenchmarkingalliance.org/publication/food-agriculture/rankings/



Through the industry Water Strategy, Zespri (in partnership with Overseer) commissioned Plant & Food Research in March 2021, to complete a kiwifruit specific assessment of the Overseer nutrient management software.

Overseer is a tool that has been used by regulators in some parts of New Zealand over the last decade, as the basis for managing land-use consents for farming activities and optimising fertiliser and nutrient use.

The resulting report has identified a number of improvements that would be required for Overseer to be able to generate reliable estimates for kiwifruit orchards.

Ongoing research into water and nutrient balances on kiwifruit orchards, led by the Water Strategy working groups, will help to inform any future changes to Overseer and/or next generation of nutrient management tools. This, along with grower entries into the *Fertiliser Diary*, is helping build a data-set that will inform future policy and best practice advice.

Mahi Tahī Working Together



A Water Strategy for the kiwifruit industry was developed in 2019 by NZKGI, Zespri, Māori Kiwifruit Growers Incorporated (MKGI), and growers. Together, we are committed to working collaboratively with the entire kiwifruit industry to protect water quality, use water efficiently, and build soil health on orchards.

INDUSTRY SUPPLY GROUP (ISG) OCTOBER MEETING

The main agenda items discussed were as follows:

- Quality Manual
- Maturity Review update
- Red19 harvest and loadout criteria
- 2022 season planning
- 2022 Supply Agreement
- China Protocol and China facility registration requirements
- KiwiGreen Pest Management Framework
- Repack Trial update

The November ISG meeting will be held on 18 November 2021.

2021/22 PROGRESS PAYMENTS FOR NOVEMBER AND DECEMBER

Progress payments

Progress payments have been calculated to ensure cash is returned to the grower as quickly as possible and fairly across all sizes.

November 2021 approved progress payments on Net Submit trays

Approved per tray progress payments for 15 November 2021:

Class 1	
Zespri Green	\$0.28
Zespri Organic Green	\$0.13
Zespri Gold3	\$0.24
Zespri Organic Gold3	\$0.29
Zespri Green14	\$0.55

December 2021 indicative progress payments on Net Submit trays

Indicative per tray progress payments for 15 December 2021:

Class 1	
Zespri Green	\$0.08
Zespri Organic Green	\$0.33
Zespri Gold3	\$0.71
Zespri Organic Gold3	\$0.66
Zespri Green14	\$0.18

(Continued on page 8).

2021/22 PROGRESS PAYMENTS FOR NOVEMBER AND DECEMBER

FINANCIAL COMMENTARY

(Continued from page 7).

The overall intention when setting the progress payments for November and December is to ensure the percentage of TFSP paid over total TFSP is at similar levels as prior seasons whilst also taking into account the latest information available.

Overall, the shipping profile has moved to later in the year resulting in higher overall time payments as well as a shift in the cashflow of time payments to later months. Although TFSP is not impacted, the higher proportion of time payments paid results in less discretionary fruit payments available for progress payments for the season.

Organic Pools November progress payments have decreased on indicative. Gold Organic Progress rates for November and December have considered fruit loss concerns around two vessels to the US that are significantly delayed following port congestion and labour issues due to the COVID-19 pandemic. This affects 43,000 trays of Gold Organic, and as a result of the delays there is a high risk the volume will not cleared as grade 1 fruit by the United States Department of Agriculture (USDA), and therefore would be treated as fruit loss. This impacts other pools, but to a much lesser degree. This has been provisioned for in determining November and December payments to avoid any potential clawbacks in the future.

Green Organic November Progress payments have been reduced from indicative rates. This is due to a combination of larger time payments, due to changes in shipping profile, and a slower start to the season has had some flow on impact into quality.

Green 14 November progress payments have increased on the November indicative rates. This is due to fruit quality issues previously disclosed to Green 14 growers having a reduced financial impact than originally forecast. We also held back on the November indicative payment rates until we had a final view of the impact across fruit sizes. The impact across sizes has now been reflected in the final November payment rates.

CLASS 1 - APPROVED PROGRESS PAYMENT 15 NOVEMBER 2021	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.28	\$0.15	\$0.30	\$0.25	\$0.35	\$0.35	\$0.05
Zespri Organic Green	\$0.13	\$0.75	\$0.35	\$0.20	\$0.05	\$0.05	\$0.05
Zespri Gold3	\$0.24	\$0.05	\$0.10	\$0.45	\$0.45	\$0.75	No supply
Zespri Organic Gold3	\$0.29	\$0.05	\$0.25	\$0.50	\$0.40	\$0.15	No supply
Zespri Green14	\$0.55	No payment	No Payment	\$0.55	\$0.60	\$0.60	\$0.50

CLASS 1 - INDICATIVE PROGRESS PAYMENT 15 DECEMBER 2021	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.08	\$0.40	\$0.05	\$0.10	\$0.05	\$0.05	\$0.05
Zespri Organic Green	\$0.33	\$0.30	\$0.70	\$0.25	\$0.30	\$0.30	\$0.30
Zespri Gold3	\$0.71	\$0.65	\$0.75	\$0.75	\$0.60	\$0.65	No supply
Zespri Organic Gold3	\$0.66	\$0.40	\$0.75	\$0.75	\$0.80	\$0.45	No supply
Zespri Green14	\$0.18	No payment	No payment	\$0.25	\$0.20	\$0.20	\$0.10

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

CLASS 2 - APPROVED PROGRESS PAYMENT 15 NOVEMBER 2021	AVERAGE ON NET SUBMIT	16/18/22	27	30	33	36	39	42
Class 2 Green ¹	\$1.32	\$1.55	\$1.30	\$1.55	\$1.15	\$1.30	\$1.05	\$1.15
Class 2 Organic Green	\$3.55	\$3.65	\$3.70	\$3.85	\$3.55	\$3.45	\$3.05	\$2.70
Class 2 Gold3 ²	\$2.72	\$2.90	\$2.90	\$2.30	\$2.65	\$2.55	\$2.75	No supply
Class 2 Organic Gold3 ²	\$4.78	\$4.52	\$4.61	\$4.96	\$5.65	\$4.62	\$4.38	No supply

1. Weighted average of three programs.
2. The August Forecast has no volumes for size 42 for these pools.

NON-STANDARD SUPPLY - APPROVED PROGRESS PAYMENT 15 NOVEMBER 2021	42
Zespri Gold3	No supply
Zespri Organic Gold3	\$1.60

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

SHARE BRIEFS

As at 21 October 2021 the last Zespri share price trade was \$10.00 traded on 20 October 2021. There were two buyers at \$9.90 and \$9.85. There were four sellers at \$10.05, \$10.15, \$10.20 and \$11.00. To trade Zespri shares please contact one of the registered USX brokers – See <https://canopy.zespri.com/EN/grow/zespri/Shares> for more information.

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

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

As per Clause 22 of the Constitution, shareholders who no longer supply fruit to Zespri (Dry Shareholders) will cease to receive dividend payments three years after becoming dry. For the month of November there is no dry shares as of 21 October 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 November there is no excess

shares that are required to be sold as of 21 October 2021.

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

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Below is the current Market Depth information as at 21 October 2021

Quote Line at Thursday 21 October as at 9:45am						
Code	Bid (\$)	Offer (\$)	Last (\$)	High (\$)	Low (\$)	Volume
ZGL	9.90	10.05	10.00	0.00	0.00	0

Market Depth					
BIDS			OFFERS		
Orders	Quantity	Price (\$)	Price (\$)	Quantity	Orders
1	2,000	9.900	10.050	182,105	1
1	2,000	9.850	10.150	15,260	1
			10.200	3,750	1
			11.000	15,000	1

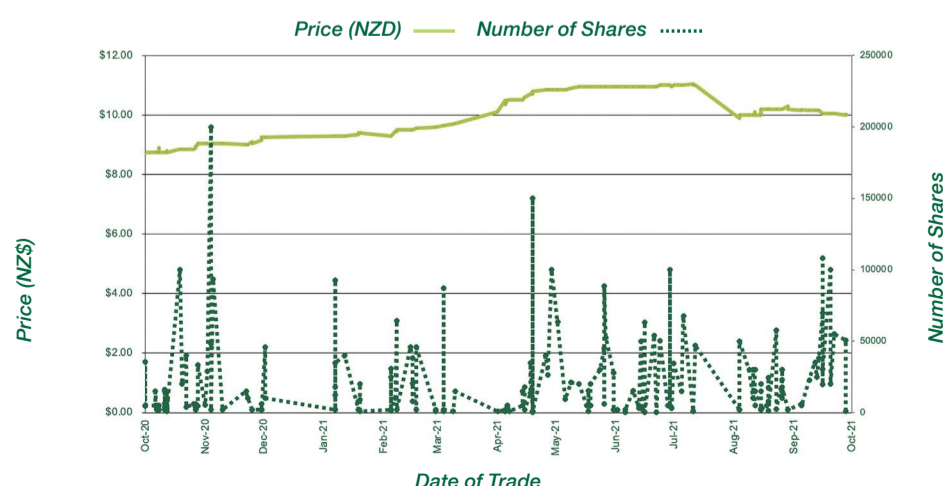
Last 10 Trades			
Date/Time	Quantity	Price (\$)	Value (\$)
20/10/21	50,793	\$10.00	507,930.000
20/10/21	1,000	\$10.02	10,020.000
14/10/21	55,000	\$10.05	552,750.000
12/10/21	100,000	\$10.05	1,005,000.000
12/10/21	20,000	\$10.05	201,000.000
8/10/21	70,000	\$10.05	703,500.000
8/10/21	19,700	\$10.05	197,985.000
8/10/21	108,060	\$10.05	1,086,003.000
8/10/21	30,300	\$10.05	304,515.000
6/10/21	38,292	\$10.15	388,663.800

Director share trading

For the month of October (as at 21 October 2021), 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.

ZESPRI GROUP LIMITED SHARE TRADES 23 OCTOBER 2020 TO 23 OCTOBER 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, Kiwistart and Taste Zespri is paid on FOBS, i.e. when fruit is shipped. Some of the Supplier Accountability payments are subject to SLA terms.
- Progress will be paid in the remaining months at levels subject to Zespri Management approval.
- Average payments per TE are based on the 2021/22 August Forecast trays and actual payments to date.
- YTD amounts for Pack and Time may move from previous *Kiwifliers* due to SLAs being paid late in a month.

ZESPRI GOLD3 OCTOBER								
ISO month	Submit	Pack and Time	Kiwistart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-21	\$3.30	\$0.09					\$3.39	21%
May-21		\$0.10	\$0.00				\$3.49	22%
Jun-21		\$0.13					\$3.62	23%
Jul-21		\$0.08	\$0.00	\$1.16	\$1.50		\$6.36	40%
Aug-21		\$0.13	\$0.47	\$1.50	\$0.05		\$8.51	54%
Sep-21		\$0.37	\$0.01	\$1.38	\$0.04		\$10.31	65%
Oct-21		\$0.30	\$0.43	\$0.33	\$0.79		\$12.16	77%
Nov-21					\$0.24			
Dec-21					\$0.71			94%
Jan-22						\$0.10		
Feb-22								
Mar-22								97%
Apr-22								
May-22								
Jun-22						\$0.20		100%
Paid YTD	\$3.30	\$1.20	\$0.92	\$4.37	\$2.37	\$0.00	\$12.16	
Balance to pay	\$0.00	\$0.29	\$0.04	\$1.44	\$1.59	\$0.30	\$3.66	

Total fruit and service payments - 2021/22 Forecast \$15.83

ZESPRI ORGANIC GOLD3 OCTOBER								
ISO month	Submit	Pack and Time	Kiwistart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-21	\$3.30	\$0.04					\$3.34	20%
May-21		\$0.10					\$3.44	20%
Jun-21		\$0.10					\$3.54	21%
Jul-21		\$0.10		\$1.54	\$0.38		\$5.56	33%
Aug-21		\$0.28	\$0.33	\$2.32	\$0.02		\$8.52	50%
Sep-21		\$0.38	\$0.01	\$1.69	\$0.36		\$10.96	65%
Oct-21		\$0.21	\$0.29	\$0.36	\$1.02		\$12.84	76%
Nov-21					\$0.29			
Dec-21					\$0.66			92%
Jan-22						\$0.10		
Feb-22								
Mar-22								98%
Apr-22								
May-22								
Jun-22						\$0.20		100%
Paid YTD	\$3.30	\$1.21	\$0.63	\$5.91	\$1.79	\$0.00	\$12.84	
Balance to pay	\$0.00	\$0.14	\$0.02	\$1.61	\$1.97	\$0.30	\$4.05	

Total fruit and service payments - 2021/22 Forecast \$16.89

ZESPRI GREEN OCTOBER								
ISO month	Submit	Pack and Time	Kiwistart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-21	\$2.44	\$0.01					\$2.45	24%
May-21		\$0.06					\$2.51	25%
Jun-21		\$0.05					\$2.56	26%
Jul-21		\$0.05		\$0.43	\$0.87		\$3.90	39%
Aug-21		\$0.11	\$0.27	\$0.69	\$0.05		\$5.02	50%
Sep-21		\$0.20	\$0.00	\$0.68	\$0.05		\$5.95	59%
Oct-21		\$0.28	\$0.25	\$0.36	\$0.13		\$6.98	70%
Nov-21					\$0.28			
Dec-21					\$0.08			90%
Jan-22						\$0.10		
Feb-22								
Mar-22								96%
Apr-22								
May-22								
Jun-22						\$0.20		100%
Paid YTD	\$2.44	\$0.76	\$0.52	\$2.16	\$1.10	\$0.00	\$6.98	
Balance to pay	\$0.00	\$0.57	\$0.05	\$1.03	\$1.08	\$0.30	\$3.03	

Total fruit and service payments - 2021/22 Forecast \$10.01

ZESPRI ORGANIC GREEN OCTOBER								
ISO month	Submit	Pack and Time	Kiwistart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-21	\$2.45						\$2.45	19%
May-21		\$0.04					\$2.49	19%
Jun-21		\$0.01					\$2.50	19%
Jul-21		\$0.04		\$0.65	\$1.86		\$5.04	39%
Aug-21		\$0.08	\$0.42	\$1.03	\$0.05		\$6.63	51%
Sep-21		\$0.17	\$0.01	\$1.17	\$0.05		\$8.01	62%
Oct-21		\$0.19	\$0.42	\$0.42	\$0.32		\$9.36	72%
Nov-21					\$0.13			
Dec-21					\$0.33			89%
Jan-22						\$0.10		
Feb-22								
Mar-22								97%
Apr-22								
May-22								
Jun-22						\$0.20		100%
Paid YTD	\$2.45	\$0.53	\$0.84	\$3.26	\$2.27	\$0.00	\$9.36	
Balance to pay	\$0.00	\$0.26	\$0.02	\$1.36	\$1.63	\$0.30	\$3.56	

Total fruit and service payments - 2021/22 Forecast \$12.92

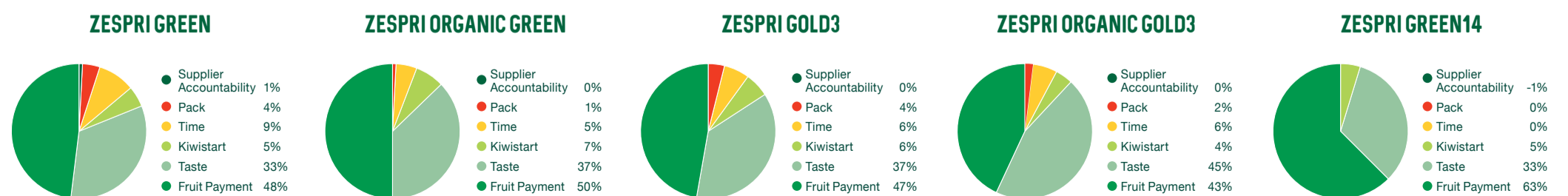
ZESPRI GREEN14 OCTOBER								
ISO month	Submit	Pack and Time	Kiwistart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-21	\$2.80						\$2.80	23%
May-21							\$2.80	23%
Jun-21							\$2.80	23%
Jul-21				\$1.26	\$1.62		\$5.69	48%
Aug-21			-\$0.12	\$1.28	\$0.05		\$6.89	58%
Sep-21			\$0.06	\$0.51	\$0.74		\$8.20	69%
Oct-21			\$0.35		\$0.05		\$8.60	72%
Nov-21					\$0.55			
Dec-21					\$0.18			85%
Jan-22						\$0.10		
Feb-22								
Mar-22								96%
Apr-22								
May-22								
Jun-22						\$0.20		100%
Paid YTD	\$2.80	\$0.00	\$0.29	\$3.05	\$2.46	\$0.00	\$8.60	
Balance to pay	\$0.00	\$0.00	\$0.23	\$0.76	\$2.08	\$0.30	\$3.77	

Total fruit and service payments - 2021/22 Forecast \$11.97

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.

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



Does not include loyalty.



KEY FOCUS: NOVEMBER GLOBAL EXTENSION TEAM



THE MONTH AHEAD: NOVEMBER

Pollination

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

- Have your hives audited (with permission from your beekeeper) as soon as possible after arrival. If they're substandard, promptly arrange replacements or additions.
- Make sure water is available for the bees near the hive dump before the hives are brought into the orchard. A low shallow container with netting or something similar allows for the bees to drink without drowning. Remember to keep it topped up.
- Have you ordered pollen as a back-up in case of bad weather? If not, you may still be able to get some – get on to it now!
- 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.
- If you want a refresher on some pollination basics, visit Canopy > Growing Kiwifruit > Orchard Management > Pollination > Pollination Basics where you'll find lots of information.

Canopy management

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

- Develop a low vigour canopy that will require minimum work over summer. Ripping unwanted vegetative growth and tip squeezing any non-terminated fruiting canes that aren't needed for replacement is considered a low-

risk canopy management strategy from a Psa infection perspective, and will help to reduce your labour needs over summer.

- Give clear, simple instructions to staff.
- The first round of male pruning (just after flowering) should address vine structure.
- Look to retain and develop spur growth in all varieties.

Crop protection

Make sure you're always using the latest version of the Crop Protection Standard. There are regular updates, so ensure you have the correct version from Canopy. At this time of year it is vital to consider the risk to bees when spraying out on orchard.

- It's time to think about sclerotinia and leafroller. Damage 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 passionvine hopper nymphs. Make a plan to remove and destroy host plants or spray in late December/January before they infest Kiwifruit vines.
- Have you registered with a Pest Monitoring Centre? This must be done before 1 December 2021. Contact your packhouse for more information.

Psa

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

Red19 establishment

- If you are picking up budwood from the Zespri Cool Store for summer planting, you will have to book a time. If you haven't received an email with the information, send queries to Rob St Leger from Zespri Grower Liaison team: phone 027 511 1056 or email budwood@Zespri.com.
- Summer grafted wood has the benefit of warm temperatures in summer and into autumn for initial growth. For grafting information check out the grafting page on Canopy under Orchard Management. Remove the tips of suckers below the graft so nutrients aren't taken away from the establishing leader.
- Check your shelter is adequate to protect your block from the wind. If it's not enough, consider options for more shelter to protect developing plants and future fruit.
- Leaders may be dropped from late November if they have grown well up strings and reach one pencil thickness. Early trial work has shown they will perform better if dropped before mid-December.

First Red19 crops

- Prune males soon after flowering. Keep the early floral growth as that will provide the flowers for next year. Pruning will help with pest and disease management in the block also.
- Red19 fruit size can be increased by 10 to 20g with a combination of tools. Tools for increasing fruit size include thinning fruit, applications of Benefit-Kiwi and foliar fertilisers. Girdling of young vines is not recommended. The optimum timing for single applications of Benefit Kiwi is 4-6 weeks after mid-bloom. Note, Red19 isn't on the label for Benefit-Kiwi and research is continuing to explore what will work well.
- The skin of Red19 fruit is highly sensitive from around 30 days after flowering until close to harvest. This is earlier and goes later than Gold3 skin sensitivity.

UPCOMING GET EVENTS

NOV 2021 Irrigation Scheduling Workshops

The Zespri Global Extension team are bringing our on-orchard irrigation scheduling workshops, this time with an added soil moisture monitoring session to Gisborne, Nelson and the Hawke's Bay in November. At this workshop, you'll learn about how to calculate water needs for your orchard, and about the importance of soil moisture monitoring and where to measure soil moisture on your orchard.

To register: Go to Canopy and find the workshops under 'Events', or email extension@Zespri.com.

Gisborne: Wednesday 17 November

Hawke's Bay: Thursday 18 November

Nelson: Wednesday 24 November (Full day workshop)



SCLEROTINIA RISK COMPASS

After Psa, sclerotinia is considered the next most problematic disease on-orchard. Infected flowers and diseased fruitlets often fall onto the ground unnoticed, and scarred fruits are removed through cosmetic thinning. The impact of the disease is not always visible but that does not mean it is not there.

A three-year Sustainable Farming Fund project on Integrated Sclerotinia Control was recently completed. One of the key outputs of this project is a Sclerotinia Risk Compass to help growers assess risk on orchard and identify strategies to effectively manage the disease. The risk compass has a main page outlining categories of information. Find the words that are most relevant to your situation or simply a topic you are interested in and click on the link. This will take you to a range of strategies and supporting information you can consider for dealing with this issue.

- The **Plants section** focuses on the relative sclerotinia risks for different cultivars and male vines.
- The **Environment section** provides handy tips on conditions that favour the disease, what you can do on your orchard to monitor and mitigate these risks.
- The **Management section** tells you more about the life cycle of the disease and practical tools available to manage it.
- The **Other Resources** section holds a collection of supporting information to help deal with the issue.

See the Sclerotinia Risk Compass below, or check it out on Canopy by going to Growing Kiwifruit > Pre Harvest Assurance > Pest Management > Sclerotinia and clicking on the Sclerotinia Risk Compass button at the bottom of the page.

PLANTS	Sclerotinia Risk	Vine Age	Female cv.	Males
	High	Mature vines	Hayward & Green14	All
	Low	Young vines	Gold & Red19	
	Strategies		Cultivar differences	Male pruning
ENVIRONMENT	Issue	Rain cloud	Canopy	
	Typically	Wet weather events, temperature, rainfall & high relative humidity	Wet weather events, leaf wetness & shade	
	Strategies	Favourable weather for disease	Risk monitoring	Canopy & shelter to reduce infection
MANAGEMENT	Issue	Hygiene & disease management	Protectant sprays	
	Strategies	Disease life cycle, Cultural controls	Protectant sprays - Fungicides	
			Protectant sprays - Biologicals	

NZKGI SUBMISSION ON HYDROGEN CYANAMIDE REASSESSMENT



The Environmental Protection Authority (EPA) are reassessing the use of hydrogen cyanamide which growers commonly associate with Hi-Cane.

The EPA is proposing a gradual phase-out of the use of hydrogen cyanamide, leading to a total ban in five years.

The removal of Hi-Cane in northern regions could have a severe impact on kiwifruit production and reduce yields to uneconomic levels for green growers. NZKGI is doing all we can to retain the use of HiCane.

Other recommendations include tighter controls taking immediate effect and can be found on the NZKGI website: <https://www.nzkgi.org.nz/what-we-do/environmental-and-policy/hi-cane/hi-cane-reassessment/#content>

The EPA is currently in its public consultation phase which will run until 20 December 2021. NZKGI has engaged two toxicologists and an occupational hygienist (H&S scientist) which will provide their findings to us by the end of February. Therefore, we will be seeking an extension until the end of March 2022.

NZKGI will be consulting with growers on our proposed recommendations and will then make a submission on behalf of growers. NZKGI will also provide guidance material on how growers can complete their own submission.

NZKGI would like to hear from growers on the EPA's recommendations which can be submitted to us by contacting NZKGI Senior Policy Analyst, Sarah Cameron via email: sarah.cameron@nzkgi.org.nz.

Hydrogen cyanamide is critical for kiwifruit production where it is used once a year in late winter primarily to compensate for inadequate winter chill. Hydrogen cyanamide is also used to condense flowering, promote uniform budbreak and reduce unwanted lateral flowers even in regions which don't need to compensate for lack of winter chill. This results in ensuring adequate and consistent yields and reduces labour and quality costs, allowing growers to achieve economic returns. The industry is continuing to search for alternative products.

KVH ASSOCIATE DIRECTOR VACANCY

KVH has an exciting development opportunity for a future leader within the Kiwifruit industry.

We are seeking an upcoming leader to join the Kiwifruit Vine Health Incorporated Board of Directors as an Associate Director.

This opportunity will expose the successful applicant to gain experience in governance, leadership and strategy while bringing his/her own industry knowledge and experience to the KVH Board table. The Associate Director will also have the opportunity to be mentored by an industry leader and a contribution from KVH towards their governance training. This is a non-voting role however the Board seeks full participation in meetings and will welcome constructive contributions from the Associate Director in the workings of the Board.

For further information or a copy of the position description, please contact Jacqui Craig on 0800 665 825.

Please email your current CV and application letter to Jacqui at jacqui.craig@kvh.org.nz.

Applications close on Monday 8 November 2021.



WE ARE COMING TO YOU: LET'S DEVELOP YOUR BIOSECURITY PLAN



KVH's biosecurity workshops are a good place to start addressing your on-orchard biosecurity programme so that you can develop a plan that suits your property and manages your biosecurity risk.

These are 2.5-hour workshops, where biosecurity experts from the Kiwifruit industry will talk you through the benefits of having an on-orchard biosecurity plan and identify key practices to help you enhance biosecurity measures on the orchard as well as manage the threat of unwanted pests and diseases. Having such a plan is a Zespri GAP requirement. Attending the workshop will help with that achievement.

The workshops are open to all growers. Orchard management teams and people responsible for more than one orchard or property are encouraged to attend the workshop together.

Taking a workshop is a first step in creating a biosecurity plan for your operation and identifying any gaps in your current practices that could be putting your orchard at risk.

For those who have filled out the current Kiwifruit Growers On-Orchard Biosecurity Guidelines, we recommend you bring this resource with you to the workshop as a new version of the booklet is what we will be working through on the day, and it may be useful in identifying questions you have.

View the roadshow schedule at www.kvh.org.nz and be sure to RSVP to save your spot.

We're also looking to run several events throughout the Bay of Plenty with post-harvest and are busily organising these.

Any post-harvest facilities that would like to take part with their growers and co-host alongside KVH, please get in touch at info@kvh.org.nz.



YOUR OPINION COUNTS: TAKE OUR SURVEY



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

We're working to raise awareness about good biosecurity practice, 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.

This survey will give us a clearer picture of what we should do more of and what we should do less of so that we're better serving growers by providing the information and resources needed.

Your views are important – please take part (it will only take 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 online at www.kvh.org.nz.

All responses are anonymous and will be kept confidential to KVH.

NEW KIWIFRUIT BREEDING CENTRE LAUNCHES TO BOOST INNOVATION



The Kiwifruit Breeding Centre (the Centre) has been established by Plant & Food Research and Zespri to take their 30-year relationship of successful Kiwifruit breeding to the next level. With about 45 staff, the Centre is based in Te Puke, and operates out of Kerikeri, Motueka and Mt Albert. It will also have a presence offshore in selected Kiwifruit regions.

The Centre will be jointly funded by Zespri and Plant & Food Research, a New Zealand Government-owned Crown Research Institute. The organisations will share royalties from any future commercialised new varieties.

The Centre's inaugural CEO Matt Glenn said he was drawn to the opportunity to lead an organisation focused on science and commercial success.

"The Centre will be key to the future success of New Zealand's iconic Kiwifruit industry. Plant & Food Research and Zespri have laid a very strong foundation. They now want us to spread our wings and develop new cultivars that will delight consumers all around the world," explains Matt.

The Centre aims to extend New Zealand's position as the world's leading innovator in Kiwifruit. Experienced agrifood and innovation sector director Michael Ahie is Chair of the Kiwifruit Centre Board. Mr Ahie is Chancellor of Massey University and a former Chair of Plant & Food Research.

Q&A FROM THE FIELD

KEY CONTACTS:

Industry Stakeholder Manager:
Tom MacMorran 027 511 2005

Grower Engagement Manager:
Sue Groenewald 027 493 1987

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

Organic Supply Specialist:
Teresa Whitehead 027 257 7135

Will there be any new varieties going into trials next year from the breeding programme?

Every year, the breeding team look at promising varieties in stage two of trials. If a variety is deemed to tick all the boxes with regards to PSA, productivity and market feedback, it is then put forward to the Zespri Board to decide if it will go ahead in grower trials.

In the April issue of *Kiwiflier* we asked growers to put their orchard forward and complete an 'Expression of Interest' form. Keep an eye out in future issues of *Kiwiflier* for further information and details on how trials work. In the meantime if you want to learn more about trials, please contact your local Grower Liaison Manager for more information.

When are BioGro renewals due?

By now you should have updated your online OMP with BioGro in order for your annual audit to progress. If you haven't done this, we ask that you please prioritise it as it's essential for us to have all grower audits completed in a timely manner. Late audits result in late certification which holds up our reporting obligations to markets and customers. This in turn can result in inefficiencies in supply.

Note that your block status, as well as the market restrictions applied to the KPIN/Variety in *Spray Diary*, will not be updated until receipt of your organic certificate by Zespri.

If you have any questions on the process, please don't hesitate to reach out to organics@Zespri.com. Alternatively, more information is available at <https://canopy.Zespri.com/EN/grow/ZPR/Documents/Organic-Certification-FAQs.pdf>.

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.

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 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>

Do I have to add my ground-based fertilisers to *Spray Diary*?

All growers and management companies are still required to maintain their own record of soil applied fertilisers to meet Zespri GAP requirements. Growers who are able to, including those that used the tool last season, are still encouraged to record data in the Zespri Fertiliser Diary and provide feedback where possible.

It's a simple way to record fertiliser inputs and provides the opportunity for Zespri to better understand the use of fertiliser in the industry. In addition, Zespri will use trial orchards and pilot some sites to gather insights.

Our goal remains to develop an accurate database of fertiliser use that is ready for inputs from the 2023 season.

2021 LOYALTY CONTRACT

If you have a new grower number for the 2021 season (and are packing with a facility that does not have an Agency Agreement in place), a 2021 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 1 December to ensure payment in January and June 2022.

Contact the Grower Support Services team on 0800 155 355 or at contact.canopy@zespri.com if you need any assistance.

UPCOMING EVENTS



ANNUAL GROWER GOLF DAY

The Zespri Grower Liaison Team is excited to be hosting the annual Zespri Golf Day at the Fairview Golf Course in Katikati. This is a great opportunity for you to mix and mingle with fellow growers and industry partners.

Date: Friday 3 December 2021
(dependent on COVID-19 Alert Levels at the time)

Venue: Fairview Golf Course, Katikati

Time: 1pm tee-off

It will be an Ambrose Tournament and all entrants will be mixed into groups of four. This event is open to current and existing golfers, with spot prizes and entertainment at every hole.

Please register here and include a handicap (if you have one): <https://zesprievents.eventsair.com/3rdgolfday/3rdgrowergolfday/Site/Register>

If you have any queries, please contact Stacey Baldock, Grower Services Coordinator on 027 526 8913 or email stacey.baldock@Zespri.com.



ZESPRI FISHING TOURNAMENT

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

This event will be run via a brand new App which will allow for anglers nationwide to participate. Please register your interest by following this link: <https://forms.office.com/r/ggTeVVvR0u>

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



ORGANICS FIELD DAY

Are you organically minded? Have you ever wondered if you could become an organic grower? Come along to our Organics Field Day and find out more!

Location: Bay of Plenty (orchard location TBC)

Date: Wednesday 24 November 2021

All current organic growers will be sent an online event form.

UPDATES TO MAP AND HAZARD INFORMATION

– ZESPRI QUALITY MANUAL

Following consultation with Sampling Service Providers, Industry Health and Safety Exec and the Maturity Review groups, the Industry Advisory Group (ISG) approved a number of updates to maps and hazards to be included in the *Zespri Quality Manual* for the 2022 season.

Check out the 'Updates to map and hazard information' insert included in this issue of *Kiwiflier*.

UPDATES TO MAP AND HAZARD INFORMATION: ZESPRI QUALITY MANUAL

Following consultation with Sampling Service Providers, Industry Health and Safety Exec and the Maturity Review groups, ISG approved the following updates in respect of maps and hazards to be included in the *Zespri Quality Manual* for the 2022 season:

Minimum orchard map characteristics

- Map is of a type and style that best reflects the characteristics of the orchard to enable safe and efficient sampling. Potential types and styles can include satellite, topographic, outline and colour.
- Orchard name, KPIN and physical address
- Nominal road access, rapid road number
- Easily identifiable access point from road through to orchard
- Hazard boards and sign in location including Covid 19 sign in, First Aid Supplies and Emergency Assembly Point
- Designated parking area
- Date of last map update
- Formed tracks where samplers are permitted to drive
- Chemical shed
- Sheds
- Loading area
- Roads adjacent to orchard
- Flow/way numbers to demark blocks where referenced by a maturity area
- No go areas
- Legend with only characteristics and hazards applicable to the orchard
- Map to scale
- Block names, size (ha), variety and defined location
- North directional arrow
- Shelter belts and landmarks e.g., buildings

Hazards that should be included on orchard maps and risk assessed in the Zespri Maturity Clearance System (MCS)

- Any body of water (ponds, creeks, drains, culverts and other waterways)
- Gullies
- Steep banks
- Beehives (permanent only)
- Any other significant risk that is unique to the property

Hazards that should be excluded from orchard maps but risk assessed in the MCS

- Electric fences
 - Livestock
 - Drops
 - Reflective mesh (specific block in MCS)
 - Temporary hazards such as long grass, thinned fruit or broken wires are required with an expiry date.
 - Any other significant risk not easily indicated on a map
- Hazards that should be excluded from orchard maps and excluded from the MCS hazard list due to being common risks on all orchards:
- Basin
 - Bus
 - Weather
 - Rabbit holes (unless the situation is exceptional)
 - Under-sire irrigation
 - Quail
 - Orchard drainer posts and wiring (unless damaged)
- Items that should be included in MCS access instructions for the property:
- Difficult/aggressive neighbours
 - Jeopardy/guidance (i.e., narrow road with forestry operations)
 - Alternative access points
 - Drops

It is acknowledged that many maps are already of a high standard — but there are also a significant number in need of improvement to ensure proper safety orientation on an orchard. Examples of different types and styles of map that would all need the new specification are as per the examples on pages 2-4 of this document.

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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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