



**2020 Zespri® SunGold Organic  
Size 42 Kiwistart and Mainpack  
SLA A1**

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**BACKGROUND**

Zespri is seeking to supply the US market with Zespri SunGold Organic size 42 (“Kiwifruit”), for the 2020 season.

**1. TERMS OF AGREEMENT**

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**1.1. 2020 Supply Agreement and Supply Specifications**

1.1.1. Except as set out below, all provisions of the **2020 Supply Agreement** and the included Supply Specifications apply to this SLA:

[Redacted text block containing multiple lines of blacked-out content, likely representing the 2020 Supply Agreement and Supply Specifications mentioned in the text above.]

[REDACTED]

(b) **Pricing and Payment Manual:**

- (i) **Section B** Service Costs **clause B1.1(b)** is varied and **B1.1(c)** does not apply;
  - (ii) **Section C2** Standard Advance Payment, **clause C2** does not apply;
  - (iii) **Section C3** Fruit Incentives (a) does not apply;
  - (iv) **Section C4** Payment timing for Progress Payments **clause C4** is varied per **clause 2.4** below;
  - (v) **Section C6** Service Payments is varied per **clause 2.6** below.
- [REDACTED]
- [REDACTED]

**1.2. Contracted Volume**

*With consideration to the current estimate volume of 24,647 TE available Zespri will likely accept all volume for export. Should the volume submitted significantly exceed 24,647 TE Zespri will endeavour to find demand but reserves the right not to accept the fruit into inventory and require that fruit be removed from inventory.*

- 1.2.1. If the programme has supply volumes that are surplus to requirement ZGL will pro-rata the demand volume between Contractors who have expressed an interest to participate into this SLA based on April estimate shares.
  - 1.2.2. NSS Kiwifruit volume from Kiwistart maturity criteria's will be accepted at ZGL's discretion in accordance with the volumes in 1.2.1.
  - 1.2.3. All NSS Kiwifruit supplied under this Agreement by the Contractor must be packed in accordance with:
    - (a) the Packaging Specifications below at **clause 1.4**; and
    - (b) the Programme Specifications set out in the Contractors Packaging Plan.
- [REDACTED]
- [REDACTED]
- [REDACTED]

- 1.2.5. Where ZGL has provided a Contractor Opportunity to Ship the Contracted Volume pursuant to this SLA, ZGL will be under no obligation to take any unshipped Kiwifruit at a later time and may request that Kiwifruit be removed from inventory at no cost to the pool.

**1.3. Fruit and Shipping Requirements**

1.3.1. ZGL will only accept full pallets of Kiwifruit.

**1.4. Packaging Specifications**

1.4.1. The Packaging Management Policy as per the Packaging Componentry section of the ZIL Quality Manual will apply to all specialised packaging used by the Contractor for the purposes of this Agreement.

1.4.2. All Kiwifruit supplied by the Contractor under this Agreement must be packed in accordance with the pack and label requirements set out in **Pack / Label Matrix 2020**

**1.5. EDI Requirements**

1.5.1. The Contractor must submit all Kiwifruit into the appropriate pool as set out below:

|            |            |
|------------|------------|
| [REDACTED] | [REDACTED] |
| [REDACTED] | [REDACTED] |

1.5.2. All Kiwifruit is to be submitted under the same Grower Number as Class 1 Kiwifruit.

**2. PAYMENT TERMS**

**2.1. DIFOTIS Premiums and Penalties**

**2.2. FOBS Fruit Payment**

2.2.1. All Kiwifruit supplied by the Contractor under this Agreement will receive a FOBS Fruit Payment as defined in **section B1.1(b)** of the **Price and Payment Manual** of \$1.60 per TE.

2.2.2. The FOBS Fruit Payment will be processed at the same time and under the same terms and conditions as the Service Payments below.

**2.3. Progress Payments**

2.3.1. **ZGL will make Progress Payments to the Contractor for all NSS supplied under this Agreement as early as practicably possible.**

- 2.3.2. Payments are subject to ZGL having sufficient funds.
- 2.3.3. Progress payments will be made on all Kiwifruit whose delivery to FOBS has been confirmed on, or before midnight, of the last Sunday of the preceding month of payment per **clause 2.3.1** above. For clarity progress payments will not be paid on submitted trays.

#### **2.4. Final Payment**

2.4.1. The final payment for Kiwifruit supplied under this Agreement will be made in accordance with **clause C5.1** of the **Pricing and Payment Manual** and will be determined by the following calculation:

- (a) The final price for all the Kiwifruit purchased by ZGL from the Contractor under this Agreement will be determined by ZGL under **clause A1** of the **Pricing and Payment Manual** for the purchase pools specified in **clause 1.3.1** above;
- (b) Less the amount of all FOBS Fruit Payments and Progress Payments made by ZGL to the Contractor in relation to that Kiwifruit.

#### **2.5. Service Payments**

- 2.5.1. **Pack Differentials:** ZGL will make a Pack Differential payment to the Contractor for all Kiwifruit supplied FOBS under this Agreement based on the table set out in **Appendix 2** of the **Pricing and Payment Manual** of the **2020 Supply Agreement**.
- 2.5.2. **Time Rates:** ZGL will make a Time Payment to the Contractor for all Kiwifruit supplied FOBS under this Agreement to ZGL as per **Appendix 1**.
- 2.5.3. ZGL will process the Pack Differential, the Time Rates and the FOBS Fruit payments once a receipt of either a valid LV record (Loaded onto Vessel Record in accordance with the EDI Manual) or a valid SB record (pallet stayed in buffer store after vessel has sailed in accordance with the EDI manual) after completion of the vessel reconciliation has been received by ZGL confirming that the Kiwifruit has been delivered FOBS.
- 2.5.4. **Generic Services:** Kiwifruit supplied under this SLA will qualify for payment under the **2020 Generic Services SLA**.

**Appendix 1: Time Rates**

| Week | GA CK |        | GA OB |        |
|------|-------|--------|-------|--------|
|      |       |        |       |        |
| 22   | \$    | 0.1922 | \$    | 0.1922 |
| 23   | \$    | 0.2389 | \$    | 0.2389 |
| 24   | \$    | 0.2855 | \$    | 0.2855 |
| 25   | \$    | 0.3301 | \$    | 0.3301 |
| 26   | \$    | 0.4233 | \$    | 0.4233 |
| 27   | \$    | 0.5182 | \$    | 0.5182 |
| 28   | \$    | 0.6159 | \$    | 0.6159 |
| 29   | \$    | 0.7164 | \$    | 0.7164 |
| 30   | \$    | 0.8202 | \$    | 0.8202 |
| 31   | \$    | 0.9394 | \$    | 0.9394 |
| 32   | \$    | 1.0676 | \$    | 1.0676 |
| 33   | \$    | 1.2054 | \$    | 1.2054 |
| 34   | \$    | 1.3543 | \$    | 1.3543 |
| 35   | \$    | 1.5145 | \$    | 1.5145 |
| 36   | \$    | 1.6902 | \$    | 1.6902 |
| 37   | \$    | 1.9624 | \$    | 1.9624 |
| 38   | \$    | 2.1795 | \$    | 2.1795 |
| 39   | \$    | 2.4075 | \$    | 2.4075 |
| 40   | \$    | 2.6628 | \$    | 2.6628 |
| 41   | \$    | 3.0296 | \$    | 3.0296 |
| 42   | \$    | 3.3768 | \$    | 3.3768 |
| 43   | \$    | 3.7623 | \$    | 3.7623 |
| 44   | \$    | 4.1929 | \$    | 4.1929 |
| 45   | \$    | 4.6762 | \$    | 4.6762 |



2020 GA2CK Zespri Vita Kiwistart and  
Mainpack Programme  
SLA A2

BACKGROUND

Zespri is seeking to supply Brazil, Mexico, MEOIA and CAM with programmed volumes of GA2CK Class 2 SunGold sizes 18-39 packed and labelled as Zespri Vita SunGold Kiwifruit for the 2020 season.

1. TERMS OF AGREEMENT

1.1. 2020 Supply Agreement

1.1.1. The 2020 Supply Agreement terms and conditions apply except where they are varied or excluded below:

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[REDACTED]

[REDACTED]

(b) **Pricing and Payment Manual:**

- (i) **Section B** Service Costs **clause B1.1(b)** is varied as per **clause 2.4** below and **clause B1.1(c)** does not apply;
- (ii) **Section C2** Standard Advance Payment does not apply;
- (iii) **Section C3** Fruit Incentives does not apply;
- (iv) **Section C4** Payment timing for Progress Payments is varied per **clause 2.2** below;
- (v) **Section C6** Service Payments is varied per **clause 2.4** below.

[REDACTED]

[REDACTED]

**1.2. Contracted Volume**

1.2.1. The indicative programmed volume to be procured under this programme is estimated to be

[REDACTED]

1.2.2. If the programme has supply volumes that are surplus to requirement ZGL will pro-rata the demand volume between Contractors who have expressed an interest to participate into this SLA.

1.2.3. The Contractors volume by pack and size (Programme Specifications) will be advised in March 2020 following publication of the March Departure Forecast, this volume will be communicated by Zespri to the Contractor via email.

1.2.4. In the event of changes to this programme ZGL shall advise the Contractor and may seek to negotiate a change. In the event that the parties are unable to agree on a change the programme shall be conducted on the basis of the allocations confirmed by Zespri.

1.2.5. The most recent programme agreed by the Contractor and ZGL is the volume that is to be procured and supplied under this Agreement.

1.2.6. All Kiwifruit supplied under this agreement by the Contractor must be packed in accordance with:

- (a) the Packaging Specifications below at **clause 1.4**; and
- (b) the Contractor's latest advised programme specifications.

[REDACTED]

[REDACTED]

[REDACTED]

**1.3. Fruit and Shipping Requirements**

- 1.3.1. ZGL will only accept full pallets.
- 1.3.2. Inventory submitted at Kiwistart Maturity Criteria should be shipped by either week 17 or 21 depending on storage characteristic or Zespri may request that volume be removed from inventory if shipping opportunity has been provided by Zespri and product has met market access requirements. The Contractor must also notify Zespri of any fruit lines with an average firmness less than 4.0 Kgf during the fruit conditioning period.

[REDACTED]

**1.4. Packaging Specifications**

- 1.4.1. The Packaging Management Policy as per the Packaging Componentry section of the ZIL Quality Manual will apply to all specialised packaging used by the Contractor for the purposes of this Agreement.
- 1.4.2. All Kiwifruit supplied by the Contractor under this Agreement must be packed in accordance with the pack and label requirements set out in **Appendix 3**.

**1.5. EDI Requirements**

[REDACTED]

- 1.5.2. All Kiwifruit is to be submitted under the same Grower Number as Class 1 Kiwifruit.

**1.6. Grade Standards**

- 1.6.1. Kiwifruit will be packed to the Zespri Class 2 Standard in accordance with the Grade Standard section of the **ZIL Quality Manual**.

[REDACTED]

**1.7. DIFOTIS Premiums and Penalties**

[REDACTED]





## 2. PAYMENT TERMS

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### 2.1. FOBS Fruit Payment

- 2.1.1. All Zespri Class 2 supplied by the Contractor under this Agreement will receive a FOBS Fruit Payment as defined in **clause B1.1(b)** of the **Pricing and Payment Manual** of \$1.40 per TE.
- 2.1.2. The FOBS Fruit Payment will be processed at the same time and under the same terms and conditions as the Service Payments below.

### 2.2. Progress Payments

- 2.2.1. ZGL will make Progress Payments to the Contractor for all NSS supplied under this Agreement as early as practicably possible.
- 2.2.2. Payments are subject to ZGL having sufficient funds.
- 2.2.3. Progress payments will be made on all Kiwifruit whose delivery to FOBS has been confirmed on, or before midnight, of the last Sunday of the preceding month of payment per **clause 2.2.1** above. For clarity progress payments will not be paid on submitted trays.
- 2.2.4. The Progress Payments include a [REDACTED] [REDACTED] of the Contracted Volume or for supplying the volume for which the Contractor had Opportunity to Ship, whichever is lower. If the Contractor supplies more than the Contracted Volume the performance incentive will be payable on the total volume supplied.

### 2.3. Final Payment

- 2.3.1. The final payment for Zespri Class 2 supplied under this Agreement will be made in accordance with **clause C5.1** of the **Pricing and Payment Manual** and will be determined by the following calculation:
  - (a) The final price for all the Zespri Class 2 purchased by ZGL from the Contractor under this Agreement as determined by ZGL under **clause A1** of the **Pricing and Payment Manual** for the purchase pools specified in **clause 1.5.1** above;
  - (b) Less the amount of all FOBS Fruit Payments and Progress Payments made by ZGL to the Contractor in relation to that Zespri Class 2.

- 2.3.3. Quality costs assessed within the accountability period will be deducted from the amount paid to the Contractor.

## **2.4. Service Payments**

- 2.4.1. **Pack Differentials:** ZGL will make a Pack Differential payment to the Contractor for all Zespri Class 2 supplied at FOBS under this Agreement based on the table set out in **Appendix 1** of the **Pricing and Payment Manual**.
- 2.4.2. **Time Rates:** ZGL will make a Time Payment to the Contractor for all Zespri Class 2 supplied FOBS under this Agreement to ZGL as per **Appendix 2**.
- 2.4.3. ZGL will process the Pack Differential, the Time Rates and the FOBS Fruit payments once a receipt of either a valid LV record (Loaded onto Vessel Record in accordance with the EDI Manual) or a valid SB record (pallet stayed in buffer store after vessel has sailed in accordance with the EDI manual) after completion of the vessel reconciliation has been received by ZGL confirming that the Kiwifruit has been delivered FOBS.
- 2.4.4. **Generic Services:** Zespri Class 2 supplied under this Agreement will qualify for payment under the 2020 Generic Services SLA.

## Appendix 1: Sampling Procedure

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[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

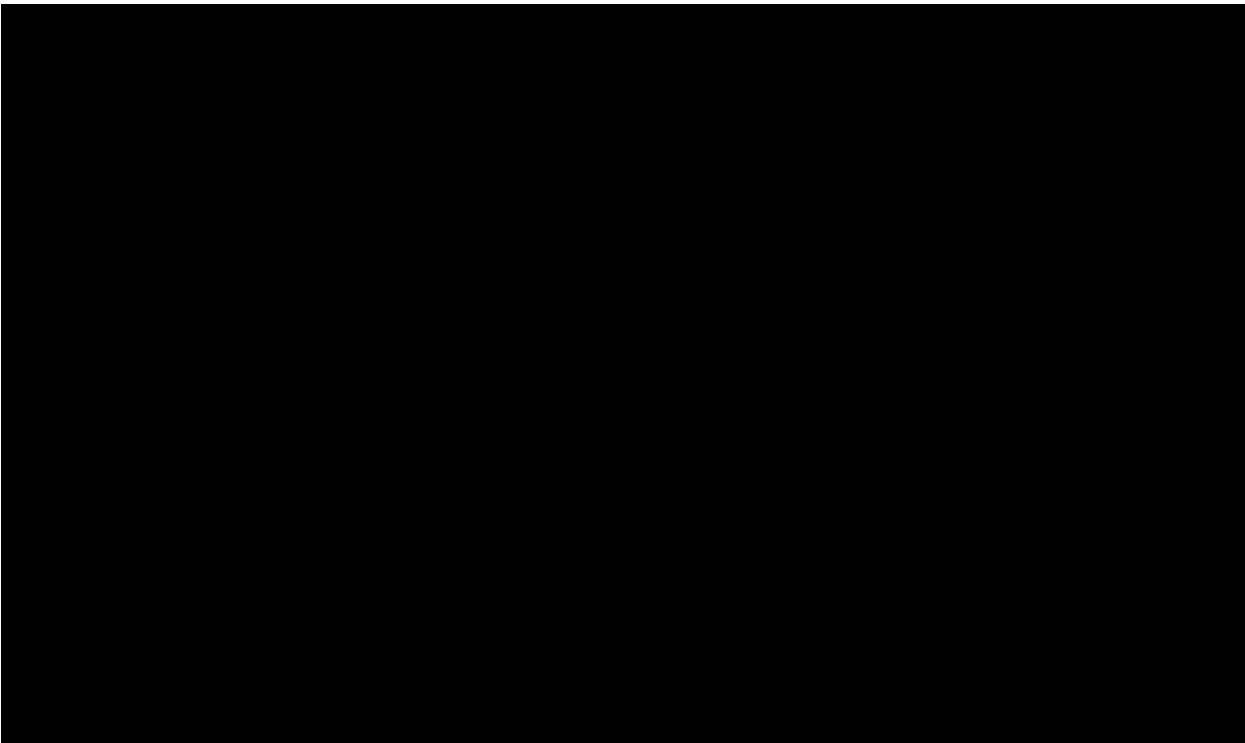
[Redacted]

[Redacted]

**Appendix 2: Zespri Class 2 SunGold Time Rates**

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| <b>ISO WEEK</b> | <b>Period Payment at FOBS</b> | <b>Fruit Payment per TE at FOBS</b> | <b>Total FOBS Payment per TE</b> |
|-----------------|-------------------------------|-------------------------------------|----------------------------------|
| <20             | 0.00                          | 1.40                                | <b>1.40</b>                      |
| 20              | 0.05                          | 1.40                                | <b>1.45</b>                      |
| 21              | 0.07                          | 1.40                                | <b>1.47</b>                      |
| 22              | 0.09                          | 1.40                                | <b>1.49</b>                      |
| 23              | 0.11                          | 1.40                                | <b>1.51</b>                      |
| 24              | 0.13                          | 1.40                                | <b>1.53</b>                      |
| 25              | 0.16                          | 1.40                                | <b>1.56</b>                      |
| 26              | 0.19                          | 1.40                                | <b>1.59</b>                      |
| 27              | 0.22                          | 1.40                                | <b>1.62</b>                      |
| 28              | 0.25                          | 1.40                                | <b>1.65</b>                      |
| 29              | 0.28                          | 1.40                                | <b>1.68</b>                      |
| 30              | 0.32                          | 1.40                                | <b>1.72</b>                      |
| 31              | 0.35                          | 1.40                                | <b>1.75</b>                      |
| 32              | 0.40                          | 1.40                                | <b>1.80</b>                      |
| 33              | 0.45                          | 1.40                                | <b>1.85</b>                      |
| 34              | 0.50                          | 1.40                                | <b>1.90</b>                      |
| 35 - 49         | 0.55                          | 1.40                                | <b>1.95</b>                      |





**BACKGROUND**

Zespri is seeking to supply Europe and MIEOA markets with programmed volumes of GA2OB Class 2 SunGold Organic sizes 18-39 packed and labelled as Zespri Vita Organic SunGold Kiwifruit for the 2020 season.

**1. TERMS OF AGREEMENT**

**1.1. 2020 Supply Agreement**

1.1.1. The 2020 Supply Agreement terms and conditions apply except where they are varied or excluded below:

[Redacted text block containing multiple lines of blacked-out content]

[REDACTED]

[REDACTED]

(b) **Pricing and Payment Manual:**

- (i) **Section B** Service Costs **clause B1.1(b)** is varied as per **clause 2.4** below and **clause B1.1(c)** does not apply;
- (ii) **Section C2** Standard Advance Payment does not apply;
- (iii) **Section C3** Fruit Incentives does not apply;
- (iv) **Section C4** Payment timing for Progress Payments is varied per **clause 2.2** below;
- (v) **Section C6** Service Payments is varied per **clause 2.4** below.

[REDACTED]

[REDACTED]

**1.2. Contracted Volume**

1.2.1. The indicative programmed volume to be procured under this programme is estimated to be

[REDACTED]

1.2.2. If the programme has supply volumes that are surplus to requirement ZGL will pro-rata the demand volume between Contractors who have expressed an interest to participate into this SLA.

1.2.3. The Contractors volume by pack and size (Programme Specifications) will be advised in March 2020 following publication of the March Departure Forecast, this volume will be communicated by Zespri to the Contractor via email.

1.2.4. In the event of changes to this programme ZGL shall advise the Contractor and may seek to negotiate a change. In the event that the parties are unable to agree on a change the programme shall be conducted on the basis of the allocations confirmed by Zespri.

1.2.5. The most recent programme agreed by the Contractor and ZGL is the volume that is to be procured and supplied under this Agreement.

1.2.6. All Kiwifruit supplied under this agreement by the Contractor must be packed in accordance with:

- (a) the Packaging Specifications below at **clause 1.4**; and
- (b) the Contractor's latest advised programme specifications.

[REDACTED]

[REDACTED]



[REDACTED]

**1.3. Fruit and Shipping Requirements**

- 1.3.1. ZGL will only accept full pallets.
- 1.3.2. All Kiwifruit must have suitable market access for shipping to the regions of Europe and/or MEIOA in accordance with the Programme specifications.
- 1.3.3. Where Kiwifruit does not meet market access requirement for the above markets Zespri will allow product to be shipped if there is available demand in a suitable market but will not be liable for product not shipped. For clarity, this fruit is not eligible for the performance incentive payment detailed in clause 2.2.4.

[REDACTED]

[REDACTED]

**1.4. Packaging Specifications**

- 1.4.1. The Packaging Management Policy as per the Packaging Componentry section of the ZIL Quality Manual will apply to all specialised packaging used by the Contractor for the purposes of this Agreement.
- 1.4.2. All Kiwifruit supplied by the Contractor under this Agreement must be packed in accordance with the pack and label requirements set out in **Appendix 3**.

**1.5. EDI Requirements**

[REDACTED]

- 1.5.2. All Kiwifruit is to be submitted under the same Grower Number as Class 1 Kiwifruit.

**1.6. Grade Standards**

- 1.6.1. Kiwifruit will be packed to the Zespri Class 2 Standard in accordance with the Grade Standard section of the **ZIL Quality Manual**.

[Redacted]

[Redacted]

**1.7. DIFOTIS Premiums and Penalties**

[Redacted]

**1.8. In-market sampling and Outturn Liability**

[Redacted]

[Redacted]

- [Redacted]
- [Redacted]
- [Redacted]
- [Redacted]
- [Redacted]
- [Redacted]

[Redacted]

[Redacted]

**1.9. Accountability Period**

[Redacted]

- [Redacted]

[Redacted]





## 2. PAYMENT TERMS

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### 2.1. FOBS Fruit Payment

- 2.1.1. All Zespri Class 2 supplied by the Contractor under this Agreement will receive a FOBS Fruit Payment as defined in **clause B1.1(b)** of the **Pricing and Payment Manual** of \$1.40 per TE.
- 2.1.2. The FOBS Fruit Payment will be processed at the same time and under the same terms and conditions as the Service Payments below.

### 2.2. Progress Payments

- 2.2.1. ZGL will make Progress Payments to the Contractor for all NSS supplied under this Agreement as early as practicably possible.
- 2.2.2. Payments are subject to ZGL having sufficient funds.
- 2.2.3. Progress payments will be made on all Kiwifruit whose delivery to FOBS has been confirmed on, or before midnight, of the last Sunday of the preceding month of payment per **clause 2.2.1** above. For clarity progress payments will not be paid on submitted trays.
- 2.2.4. The Progress Payments include a   
 of the Contracted Volume or for supplying the volume for which the Contractor had Opportunity to Ship, whichever is lower. If the Contractor supplies more than the Contracted Volume the performance incentive will be payable on the total volume supplied.

### 2.3. Final Payment

- 2.3.1. The final payment for Zespri Class 2 supplied under this Agreement will be made in accordance with **clause C5.1** of the **Pricing and Payment Manual** and will be determined by the following calculation:
  - (a) The final price for all the Zespri Class 2 purchased by ZGL from the Contractor under this Agreement as determined by ZGL under **clause A1** of the **Pricing and Payment Manual** for the purchase pools specified in **clause 1.5.1** above;
  - (b) Less the amount of all FOBS Fruit Payments and Progress Payments made by ZGL to the Contractor in relation to that Zespri Class 2.



- 2.3.3. Quality costs assessed within the accountability period will be deducted from the amount paid to the Contractor.

## **2.4. Service Payments**

- 2.4.1. **Pack Differentials:** ZGL will make a Pack Differential payment to the Contractor for all Zespri Class 2 supplied at FOBS under this Agreement based on the table set out in **Appendix 1** of the **Pricing and Payment Manual**.
- 2.4.2. **Time Rates:** ZGL will make a Time Payment to the Contractor for all Zespri® Class 2 supplied FOBS under this Agreement to ZGL as per **Appendix 2**.
- 2.4.3. ZGL will process the Pack Differential, the Time Rates and the FOBS Fruit payments once a receipt of either a valid LV record (Loaded onto Vessel Record in accordance with the EDI Manual) or a valid SB record (pallet stayed in buffer store after vessel has sailed in accordance with the EDI manual) after completion of the vessel reconciliation has been received by ZGL confirming that the Kiwifruit has been delivered FOBS.
- 2.4.4. **Generic Services:** Zespri Class 2 supplied under this Agreement will qualify for payment under the 2020 Generic Services SLA.

## Appendix 1: Sampling Procedure

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[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

**Appendix 2: Zespri Vita SunGold Organic Time Rates**

| <b><u>ISO WEEK</u></b> | <b><u>Period Payment<br/>at FOBS</u></b> | <b><u>Fruit Payment per<br/>TE at FOBS</u></b> | <b><u>Total FOBS<br/>Payment per TE</u></b> |
|------------------------|--|--|---|
| <u>&lt;20</u>          | <u>0.00</u>                              | <u>1.40</u>                                    | <u>1.40</u>                                 |
| <u>20</u>              | <u>0.05</u>                              | <u>1.40</u>                                    | <u>1.45</u>                                 |
| <u>21</u>              | <u>0.07</u>                              | <u>1.40</u>                                    | <u>1.47</u>                                 |
| <u>22</u>              | <u>0.09</u>                              | <u>1.40</u>                                    | <u>1.49</u>                                 |
| <u>23</u>              | <u>0.11</u>                              | <u>1.40</u>                                    | <u>1.51</u>                                 |
| <u>24</u>              | <u>0.13</u>                              | <u>1.40</u>                                    | <u>1.53</u>                                 |
| <u>25</u>              | <u>0.16</u>                              | <u>1.40</u>                                    | <u>1.56</u>                                 |
| <u>26</u>              | <u>0.19</u>                              | <u>1.40</u>                                    | <u>1.59</u>                                 |
| <u>27</u>              | <u>0.22</u>                              | <u>1.40</u>                                    | <u>1.62</u>                                 |
| <u>28</u>              | <u>0.25</u>                              | <u>1.40</u>                                    | <u>1.65</u>                                 |
| <u>29</u>              | <u>0.28</u>                              | <u>1.40</u>                                    | <u>1.68</u>                                 |
| <u>30</u>              | <u>0.32</u>                              | <u>1.40</u>                                    | <u>1.72</u>                                 |
| <u>31</u>              | <u>0.35</u>                              | <u>1.40</u>                                    | <u>1.75</u>                                 |
| <u>32</u>              | <u>0.40</u>                              | <u>1.40</u>                                    | <u>1.80</u>                                 |
| <u>33</u>              | <u>0.45</u>                              | <u>1.40</u>                                    | <u>1.85</u>                                 |
| <u>34</u>              | <u>0.50</u>                              | <u>1.40</u>                                    | <u>1.90</u>                                 |
| <u>35 - 49</u>         | <u>0.55</u>                              | <u>1.40</u>                                    | <u>1.95</u>                                 |





2020 HW2CK Zespri and Supplier Own Brand  
Kiwistart Programme  
SLA A4

**BACKGROUND**

Zespri is seeking to supply Brazil, Mexico, MEIOA, CAM, Pacific and collaborative markets with programmed volumes of Class 2 Green sizes 22-42 packed and labelled as Zespri Vita Green Kiwifruit and Korea with volumes of HW2CK Green Conventional sizes 22-39 packed in Supplier Own Brand packaging (subject to approval by Zespri) and submitted under Brand 4 [Supplier Own Brand], for the 2020 season.

**1. TERMS OF AGREEMENT**

**1.1. 2020 Supply Agreement**

1.1.1. The 2020 Supply Agreement terms and conditions apply except where they are varied or excluded below:

[Redacted text block containing multiple lines of blacked-out content]



[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

(c) **Pricing and Payment Manual:**

- (i) **Section B** Service Costs **clause B1.1(b)** is varied as per **clause 2.2** below and **clause B1.1(c)** does not apply;
- (ii) **Section C2** Standard Advance Payment does not apply;
- (iii) **Section C3** Fruit Incentives does not apply;
- (iv) **Section C4** Payment timing for Progress Payments is varied per **clause 2.4** below;
- (v) **Section C6** Service Payments is varied per **clause 2.4** below.

[REDACTED]

[REDACTED]

**1.2. Allocated Volume**

- 1.2.1. ZGL has taken into account the expressions of interest and have contracted the volume with the Contractor by pack, market and size (Programme Specifications as set out in **Appendix 1**), this volume will be communicated by Zespri to the Contractor via email.
- 1.2.2. The Contractors Allocation will be advised in March 2020 following publication of the March Departure Forecast, this allocation will be communicated by Zespri to the Contractor via email.
- 1.2.3. In the event of changes to this programme ZGL shall advise the Contractor and may seek to negotiate a change. In the event that the parties are unable to agree on a change the programme shall be conducted on the basis of the allocations confirmed by Zespri.
- 1.2.4. The most recent programme agreed by the Contractor and ZGL is the volume that is to be procured and supplied under this Agreement.
- 1.2.5. All Kiwifruit supplied under this agreement by the Contractor must be packed in accordance with:
  - (a) the Packaging Specifications below at **clause 1.4**; and

(b) the Contractor's latest advised programme specifications.

**1.3. Fruit and Shipping Requirements**

1.3.1. ZGL will only accept full pallets.

1.3.2. All Kiwifruit must have suitable market access for shipping to the regions of Brazil, Mexico, MEOIA or CAM for Zespri Brand and Korea for Supplier own brand in accordance with the Programme specifications.

**1.3.3. Supplying OK Korea Pallets from Non-Zespri Inventory**

- All [Supplier Own Brand] pallets initially entered into the [Supplier Own Brand] system with [Supplier Own Brand] EAN labels and pallet card
- When the product is identified as OK Korea:
  - Pallets are removed from [Supplier Own Brand] system and entered into the Zespri system
    - Zespri [Supplier Own Brand] materials
    - Class 2 / Brand 45
    - A Zespri pallet card is applied
  - Zespri [Supplier Own Brand] EAN labels are applied directly over the original [Supplier Own Brand] labels on all packs at the same time as the Korean labels are applied
  - Zespri maintains traceability at a pack level

1.3.4. Where Kiwifruit does not meet market access requirement for the above markets Zespri will allow product to be shipped if there is available demand in a suitable market but will not be liable for product not shipped. For clarity, this fruit is not eligible for the performance incentive payment detailed in clause 2.2.4.

1.3.5. Kiwistart submitted prior to end of week 15 should be shipped by week 20 or Zespri may request that volume be removed from inventory if shipping opportunity has been provided by Zespri and product has met market access requirements. The Contractor must also notify Zespri of any fruit lines with an average firmness less than 4.0 Kgf during this fruit conditioning period.

1.3.6. All Kiwifruit submitted post ISO week 15 should be shipped by week 24 or Zespri may request that volume be removed from inventory if shipping opportunity has been provided by Zespri and product has met market access requirements.

**1.4. Packaging Specifications**

1.4.1. The Packaging Management Policy as per the Packaging Componentry section of the ZIL Quality Manual will apply to all specialised packaging used by the Contractor for the purposes of this Agreement.

1.4.2. All Kiwifruit supplied by the Contractor under this Agreement must be packed in accordance with the pack and label requirements set out in **Appendix 2**.

**1.5. EDI Requirements**

1.5.2. All Kiwifruit is to be submitted under the same Grower Number as Class 1 Kiwifruit.

**1.6. Grade Standards**

1.6.1. Kiwifruit will be packed to the Zespri Class 2 Standard in accordance with the Grade Standard section of the **ZIL Quality Manual**.

**1.7. DIFOTIS Premiums and Penalties**

**1.8. In-market sampling and Outturn Liability**

[REDACTED]

[REDACTED]

[REDACTED]

**1.9. Accountability Period**

[REDACTED]

**2. PAYMENT TERMS**

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**2.1. FOBS Fruit Payment**

- 2.1.1. All Zespri Class 2 supplied by the Contractor under this Agreement will receive a FOBS Fruit Payment as defined in **clause B1.1(b)** of the **Pricing and Payment Manual** of \$1.40 per TE.
- 2.1.2. The FOBS Fruit Payment will be processed at the same time and under the same terms and conditions as the Service Payments below.

**2.2. Progress Payments**

- 2.2.1. ZGL will make Progress Payments to the Contractor for all NSS supplied under this Agreement as early as practicably possible.
- 2.2.2. Payments are subject to ZGL having sufficient funds.
- 2.2.3. Progress payments will be made on all Kiwifruit whose delivery to FOBS has been confirmed on, or before midnight, of the last Sunday of the preceding month of payment per **clause 2.2.1** above. For clarity progress payments will not be paid on submitted trays.
- 2.2.4. The Progress Payments include a [REDACTED] [REDACTED] of the Contracted Volume or for supplying the volume for which the Contractor had

Opportunity to Ship, whichever is lower. If the Contractor supplies more than the Allocation the performance incentive will be payable on the total volume supplied.

**2.3. Final Payment**

2.3.1. The final payment for Zespri Class 2 supplied under this Agreement will be made in accordance with **clause C5.1** of the **Pricing and Payment Manual** and will be determined by the following calculation:

- (a) The final price for all the Zespri Class 2 purchased by ZGL from the Contractor under this Agreement as determined by ZGL under **clause A1** of the **Pricing and Payment Manual** for the purchase pools specified in **clause 1.5.1** above;
- (b) Less the amount of all FOBS Fruit Payments and Progress Payments made by ZGL to the Contractor in relation to that Zespri Class 2.

2.3.3. Quality costs assessed within the accountability period will be deducted from the amount paid to the Contractor.

**2.4. Service Payments**

2.4.1. **Pack Differentials:** ZGL will make a Pack Differential payment to the Contractor for all Zespri Class 2 supplied at FOBS under this Agreement based on the table set out in **Appendix 1** of the **Pricing and Payment Manual**.

2.4.2. ZGL will process the Pack Differential and the FOBS Fruit payments once a receipt of either a valid LV record (Loaded onto Vessel Record in accordance with the EDI Manual) or a valid SB record (pallet stayed in buffer store after vessel has sailed in accordance with the EDI manual) after completion of the vessel reconciliation has been received by ZGL confirming that the Kiwifruit has been delivered FOBS.

2.4.3. **Generic Services:** Zespri Class 2 supplied under this Agreement will qualify for payment under the 2020 Generic Services SLA.

## Appendix 1: Sampling Procedure

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[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]







(c) **Pricing and Payment Manual** the following clauses do not apply:

- (i) Standard Advance Payment, **clause C2**;
- (ii) Fruit Incentives, **clause A2.9** and **C3**;
- (iii) Progress Payments, **clause C4**;
- (iv) Service Costs, **clause B1** and **C6**.

[REDACTED]

[REDACTED]

## **1.2 Contracted Volume**

- 1.2.1 ZGL has taken into account the expressions of interest and have contracted the volume with the Contractor by pack, size, and market (Programme Specifications), this volume will be communicated by Zespri to the Contractor via email.
- 1.2.2 In the event of changes to this programme ZGL shall advise the Contractor and may seek to negotiate a change. In the event that the parties are unable to agree on a change the programme shall be conducted on the basis of the allocations confirmed by Zespri.
- 1.2.3 The most recent programme agreed by the Contractor and ZGL is the volume that is to be procured and supplied under this Agreement.
- 1.2.4 All Kiwifruit supplied under this Agreement by the Contractor must be packed in accordance with:
  - (a) the packaging specifications below at **clause 1.4**; and
  - (b) the Contractor's latest advised programme specifications.

[REDACTED]

## **1.3 Fruit and Shipping Requirements**

- 1.3.1 ZGL will only accept full pallets.
- 1.3.2 All Kiwifruit must have suitable market access for shipping to the regions of Brazil, Mexico, MEOIA and/or CAM in accordance with the Programme specifications.

1.3.3 Where Kiwifruit does not meet market access requirement for the above markets Zespri will allow product to be shipped if there is available demand in a suitable market but will not be liable for product not shipped. For clarity, this fruit is not eligible for the performance incentive payment detailed in clause 2.2.4.

**1.4 Packaging Specifications**

1.4.1 The Packaging Management Policy as per the Packaging Componentry section of the ZIL Quality Manual will apply to all specialised packaging used by the Contractor for the purposes of this Agreement.

1.4.2 All Kiwifruit supplied by the Contractor under this Agreement must be packed in accordance with the pack and label requirements set out in **Appendix 3**.

**1.5 EDI Requirements**

1.5.2 All Kiwifruit is to be submitted under the same Grower Number as Class 1 Kiwifruit.

**1.6 Grade Standards**

1.6.1 Kiwifruit will be packed to the Zespri Class 2 Standard in accordance with the Grade Standard section of the **ZIL Quality Manual**.

**1.7 Maturity Standard**

**1.8 DIFOTIS Premiums and Penalties**

**1.9 In-market sampling and Outturn Liability**

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

**1.10 Accountability Period**

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

**2. PAYMENT TERMS**

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**2.1 FOBS Fruit Payment**

2.1.1 All Zespri Class 2 supplied by the Contractor under this Agreement will receive a FOBS Fruit Payment as defined in **clause B1.1(b)** of the **Pricing and Payment Manual** of \$1.40 per TE.

2.1.2 The FOBS Fruit Payment will be processed at the same time and under the same terms and conditions as the Service Payments below.

**2.2 Progress Payments**

2.2.1 ZGL will make Progress Payments to the Contractor for all NSS supplied under this Agreement as early as practicably possible.

2.2.2 Payments are subject to ZGL having sufficient funds.

2.2.3 Progress payments will be made on all Kiwifruit whose delivery to FOBS has been confirmed on, or before midnight, of the last Sunday of the preceding month of payment per **clause 2.2.1** above. For clarity progress payments will not be paid on submitted trays.

2.2.4 The Progress Payments include [REDACTED]  
[REDACTED] of the Contracted Volume or for supplying the volume for which the Contractor had Opportunity to Ship, whichever is lower. If the Contractor supplies more than the Contracted Volume the performance incentive will be payable on the total volume supplied.

**2.3 Final Payment**

2.3.1 The final payment to be paid on volumes supplied under this are set out in **Appendix 2** and is a final amount less Progress Payments (for the avoidance of doubt no time payments are available for this volume.)

[REDACTED]  
[REDACTED]

2.3.3 Quality costs assessed within the accountability period will be deducted from the amount paid to the Contractor.

## Appendix 1: Sampling Procedure

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[Redacted]

[Redacted]

[Redacted]

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[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

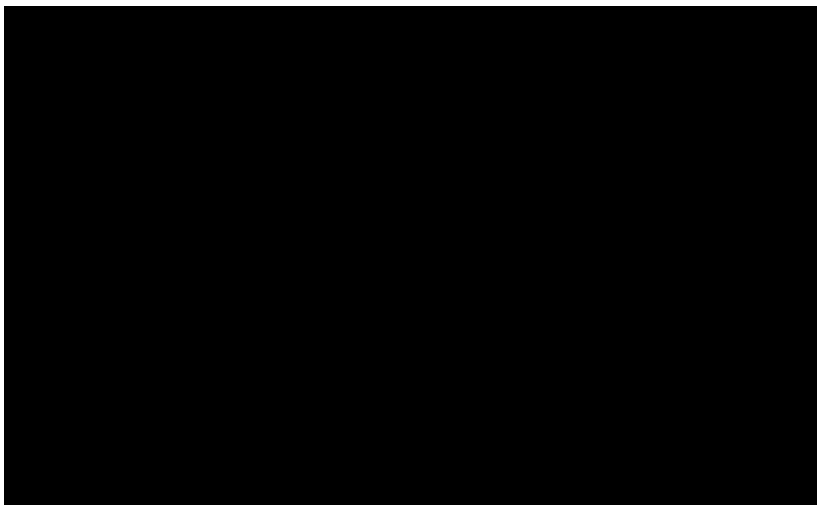
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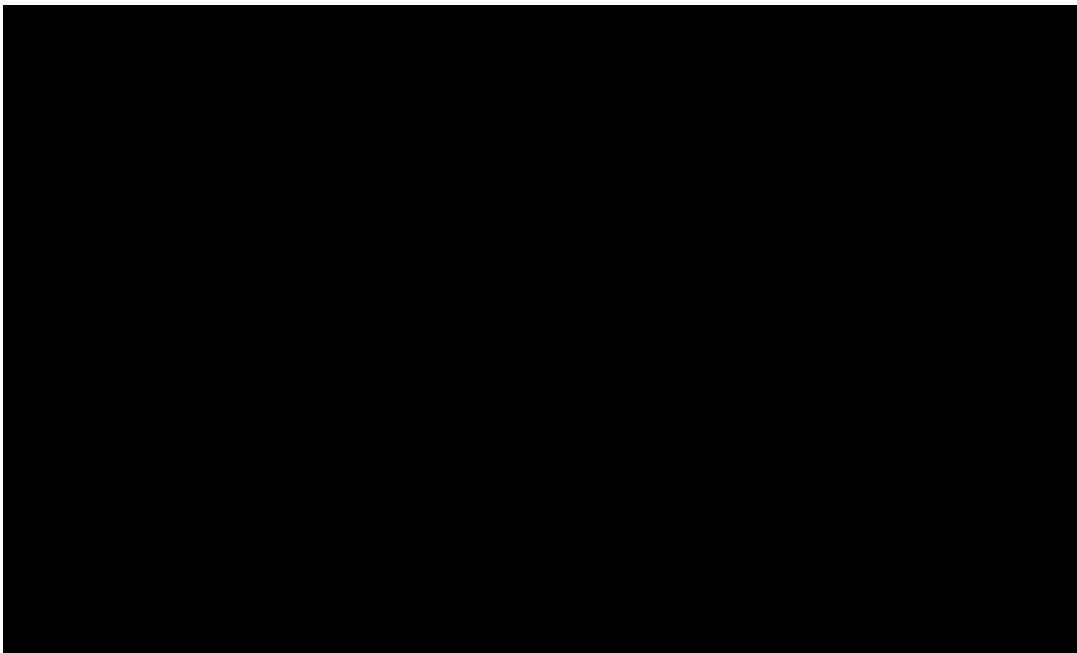
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2020 HW2CK Korea Supplier Own Brand  
Mainpack Programme  
SLA A6

**BACKGROUND**

Zespri is seeking to supply Korea with programmed volumes of HW2CK sizes 22-39 for the 2020 season. Product is to be packed in Supplier Own Brand packaging (subject to approval by Zespri) and submitted under Brand 4 [Supplier Own Brand].

All volume must be market access OK for Korea in accordance with the Programme specifications.

**1. TERMS OF AGREEMENT**

**1.1 2020 Supply Agreement**

1.1.1 The 2020 Supply Agreement terms and conditions apply except where they are varied or excluded below:

- 1.1.1.1 [Redacted]
- 1.1.1.2 [Redacted]
- 1.1.1.3 [Redacted]
- 1.1.1.4 [Redacted]
- 1.1.1.5 [Redacted]
- 1.1.1.6 [Redacted]
- 1.1.1.7 [Redacted]
- 1.1.1.8 [Redacted]
- 1.1.1.9 [Redacted]
- 1.1.1.10 [Redacted]
- 1.1.1.11 [Redacted]
- 1.1.1.12 [Redacted]
- 1.1.1.13 [Redacted]
- 1.1.1.14 [Redacted]
- 1.1.1.15 [Redacted]
- 1.1.1.16 [Redacted]
- 1.1.1.17 [Redacted]
- 1.1.1.18 [Redacted]
- 1.1.1.19 [Redacted]
- 1.1.1.20 [Redacted]
- 1.1.1.21 [Redacted]
- 1.1.1.22 [Redacted]
- 1.1.1.23 [Redacted]
- 1.1.1.24 [Redacted]
- 1.1.1.25 [Redacted]
- 1.1.1.26 [Redacted]
- 1.1.1.27 [Redacted]
- 1.1.1.28 [Redacted]
- 1.1.1.29 [Redacted]
- 1.1.1.30 [Redacted]
- 1.1.1.31 [Redacted]
- 1.1.1.32 [Redacted]
- 1.1.1.33 [Redacted]
- 1.1.1.34 [Redacted]
- 1.1.1.35 [Redacted]
- 1.1.1.36 [Redacted]
- 1.1.1.37 [Redacted]
- 1.1.1.38 [Redacted]
- 1.1.1.39 [Redacted]
- 1.1.1.40 [Redacted]
- 1.1.1.41 [Redacted]
- 1.1.1.42 [Redacted]
- 1.1.1.43 [Redacted]
- 1.1.1.44 [Redacted]
- 1.1.1.45 [Redacted]
- 1.1.1.46 [Redacted]
- 1.1.1.47 [Redacted]
- 1.1.1.48 [Redacted]
- 1.1.1.49 [Redacted]
- 1.1.1.50 [Redacted]



[Redacted]

[Redacted]

[Redacted]

[Redacted]

• **Pricing and Payment Manual** the following clauses do not apply:

- Standard Advance Payment, **clause C2**;
- Fruit Incentives, **clause A2.9** and **C3**;
- Progress Payments, **clause C4**;
- Service Costs, **clause B1** and **C6**.

## **1.2 Contracted Volume**

1.2.1 ZGL has taken into account the expressions of interest and have contracted the volume with the Contractor by pack, market and size (Programme Specifications), this volume will be communicated by Zespri to the Contractor via email.

1.2.2 In the event of changes to this programme ZGL shall advise the Contractor and may seek to negotiate a change. In the event that the parties are unable to agree on a change the programme shall be conducted on the basis of the allocations confirmed by Zespri.

1.2.3 The most recent programme agreed by the Contractor and ZGL is the volume that is to be procured and supplied under this Agreement.

1.2.4 All Kiwifruit supplied under this Agreement by the Contractor must be packed in accordance with:

- the Packaging Specifications below at **clause 1.4**; and
- the Contractor's latest advised programme specifications.

[Redacted]

## **1.3 Fruit and Shipping Requirements**

1.3.1 ZGL will only accept full pallets of kiwifruit.

1.3.2 All Kiwifruit supplied by the Contractor under this Agreement must be market access OK for Korea in accordance with the Programme specifications.

1.3.3 All packs must have Zespri EAN labels as per Appendix 2.

1.3.4 **Supplying OK Korea Pallets from Non-Zespri Inventory**

- All [Supplier Own Brand] pallets initially entered into the [Supplier Own Brand] system with [Supplier Own Brand] EAN labels and pallet card
- When the product is identified as OK Korea:
  - Pallets are removed from [Supplier Own Brand] system and entered into the Zespri system
    - Zespri [Supplier Own Brand] materials
    - Class 2 / Brand 4
    - A Zespri pallet card is applied
  - Zespri [Supplier Own Brand] EAN labels are applied directly over the original [Supplier Own Brand] labels on all packs at the same time as the Korean labels are applied
  - Zespri maintains traceability at a pack level

1.3.5 Where fruit does not meet market access requirement for Korea Zespri will allow product to be shipped if there is available demand in a suitable market but will not be liable for product not shipped.

1.4 **Packaging Specifications**

1.4.1 The Packaging Management Policy as per the Packaging Componentry section of the ZIL Quality Manual will apply to all specialised packaging used by the Contractor for the purposes of this Agreement.

1.4.2 All Kiwifruit supplied by the Contractor under this Agreement must be packed in accordance with pack and label requirements approved by Zespri in writing.

1.5 **EDI Requirements**

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1.5.2 All Kiwifruit is to be submitted under the same Grower Number as Class 1 Kiwifruit.

1.6 **Grade Standards**

1.6.1 All Kiwifruit supplied by the Contractor under this Agreement will be packed to the Zespri Class 2 Standard in accordance with the Grade Standard section of the **ZIL Quality Manual**.

1.6.2 If the Kiwifruit is found to be out of grade in the market the Contractor will be liable for the costs set out in **clause 1.9**.

1.7 Maturity Standard

[Redacted]

1.8 DIFOTIS Premiums and Penalties

[Redacted]

[Redacted]

[Redacted]

1.9 In-market sampling and Outturn Liability

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

1.10 Accountability Period

[Redacted]

[Redacted]

## 2. PAYMENT TERMS

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### 2.1 **FOBS Fruit Payment**

2.1.1 All kiwifruit supplied by the Contractor under this Agreement will receive a FOBS Fruit Payment as defined in **clause B1.1(b)** of the **Pricing and Payment Manual** of \$1.40 per TE.

2.1.2 The FOBS Fruit Payment will be processed at the same time and under the same terms and conditions as the Service Payments below.

### 2.2 **Progress Payments**

2.2.1 ZGL will make Progress Payments to the Contractor for all NSS supplied under this Agreement as early as practicably possible.

2.2.2 Payments are subject to ZGL having sufficient funds.

2.2.3 Progress payments will be made on all Kiwifruit whose delivery to FOBS has been confirmed on, or before midnight, of the last Sunday of the preceding month of payment per **clause 2.2.1** above. For clarity progress payments will not be paid on submitted trays.

2.2.4 The Progress Payments include a [REDACTED] of the Contracted Volume or for supplying the volume for which the Contractor had Opportunity to Ship, whichever is lower. If the Contractor supplies more than the Contracted Volume the performance incentive will be payable on the total volume supplied.

#### **Final Payment**

2.2.5 The final payment to be paid on volumes supplied under this are set out in **Appendix 2** and is a final amount less Progress Payments (for the avoidance of doubt no time payments are available for this volume.

[REDACTED]

2.2.7 Quality costs assessed within the accountability period will be deducted from the amount paid to the Contractor.

## Appendix 1: Sampling Procedure

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[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

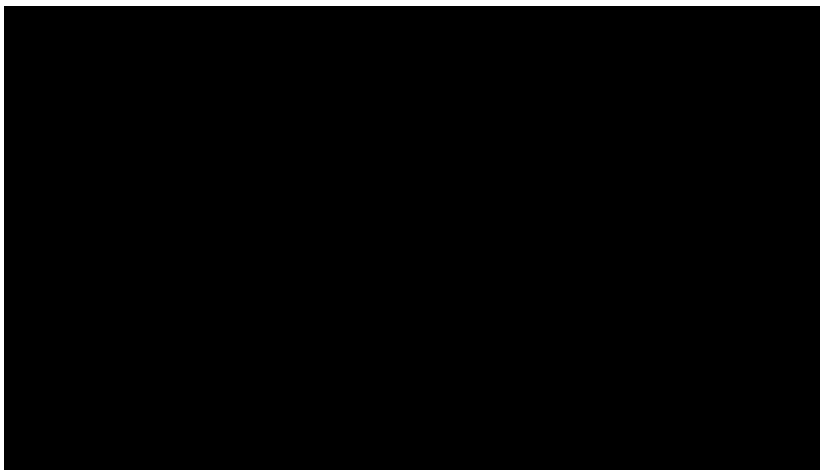
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2020 HW20B

Zespri Vita Kiwistart & Mainpack Programmes

SLA A7

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**BACKGROUND**

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Zespri is seeking to supply Europe and MEIOA with programmed volumes of Zespri Vita Class 2 Green Organic sizes 22-42 for the 2020 season.

**1. TERMS OF AGREEMENT**

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**1.1. 2020 Supply Agreement**

1.1.1. The 2020 Supply Agreement terms and conditions apply except where they are varied or excluded below:

[Redacted text block containing multiple lines of blacked-out content]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

(d) **Pricing and Payment Manual:**

- (i) **Section B Service Costs clause B1.1(b)** is varied per **clause 2.4** below and **clause B1.1(c)** does not apply;
- (ii) **Section C2 Standard Advance Payment** does not apply;
- (iii) **Section C3 Fruit Incentives** does not apply;
- (iv) **Section C4 Payment timing for Progress Payments** is varied per **clause 2.2** below;
- (v) **Section C6 Service Payments** is varied per **clause 2.4** below.

**1.2. Contracted Volume**

1.2.1. ZGL has taken into account the expressions of interest and have contracted the volume with the Contractor by pack, market and size (Programme Specifications), this volume will be communicated by Zespri to the Contractor via email.

1.2.2. In the event of changes to this programme ZGL shall advise the Contractor and may seek to negotiate a change. In the event that the parties are unable to agree on a change the programme shall be conducted on the basis of the allocations confirmed by Zespri.

1.2.3. All Kiwifruit supplied under this Agreement by the Contractor must be packed in accordance with:

- (a) the Packaging Specifications below at **clause 1.4**; and
- (b) the Contractor's latest advised programme specifications.

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]



**1.3. Fruit and Shipping Requirements**

1.3.1. ZGL will only accept full pallets of Family Kiwi.

[REDACTED]

[REDACTED]

**1.4. Packaging Specifications**

1.4.1. The Packaging Management Policy as per the Packaging Componentry section of the ZIL Quality Manual will apply to all specialised packaging used by the Contractor for the purposes of this Agreement.

1.4.2. Kiwifruit supplied by the Contractor under this Agreement must be packed into a Zespri Vita box with a Zespri Vita Organic Fruit Label

**1.5. EDI Requirements**

[REDACTED]

1.5.2. All Kiwifruit is to be submitted under the same Grower Number as Class 1 Kiwifruit.

**1.6. Grade Standards**

1.6.1. All Kiwifruit volumes will be packed to the Zespri Class 2 Standard in accordance with the Grade standard section of the **ZIL Quality Manual**.

[REDACTED]

**1.7. DIFOTIS Premiums and Penalties**

[REDACTED]

**1.8. In-market sampling and Outturn Liability**

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

**1.9. Accountability Period**

[REDACTED]

**2. PAYMENT TERMS**

**2.1. FOBS Fruit Payment**

- 2.1.1. All Kiwifruit supplied by the Contractor under this Agreement will receive a FOBS Fruit Payment as defined in **clause B1.1(b)** of the **Pricing and Payment Manual** of \$1.40 per TE.
- 2.1.2. The FOBS Fruit Payment will be processed at the same time and under the same terms and conditions as the Service Payments below.

## **2.2. Progress Payments**

- 2.2.1. ZGL will make Progress Payments to the Contractor for all NSS supplied under this Agreement as early as practicably possible.
- 2.2.2. Payments are subject to ZGL having sufficient funds.
- 2.2.3. Progress payments will be made on all Kiwifruit whose delivery to FOBS has been confirmed on, or before midnight, of the last Sunday of the preceding month of payment per **clause 2.2.1** above. For clarity progress payments will not be paid on submitted trays.
- 2.2.4. The Progress Payments include a [REDACTED] [REDACTED] of the Contracted Volume or for supplying the volume for which the Contractor had Opportunity to Ship, whichever is lower. If the Contractor supplies more than the Contracted Volume the performance incentive will be payable on the total volume supplied.

## **2.3. Final Payment**

- 2.3.1. The final payment for Kiwifruit supplied under this Agreement will be made in accordance with **clause C5.1** of the **Pricing and Payment Manual** and will be determined by the following calculation:
- (a) The final price for all the Kiwifruit purchased by ZGL from the Contractor under this Agreement as determined by ZGL under **clause A1** of the **Pricing and Payment Manual** for the purchase pool specified in **clause 1.5.1** above;
  - (b) Less the amount of all FOBS Fruit Payments and Progress Payments made by ZGL to the Contractor in relation to that Family Kiwi.
- [REDACTED]
- [REDACTED]

- 2.3.3. Quality costs assessed within the accountability period will be deducted from the amount paid to the Contractor.

## **2.4. Service Payments**

- 2.4.1. **Pack Differentials:** ZGL will make a Pack Differential payment to the Contractor for all Kiwifruit supplied at FOBS under this Agreement based on the table set out in **Appendix 1** of the **Pricing and Payment Manual**.
- 2.4.2. **Time Rates:** ZGL will make a Time Payment to the Contractor for all Kiwifruit supplied FOBS under this Agreement to ZGL as per **Appendix 2**.
- 2.4.3. ZGL will process the Pack Differential, the Time Rates and the FOBS Fruit payments once a receipt of either a valid LV record (Loaded onto Vessel Record in accordance with the EDI Manual) or a valid SB

record (pallet stayed in buffer store after vessel has sailed in accordance with the EDI manual) after completion of the vessel reconciliation has been received by ZGL confirming that the Kiwifruit has been delivered FOBS.

2.4.4. **Generic Services:** Kiwifruit supplied under this Agreement will qualify for payment under the 2020 Generic Services SLA.

## Appendix 1: Sampling Procedure

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[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

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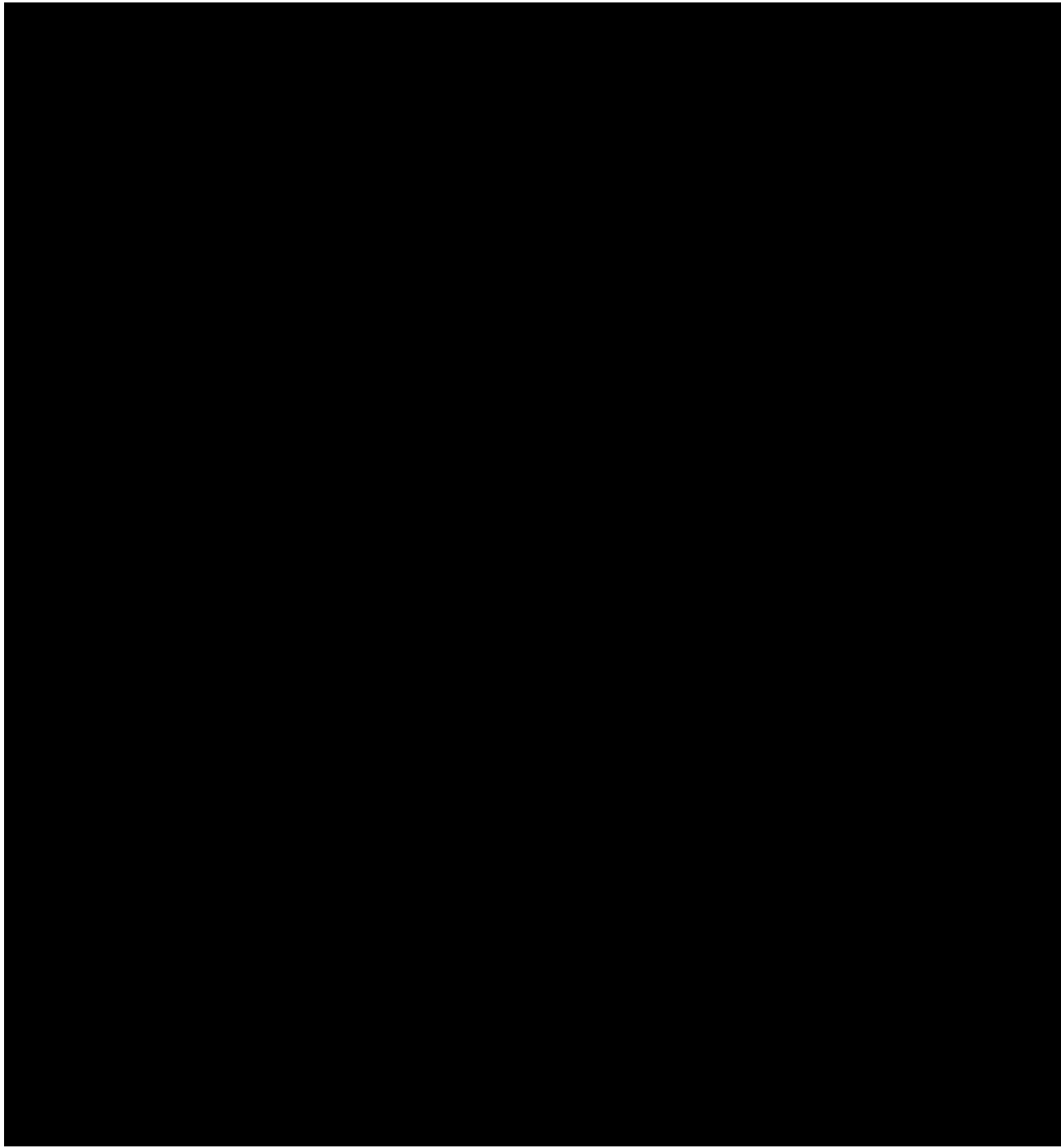
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**Appendix 2: HW2OB Kiwifruit Time Rates**

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| <b>ISO WEEK</b> | <b>Period Payment at FOBS</b> | <b>Fruit Payment per TE at FOBS</b> | <b>Total FOBS Payment per TE</b> |
|-----------------|-------------------------------|-------------------------------------|----------------------------------|
| <23             | 0.00                          | 1.40                                | <b>1.40</b>                      |
| 23 - 29         | 0.32                          | 1.40                                | <b>1.72</b>                      |
| 30              | 0.42                          | 1.40                                | <b>1.82</b>                      |
| 31              | 0.47                          | 1.40                                | <b>1.87</b>                      |
| 32              | 0.51                          | 1.40                                | <b>1.91</b>                      |
| 33              | 0.56                          | 1.40                                | <b>1.96</b>                      |
| 34              | 0.63                          | 1.40                                | <b>2.03</b>                      |
| 35              | 0.69                          | 1.40                                | <b>2.09</b>                      |
| 36              | 0.79                          | 1.40                                | <b>2.19</b>                      |
| 37              | 0.86                          | 1.40                                | <b>2.26</b>                      |
| 38              | 0.97                          | 1.40                                | <b>2.37</b>                      |
| 39              | 1.00                          | 1.40                                | <b>2.40</b>                      |
| 40              | 1.09                          | 1.40                                | <b>2.49</b>                      |
| 41              | 1.14                          | 1.40                                | <b>2.54</b>                      |
| 42              | 1.20                          | 1.40                                | <b>2.60</b>                      |
| 43              | 1.30                          | 1.40                                | <b>2.70</b>                      |
| 44              | 1.43                          | 1.40                                | <b>2.83</b>                      |
| 45              | 1.53                          | 1.40                                | <b>2.93</b>                      |
| 46              | 1.64                          | 1.40                                | <b>3.04</b>                      |
| 47              | 1.76                          | 1.40                                | <b>3.16</b>                      |
| 48              | 1.90                          | 1.40                                | <b>3.30</b>                      |







[REDACTED]

[REDACTED]

[REDACTED]

(d) **Pricing and Payment Manual** the following clauses do not apply:

(i) Standard Advance Payment, **clause C2**;

(ii) Fruit Incentives, **clause A2.11** and **C3**;

(iii) Progress Payments, **clause C4**;

(iv) Service Costs, **clause B1.1(b) and (c)**

## **1.2 Contracted Volume**

1.2.1 ZGL has taken into account the expressions of interest and have contracted the volume with the Contractor by pack, size, and market (Programme Specifications), this volume will be communicated by Zespri to the Contractor via email.

1.2.2 In the event of changes to this programme ZGL shall advise the Contractor and may seek to negotiate a change. In the event that the parties are unable to agree on a change the programme shall be conducted on the basis of the allocations confirmed by Zespri.

1.2.3 The most recent programme agreed by the Contractor and ZGL is the volume that is to be procured and supplied under this Agreement.

1.2.4 All Kiwifruit supplied under this Agreement by the Contractor must be packed in accordance with:

(a) the packaging specifications below at **clause 1.4**; and

(b) the Contractor's latest advised programme specifications.

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

## **1.3 Fruit and Shipping Requirements**

1.3.1 ZGL will only accept full pallets.

1.3.2 All Kiwifruit must have suitable market access for shipping to Japan in accordance with the Programme specifications.

1.3.3 Where Kiwifruit does not meet market access requirement for the above markets Zespri will allow product to be shipped if there is available demand in a suitable market but will not be liable for product not shipped.

**1.4 Packaging Specifications**

1.4.1 The Packaging Management Policy as per the Packaging Componentry section of the ZIL Quality Manual will apply to all specialised packaging used by the Contractor for the purposes of this Agreement.

1.4.2 All Kiwifruit supplied by the Contractor under this Agreement must be packed in accordance with the pack and label requirements set out in **Appendix 3**.

**1.5 EDI Requirements**

[Redacted]

1.5.2 All Kiwifruit is to be submitted under the same Grower Number as Class 1 Kiwifruit.

**1.6 Grade Standards**

1.6.1 Kiwifruit will be packed to the Zespri Class 2 Standard in accordance with the Grade Standard section of the **ZIL Quality Manual**.

[Redacted]

**1.7 Maturity Standard**

[Redacted]

**1.8 DIFOTIS Premiums and Penalties**

[Redacted]

**1.9 In-market sampling and Outturn Liability**

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

**1.10 Accountability Period**

[REDACTED]

[REDACTED]

**2. PAYMENT TERMS**

---

**2.0 Additional Payment Terms**

2.0.1 In addition to the payment terms in the **2020 Supply Agreement**, ZGL will pay to the Contractor:

[REDACTED]

[REDACTED]

[REDACTED]

**2.1 FOBS Fruit Payment**

2.1.1 All Zespri® Class 2 supplied by the Contractor under this Agreement will receive a FOBS Fruit Payment as defined in **clause B1.1(b)** of the **Pricing and Payment Manual** of \$1.40 per TE.

2.1.2 The FOBS Fruit Payment will be processed at the same time and under the same terms and conditions as the Service Payments below.

**2.2 Progress Payments**

2.2.1 ZGL will make Progress Payments to the Contractor for all NSS supplied under this Agreement as early as practicably possible.

2.2.2 Payments are subject to ZGL having sufficient funds.

2.2.3 Progress payments will be made on all Kiwifruit whose delivery to FOBS has been confirmed on, or before midnight, of the last Sunday of the preceding month of payment per **clause 2.2.1** above. For clarity progress payments will not be paid on submitted trays.

### **2.3 Final Payment**

2.3.1 The final payment to be paid on volumes supplied under this are set out in **Appendix 2** and is a final amount less Progress Payments (for the avoidance of doubt no time payments are available for this volume.)

2.3.2 Quality costs assessed within the accountability period will be deducted from the amount paid to the Contractor.

### **2.4 Service Payments**

2.4.1 **Pack Differentials:** ZGL will make a Pack Differential payment to the Contractor for all Kiwifruit supplied FOBS under this Agreement based on the table set out in **Appendix 1** of the **Pricing and Payment Manual** of the **2020 Supply Agreement**.

2.4.2 ZGL will process the Pack Differential, the Time Rates and the FOBS Fruit payments once a receipt of either a valid LV record (Loaded onto Vessel Record in accordance with the EDI Manual) or a valid SB record (pallet stayed in buffer store after vessel has sailed in accordance with the EDI manual) after completion of the vessel reconciliation has been received by ZGL confirming that the Kiwifruit has been delivered FOBS.

2.4.3 **Generic Services:** Kiwifruit supplied under this SLA will qualify for payment under the **2020 Generic Services SLA**.

## Appendix 1: Sampling Procedure

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[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

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[Redacted]

[Redacted]

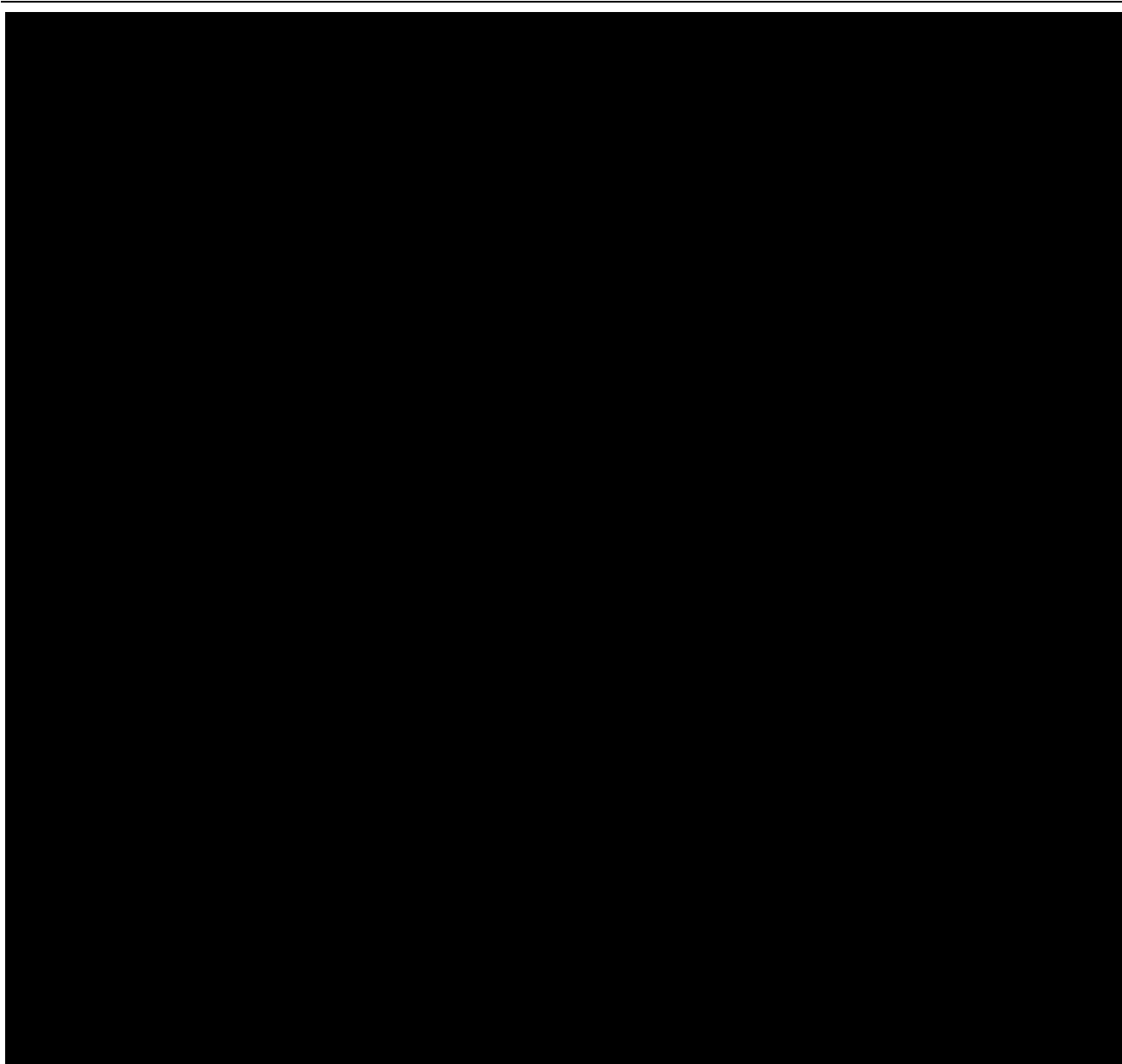
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[Redacted]







## 2020 Generic Services

### SLA B1

#### BACKGROUND

There are certain services that are carried out annually in the Kiwifruit Industry that are generic to all Suppliers. These services are included in this SLA and calculated to be paid at a Generic rate to all participating Contractors.

#### 1. TERMS OF AGREEMENT

##### 1.1 2020 Supply Agreement

1.1.1 The 2020 Supply Agreement terms and conditions apply to this SLA.

##### 1.2 Services and Rates

1.2.1 The following Services are generic to the Industry and will therefore be paid at a Generic rate:

- (a) Speciality Labelling/Printing;
- (b) EDI Data Change;
- (c) Packaging Transfers;
- (d) Pallet Base Transfers;
- (e) Fruit Labelling and De-labelling; and
- (f) Shared Containers.

1.2.2 The Generic rates are set out in this SLA and are defined as Grower Pooled Payments for the purposes of **clause B1.1(c)** or Onshore Direct Costs for the purposes of **clause A2.5(j)** of the **Pricing and Payment Manual**.

##### 1.3 Specialty Labelling

1.3.2 As per the Quality Manual the following countries/programmes require Specialty Labels to be applied to **all packs of all Pallets**:

- (a) Korea
- (b) India
- (c) Malaysia
- (d) LIDL
- (e) Vietnam



- (f) Brazil
- (g) Russia
- (h) Indonesia
- (i) Saudi Arabia

1.3.4 It is essential that facilities have a robust, documented ZIL approved system in place to ensure the correct label content, printing and physical application is achieved. This will be audited and confirmed by a QA.

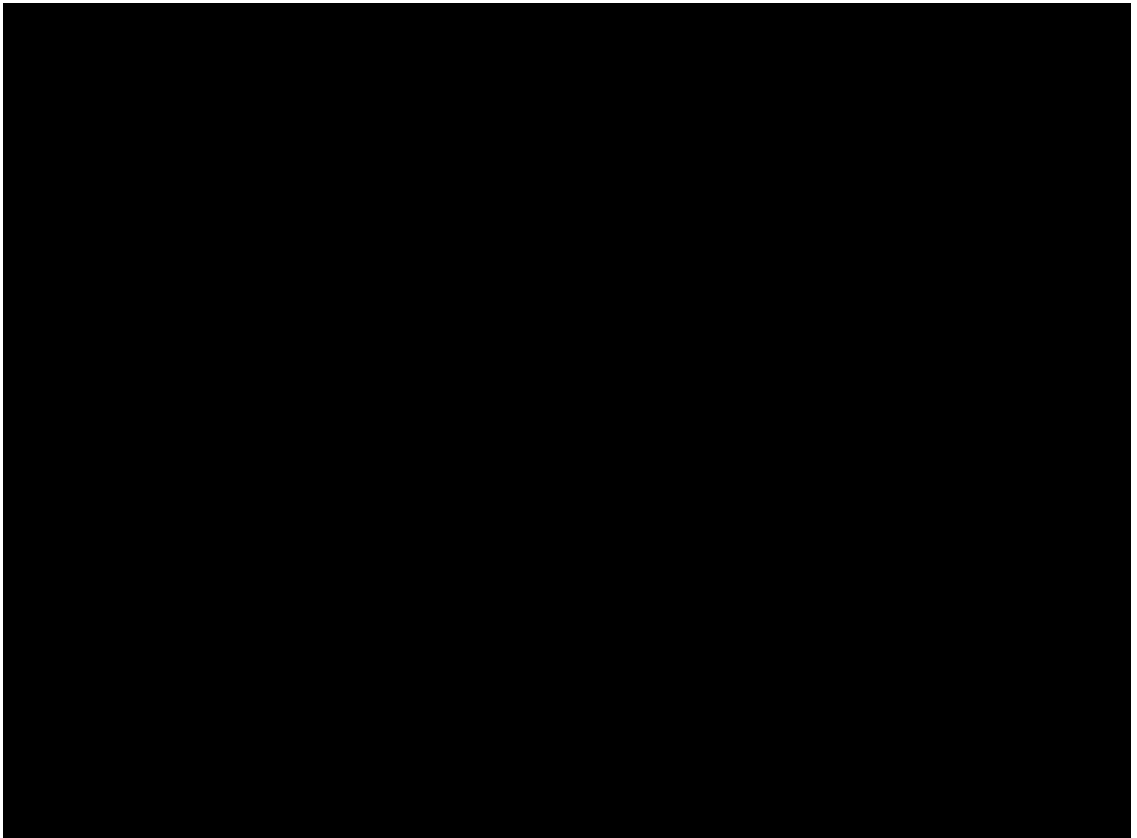
1.3.5 All pallets that have a Specialty Label applied must then have an Electronic Customer Label Indicator applied in order to receive the Application and Printing payment.

1.3.6 Zespri will make best endeavours to ensure that the Global Text specifies the Contractor to apply the Customer Label Indicator, however the Contractor must always refer to the Quality Manual when in doubt.

1.3.7 The Electronic Customer Label Indicators are set out below:

| Country      | Electronic Pack Label Indicator |
|--------------|---------------------------------|
| Korea        | 'Z'                             |
| India        | 'I'                             |
| Malaysia     | 'M'                             |
| LIDL         | 'LD'                            |
| Brazil       | 'B'                             |
| Vietnam      | 'V'                             |
| Russia       | 'R'                             |
| Indonesia    | 'D'                             |
| Saudi Arabia | 'S'                             |

1.3.8 Where ZGL has provided a Specialty labelling dispensation, the deduction from the Application rate and the Printing rate will be included in the calculation payment.





[Redacted text block]

[Redacted text block]

**1.8 Labelling**

[Redacted text block]

**1.9 Consolidation of Shared Containers**

[Redacted text block]

**1.10 Transport Payment**

[Redacted text block]

**2. PAYMENT TERMS**

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**2.1 Invoice**

2.1.1 ZGL will make issue a Buyer Created Tax Invoice to the Contractor for Specialty Labelling, EDI Data Changes, Preparation Complexity Payments and Transport Payment.

2.1.2 The Contractor will issue an Invoice to ZGL for Packaging Transfers, Pallet Transfers, Labelling and Shared Containers.

2.1.3 Payment will be made to the Contractor at the allocated times twice a year.



## 2020 Supply to NZ Domestic Market

### SLA B2

#### BACKGROUND

This Agreement exists for Registered Suppliers to sell specific classes and sizes of Zespri proprietary varieties of Kiwifruit not required by Zespri for export onto the domestic market to distributors, retailers and processors. In order to ensure this is a successful programme the quality of the fruit must be to applicable Zespri grade standards and is subject to Zespri QA Audit. Sales of Zespri kiwifruit unless specifically authorised in writing by ZGL are otherwise prohibited.

All domestic market sales relating to PVR'd varieties for 2020 must be in Zespri branded packaging and labels in accordance with the terms of this SLA unless expressly authorised by ZGL in writing. For clarity, domestic sales in crates are also permitted under this SLA, subject to all fruit being labelled.

#### 1. TERMS OF AGREEMENT

##### 1.1 2020 Supply Agreement

1.1.1 The 2020 Supply Agreement terms and conditions are varied, with the following provisions excluded for the purposes of this SLA agreement:

■ [REDACTED]

(b) **Pricing and Payment Manual** excepting for **Section E**, Labels which continues to apply; and

■ [REDACTED]

■ [REDACTED]

##### 1.2 Licence Pre-Conditions

1.2.1 This SLA is subject to the Contractor first providing to Zespri by 30 April 2020 a completed Zespri Facility Registration Form (**Appendix 2**).

1.2.2 Under **Schedule 9** the Contractor may sell or otherwise supply Non-Class I PVR Kiwifruit to;

- A ZGL licensed processor;
- ZGL pursuant to an SLA entered into pursuant to **Schedule 6**; or
- For disposal of Non-Class I PVR Kiwifruit by dumping.

Therefore, the Contractor will be breaching **Schedule 9** if it sells PVR Kiwifruit on the domestic market without entering into this SLA.

##### 1.3 Sales and Licence Agreement

1.3.1 Subject to first complying with **clause 1.2**, ZGL, grants to the Contractor a sub-licence to market and sell the kiwifruit specified in **clause 1.6** below on the terms and conditions of this SLA.

1.3.2 The Contractor must enter into the Trade Mark Licence Agreement set out in Appendix 1 of this SLA before it may use the trademarks set out in the Trade Mark Licence Agreement.

1.3.3 The Contractor is solely responsible for storage/fruit loss cost and establishing the market price for all Kiwifruit supplied under this SLA. The Contractor shall not communicate its market pricing to Zespri or any other Contractor at any time.

#### **1.4 Grower Return**

1.4.1 The Contractor will determine the commercial arrangement for remuneration to the Contractor's Growers for all Kiwifruit supplied under this SLA.

#### **1.5 Promotional Contribution**

1.5.1 The Contractor agrees that by entering into this SLA to contribute to a promotional fund established to promote Zespri SunGold kiwifruit on the domestic market. The value of the Contractor's contribution shall be determined in accordance with Clause 3.3.

1.5.2 The expenditure of such promotional fund shall be determined by a domestic market promotion committee, which has been set up to monitor and review promotional spend.

#### **1.6 Authorised Product**

1.6.1 Pursuant to this SLA, ZGL authorises the Contractor to sell the following Zespri Kiwifruit onto the domestic market:

- (a) Zespri® Class 1 SunGold Organic, size 42s; and
- (b) Zespri® Class 2 SunGold sizes 18-39; and
- (c) Zespri® Class 2 SunGold Organic sizes 18-39; and
- (d) Zespri® Class 2 Sweet Green sizes 22-42.

For the avoidance of doubt, the Contractor shall have no authority to sell;

- size 46's;
- SunGold size 42's.

1.6.2 Class 3 or process grade product can be sold only to a ZGL licensed processor and only for the purposes of processing or must be disposed of. The Contractor agrees that it will not sell or otherwise supply Class 3 Kiwifruit onto the domestic market.

#### **1.7 Product Specifications**

1.7.1 The Contractor acknowledges and agrees that:

- (a) Fruit sold pursuant to this SLA must meet the applicable Grade standards (Class 1 or Class 2) and will be subject to audit in coolstore or at load out or in market by Zespri Quality Assurance staff (the audit process is set out in **Appendix 4**);
- (b) Kiwifruit excluded from export due to Gold Core Disorder cannot be sold onto the domestic market;
- (c) Kiwifruit must be brought to a reasonable ripeness and suitably de-greened prior to domestic sale. Therefore Prior to sale GA fruit must be;
  - (i) at a Green fractile level equivalent to Protocol N as defined in the Zespri Quality Manual AND;
  - (ii) ripened to below 3.0 kgf (using elevated temperatures or ethylene)
- (d) Responsibility for ripening fruit may be transferred to a third party for conditioning prior to sale however the contractor remains liable for third party performance and the condition of fruit prior to sale.



- (f) All fruit labels will be paid for by the Contractor based on volumes calculated in Clause 3.1.2
- (g) Fruit under this SLA must be sold in Zespri Brand Packaging with Zespri fruit labels as set out in Appendix 5 (Class 2 Pack / Label Matrix) unless otherwise authorised in writing by Zespri;
- (h) Use of the ZGL brand names listed in column 3 below on the fruit or on the packaging (including EAN labels) is permitted pursuant to this SLA.

| Variety Code (Permitted) | Variety Name (Permitted) | ZGL brand name / Trademark |
|--------------------------|--------------------------|----------------------------|
| HE                       | ZESH004                  | Zespri Sweet Green         |
| GA                       | ZESY002                  | Zespri SunGold             |

- 1.7.2 Although Zespri Sweet Green fruit labels are permitted, no fruit labels are required for Class 2 Sweet Green Kiwifruit supplied under this SLA.
- 1.7.3 Prior to the fruit leaving the packhouse it must be in grade and labelled, unless the fruit is being packed by a Third Party Contractor in accordance with **Clause 2** below.
- 1.7.4 All packaging including crates must be labelled showing the originating Registered Supplier or coolstore.

## **1.8 Breach of Licence Agreement**

- 1.8.1 In the event that the Contractor breaches any terms of this SLA, or the Trade Mark Licence, ZGL will:
- (a) In the case of a first breach in a season issue a cease and desist letter for any initial breach requiring the supplier to:
    - (i) Take immediate steps to remedy any kiwifruit that is in breach of this SLA and / or;
    - (ii) Stop selling and otherwise distributing any kiwifruit which is in breach of the terms of this SLA;
    - (iii) Retrieve and destroy all Kiwifruit which is in breach of this SLA which remains unsold, and provide proof of this retrieval and destruction to Zespri on request
    - (iv) Destroy any Kiwifruit which is in breach of this SLA which remains in the Contractors possession or control and provide proof of this destruction upon Zespri's request;
    - (v) Provide a certificate signed by a director of the Contractor that all steps noted above have been conducted.
    - (vi) Zespri reserves the right to audit such disposal.
- 1.8.2 For any subsequent breach Zespri reserves the right to terminate this SLA and the Trade Mark Licence for the current season and may choose to decline issuing a Domestic Market SLA or Trade Mark license for the subsequent season.
- 1.8.3 In the event of termination of the SLA or Trade Mark license, to protect grower interests the Supplier may nominate a third party or agent to assume control of fruit under this agreement, however that party must be approved in writing by Zespri and will be bound by the terms of this agreement.

## **2. THIRD PARTY CONTRACTORS**

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- 2.1.1 If the fruit pursuant to this SLA is packed by a third party contractor on behalf of the Contractor (**Third Party Contractor**) the Third Party Contractor must first be approved by ZGL in writing and the Contractor must complete and submit by 30 April 2020 a third party contractor authorisation form set out in **Appendix 3**.
- 2.1.2 Notwithstanding approval of any Third Party Contractor, the Contractor remains responsible and liable for performance of its obligations pursuant to the 2020 Supply Agreement and this SLA, and the Contractor shall procure compliance with its obligations pursuant to the 2020 Supply Agreement and this SLA.
- 2.1.3 The Contractor warrants that any Third Party Contractor:





### **3.4 Invoices and Payments**

- 3.4.1 ZGL will issue a Buyer Created Tax Invoice to the Contractor for royalties owing before 31 March 2021 subject to information being provided by the Contractor to Zespri per clause 3.1.
- 3.4.2 Once an invoice is issued, the Contractor will make payment to ZGL in the month following receipt of the invoice.

## Appendix 1: Trade Mark Licence Agreement

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### Introduction

- A. Zespri Group Limited (“ZGL”) and its assignees and successors grant to the Contractor (“User”) the non-exclusive right to use the Trade Mark:
- Zespri and its visual identity (“Trade Marks”) solely for the purposes in the territory set out below.

### Terms of Agreement

1. The User acknowledges that ZGL is the exclusive owner of all rights relating to the Trade Marks. The User must not at any time claim any interest whatsoever in the Trade Marks or contest their validity.
2. ZGL grants to the User the right to use the Trade Mark Zespri on the goods/services for the purpose below:
  - (a) Domestic market sales of SunGold, Sweet Green Kiwifruit and Zespri Green fruit labels.
3. The User must:
  - (a) use the Trade Marks strictly in accordance with any brand specification attached to this Agreement (which ZGL may change from time to time) and any directions given by ZGL from time to time;
  - (b) obtain ZGL’s prior written approval for each particular commercial use of any Trade Mark by submitting pre-production samples and photographs to ZGL and use the Trade Marks only in a way that is consistent with this approval;
  - (c) allow ZGL to inspect the User’s premises from time to time (and to take copies of relevant documents) to ensure that the User is complying with its obligations under this Agreement; and
  - (d) comply with all relevant laws and regulations relating to the use of Trade Marks and to marketing;
4. The User must not:
  - (a) do anything which might damage or otherwise detrimentally affect the Trade Marks, ZGL, Zespri International Limited, or their respective reputations;
  - (b) use any Trade Mark in conjunction with any other trade mark, name or logo without ZGL’s prior written approval;
  - (c) make any adjustments or additions to any Trade Mark; or
  - (d) use the Trade Mark outside the New Zealand domestic market territory.
5. The User must use the “®” sign whenever it uses the Trade Mark Zespri®. The User must obtain ZGL’s requirements in this regard before it first uses the Trade Marks in any particular way and must comply with any subsequent requirements of ZGL.

6. This Agreement commences when it is signed by both parties and will continue for the duration of the Season. Either party may terminate this Agreement by giving 30 days written notice of termination to the other party.
7. In the case of a material breach of this Agreement by the User, ZGL may terminate this Agreement immediately upon delivery of written notice of termination to the User.
8. When this Agreement expires or is terminated, the User must:
  - (a) immediately stop all use of the Trade Marks; and
  - (b) either immediately return all materials relating to the Trade Marks to ZGL or (at ZGL's option) destroy them.
9. The User must keep confidential all information provided to it by ZGL from time to time, except to the extent that any information is generally known by the public other than by reason of a breach of this clause by the User.
10. The User must not assign or transfer any rights granted under this licence to any other party, without prior written approval from ZGL.
11. The User must not sub-licence any rights granted under this licence to any other party.
12. If ZGL and the User can not settle amicably in good faith any dispute between them, either ZGL or the User may require such dispute to be referred to a Mediator to be appointed by both ZGL and the User. The Mediator shall conduct the mediation in accordance with the guidelines set by ZGL and the User.
13. If settlement is not reached within 60 days after commencing mediation, the dispute shall be settled by the New Zealand courts.
14. The User indemnifies ZGL against any and all liability, loss, damages, costs, and other expenses of any kind incurred or suffered by ZGL arising from any breach by the User of this Agreement.
15. This Agreement is governed by New Zealand Law.

**Appendix 2: Zespri Facility Registration Form**

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Please fill in the Facility Name at which the product will be packed at and the Contact name as the person that the QA can contact and carry out the audit with.

| FACILITY NAME | CONTACT PERSON | EMAIL | MOBILE NUMBER | PHONE |
|---------------|----------------|-------|---------------|-------|
|               |                |       |               |       |
|               |                |       |               |       |
|               |                |       |               |       |
|               |                |       |               |       |
|               |                |       |               |       |

To be submitted to  by 30 April 2020.

**Appendix 3: Zespri Third Party Contractor Facility Registration Form**

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Please fill in the Facility Name at which the product will be packed at and the Contact name as the person that the QA can contact and carry out the audit with.

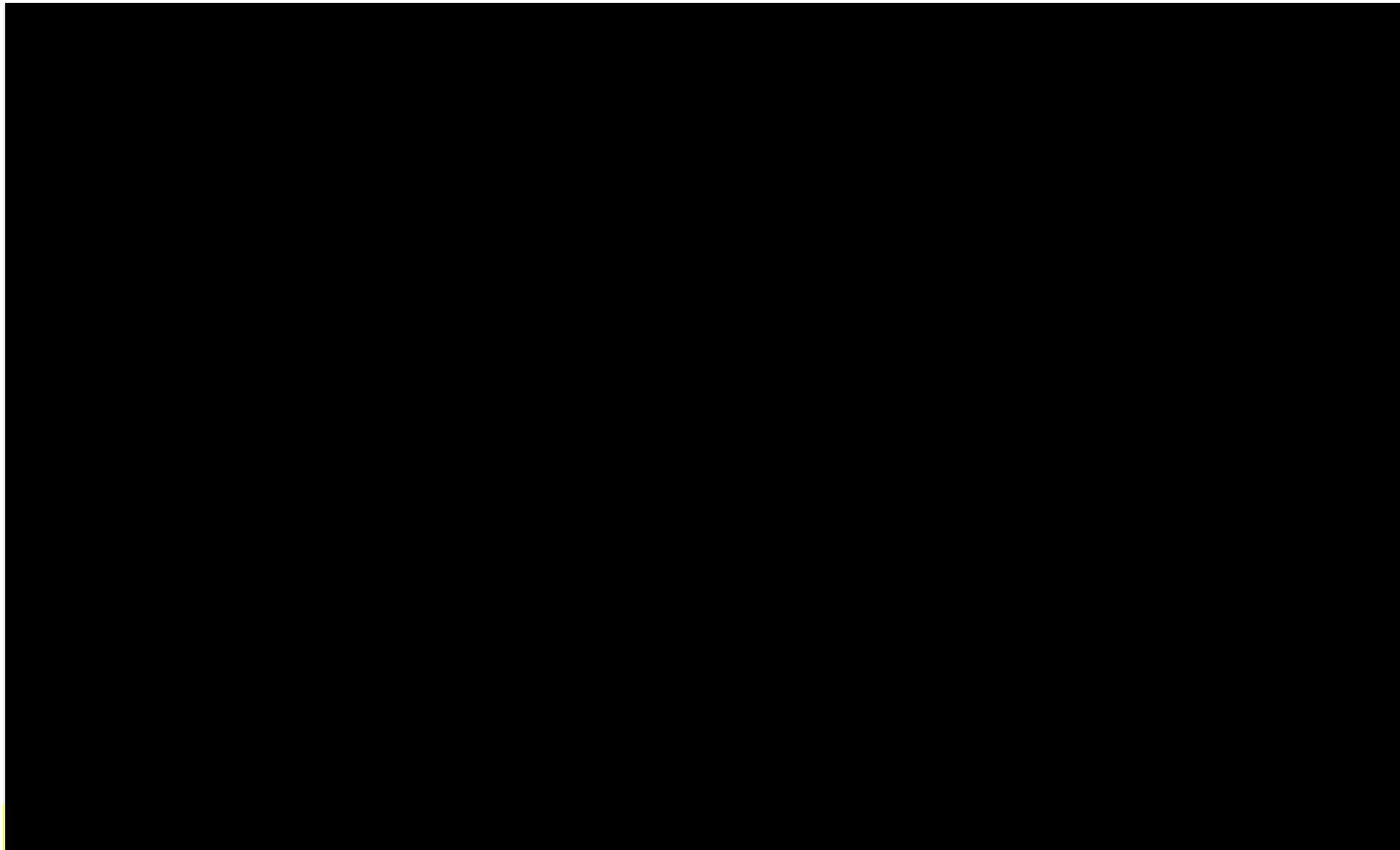
| <b>THIRD PARY CONTRACTOR FACILITY NAME</b> | <b>CONTACT PERSON</b> | <b>EMAIL</b> | <b>MOBILE NUMBER</b> | <b>PHONE</b> | <b>Approval by ZGL (authorised signature required)</b> |
|--|-----------------------|--------------|----------------------|--------------|--|
|  |                       |              |                      |              |  |
|  |                       |              |                      |              |  |
|  |                       |              |                      |              |  |
|  |                       |              |                      |              |  |
|  |                       |              |                      |              |  |

To be submitted to  by 30 April 2020.

#### Appendix 4: Zespri Domestic Market Audit Process

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- 1) Notify ZIL QA of intended Domestic Market Gold/Sweet Green loadouts to market or Third Party Contractor on the weekly 'Coolstore loadout/packhouse work schedule' form.
- 2) On request provide ZIL QA with information on the inventory in store and/or loadout (Number of pallets/TEs, KPINs etc.) and facilitate audit of the product.
- 3) ZIL QA to audit product to Zespri Class 1 or Class 2/Family Kiwi Grade standards and specifications in this SLA.
- 4) Facility to undertake corrective action for non-conforming product as required.







## 2020 Zespri Organic SunGold to Japan

### SLA B3

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#### BACKGROUND

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ZGL intends to source supply of Zespri Organic SunGold Kiwifruit ("Kiwifruit") that meets certain specifications (pack-style, fruit labelling and pest related) to Japan for the 2020 season. There are benefits to the Pool and consequently to Growers in being able to supply organic fruit to the Japan market. ZGL acknowledges this benefit and are correspondingly paying an incentive premium for all volume submitted into inventory that meets the requirements of organic supply to Japan.

#### 1. TERMS OF AGREEMENT

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##### 1.1 **2020 Supply Agreement**

1.1.1 The 2020 Supply Agreement terms and conditions are applicable for the purposes of this SLA agreement.

##### 1.2 **Applicable Volume**

1.2.1 Applicable volume is Kiwifruit that is submitted into inventory as [REDACTED] and under the required Japan Organic fruit labelling and packaging requirements.

1.2.2 While Supply Plans will continue to include the Contractors share of Japan Planning Pack allocations until the conclusion of packing, operationally Zespri will continue to ask all Suppliers to "Default Pack for Japan". *Default Packing means that in order to ensure enough inventory is packed for Japan, the Contractor is asked to pack for Japan at the expense of their other Supply Plan allocations (and sometimes at the expense of other orders).*

1.2.3 The total applicable volume that the Contractor will receive a Japan Incentive Premium payment for will be calculated and sent out to the Contractor for review at the end of the programme.

##### 1.3 **Audit Requirements**

1.3.1 The Contractor must notify their Zespri QA 24 hours prior to packing Kiwifruit for this programme.

1.3.2 Zespri's QA may carry out an audit to ensure fruit meets the requirements of this Agreement at the time of packing or at a later point when the fruit is in coolstore.

## 2. PAYMENT TERMS

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### 2.1 Additional Payment Terms

2.1.1 In addition to the payment terms in the **2020 Supply Agreement**, ZGL will pay to the Contractor:



### 2.2 Invoices and Payments

2.2.1 ZGL will issue a Buyer Created Tax Invoice to the Contractor for the payment terms detailed above at the conclusion of the programme.

2.2.2 ZGL will make payment to the Contractor prior to 31<sup>st</sup> March 2021.



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| [REDACTED] | [REDACTED] |
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**2. PAYMENT TERMS**

**2.1 2020 Supply Agreement Payment Terms**

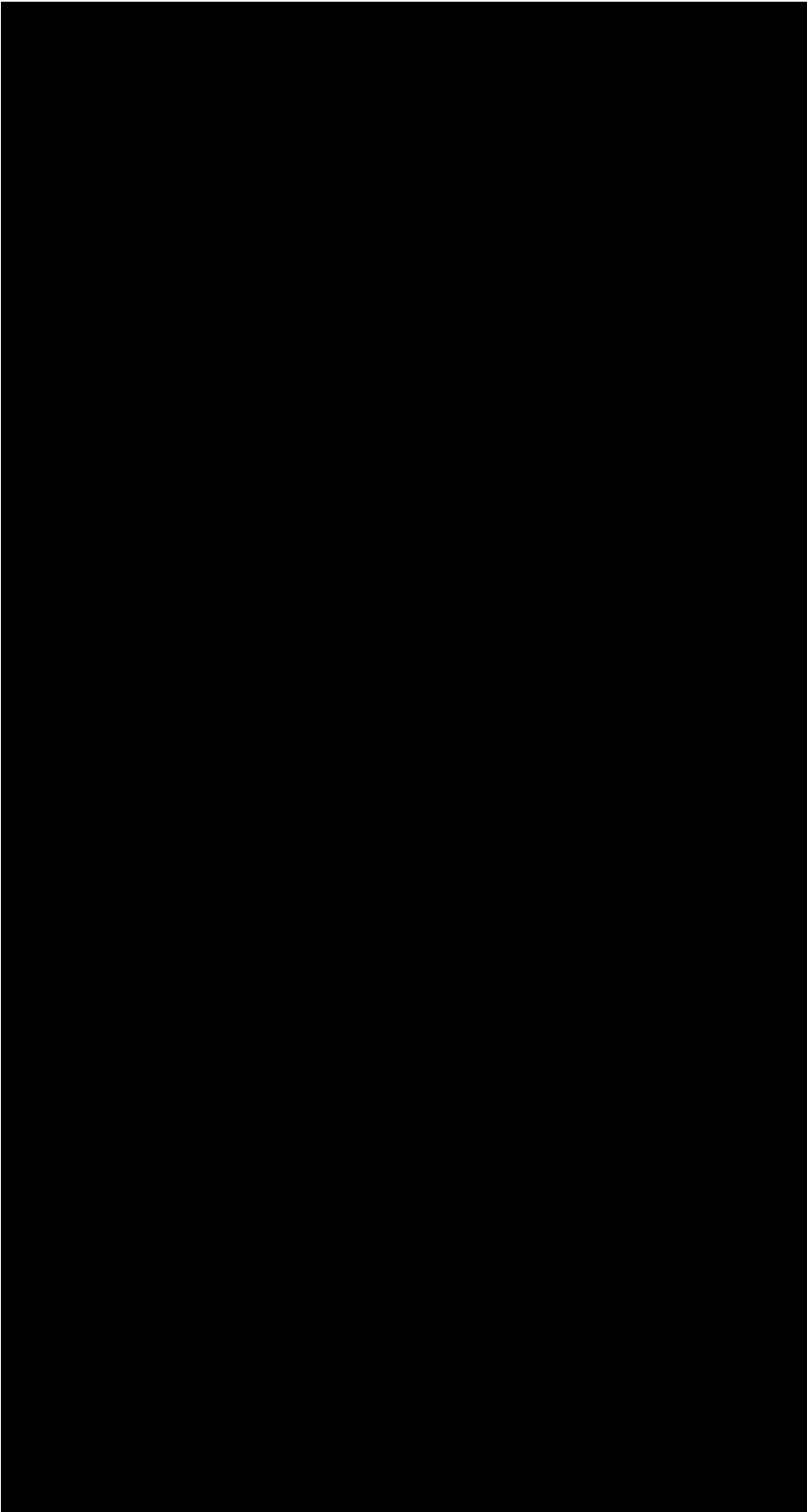
2.1.1 The payment terms in the **2020 Supply Agreement** apply to all Kiwifruit supplied under this Agreement.

[Redacted text block]

2.1.3 For the avoidance of doubt, Kiwistart rates will apply to all Kiwifruit supplied under this agreement that meet the Kiwistart payment criteria. It is the Contractor’s responsibility to ensure that relevant fruit is submitted within the relevant timeframes for Kiwistart payments.

**Appendix 1: Predicted weight-loss adjustment post curing**

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Appendix 2: Data Process

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## 2020 Airfreight Orders

### SLA B5

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#### BACKGROUND

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Zespri is seeking to fulfil a variety of airfreight orders for the 2020 Season. Such orders require additional time, resources and effort which need to be acknowledged and duly compensated for. This SLA sets out the terms and conditions for supplying Kiwifruit via airfreight orders.

#### 1. TERMS OF AGREEMENT

---

##### 1.1 2020 Supply Agreement

1.1.1 All provisions of the **2020 Supply Agreement** apply to this SLA.

##### 1.2 Grade Standards

1.2.1 All Zespri Class 1 Kiwifruit volumes will be packed to the Zespri Class 1 Standard in accordance with the Grade standard section of the **ZIL Quality Manual**.

1.2.2 All Zespri Class 2 Kiwifruit volumes will be packed to the Zespri Class 2 Standard in accordance with the Grade standard section of the **ZIL Quality Manual**.

#### 2. PAYMENT TERMS

---

##### 2.0 **Additional Payment Terms**

2.0.1 In addition to the payment terms in the **2020 Supply Agreement**, ZGL will pay to the Contractor:

[REDACTED]

##### 2.1 **Invoices and Payments**

2.1.1 ZGL will issue a Buyer Created Tax Invoice to the Contractor for the payment terms detailed above at the conclusion of the programme.

2.1.2 ZGL will make payment to the Contractor prior to 31<sup>st</sup> March 2021.



## 2020 Advanced Volume Movement

### SLA B6

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#### BACKGROUND

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Suppliers have advised an onshore static capacity constraint in weeks 19-23. In response to this Zespri intend to pull forward a number of shipments scheduled for later in the season to increase movement over period 2. A consequence of this is increased inventory levels in [REDACTED] [REDACTED] for a short period of time. This programme will be a user pays programme with additional costs to be borne by the contractor.

#### 1. TERMS OF AGREEMENT

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##### 1.1 2020 Supply Agreement

1.1.1 The **2020 Supply Agreement** terms and conditions are varied, with the following provisions varied or excluded for the purposes of this SLA agreement:

[REDACTED]  
[REDACTED]

##### 1.2 Volume allocation

1.2.1 The Contractor's volume is outlined in **Appendix 1**.

1.2.2 If the Contractor reneges on the volume commitment in Appendix 1 the Contractor will be charged:

- (a) The actual costs incurred or already sunk i.e. charges from the Shipping line for pulling out of volume already committed to the Shipping line, coolstore charges, shipping segment changes, dead freight etc. Verification of sunk costs will be made available to the Contractor on request.

##### 1.3 Fruit criteria and Indicators

1.3.1 Due to this volume being shipped to stock to relieve capacity pressure in New Zealand, fruit needs be Mainpack specification and have an average line pressure of 4.0kgf or greater for Hayward and 3.0kgf or greater for Gold3 to be loaded on these shipments.

1.3.2 Fruit firmness will be monitored at ECPI/Coolstore door.

1.3.3 A "Z" electronic indicator shall to be used identify pallets allocated for Advanced Movement volume.

1.4 **Operational Planning and Order Management**

1.4.1 For avoidance of doubt these shipments will form part of the normal shipping schedule; therefore,

[Redacted text block]

1.5 **Supplier Accountability – Sampling percentage, accountability period and in market assessment process**

[Redacted text block]

[Redacted text block]

[Redacted text block]

[Redacted text block]

[Redacted text block]

[Redacted text block]

[Redacted text block]

[Redacted text block]

[Redacted text block]

[Redacted text block]

**1.6 Disputes**

- 1.6.1 The reason for any disputes relating to this SLA will be shared with the Industry Supply Group to allow for improvement of this SLA moving into the future. The intention is to have this advanced volume movement option as an enduring mechanism hence continuous improvement and transparency is required.
- 1.6.2 A dispute cannot be raised on the grounds that Zespri had a duty to monitor any advanced movement volume and complete an early 15% Supplier Accountability check on poor quality lines.

**2. PAYMENT TERMS**

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**2.1 Time Rates Payable**

[Redacted text block]

**2.2 Fixed Charges**

- 2.2.1 The additional costs are based on [Redacted] storage in the applicable markets. These fixed charges will apply to all volumes partaking in this SLA and are outlined below:

[Redacted text block]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

**2.5 Supplier Accountability Premiums & Penalties**

[Redacted]

[Redacted]

[Redacted]

[Redacted]

**2.6 Insurance**

2.6.1 In the case of an insurance event, the charges detailed in **clause 2.2.1** and **clause 2.3.1** will remain chargeable and the fruit will follow the same insurance process as non-advanced volume per the **2020 Supply Agreement**.

**2.7 Regional Freight Costs**

2.7.1 If additional regional freight is required for this programme, the Contractor shall pay the freight cost.

## **2.8 Invoices and Payments**

- 2.8.1 ZGL will issue an Invoice/Credit to the Contractor for the fixed charges in **clause 2.2.1** and **clause 2.3.1** less the payment owing for the Time rates payable detailed in **clause 2.1.1** by 30 September 2020.
- 2.8.2 ZGL will issue an Invoice/Credit to the Contractor for the Supplier Accountability premiums paid less penalties charged detailed in **clause 1.5** by 30 September 2020.
- 2.8.3 The Contractor will make payment to ZGL no later than 20 October 2020 for all costs involved in this SLA.
- 2.8.4 Any outstanding payment(s) owing for this programme after 20 October 2020 will be offset against the Contractors November Grower payments (Progress, Time, Pack payments).



**Appendix 1: Contractor Volume**

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**BACKGROUND**

ZGL intends to source supply of Zespri Organic Sungold Kiwifruit (“Kiwifruit”) that meets certain specifications to China for the 2020 season. Volume must be KPINS certified by a Chinese Auditor and must be packed in accordance with Zespri China packing requirements.

**1. TERMS OF AGREEMENT**

**1.1 2020 Supply Agreement**

1.1.1 The 2020 Supply Agreement terms and conditions are applicable for the purposes of this SLA agreement.

**1.2 Contracted Volume**

1.2.1 ZGL will base contracted volume on market demand and will allocate the Contractor contract volume by pack, size (“Programme Specifications”) in March 2020 following publication of the Departure Forecast in March. Contracted volumes are listed in the most recent 2020 Special Programmes Schedule as provided by Zespri.

1.2.2 In the event of changes to this programme ZGL shall advise the Contractor via a change to the Suppliers pack plans, the volumes in the previous 2020 Special Programmes Schedule will no longer be applicable and the recently agreed programme specifications will apply.

1.2.3 All Kiwifruit supplied under this Agreement by the Contractor must be packed in accordance with:

- (a) the Packaging Specifications below at **clause 1.3**; and
- (b) the Contractor’s latest advised Programme Specifications.

[Redacted content]

[Redacted]

1.3 **Packaging Specifications**

The Packaging Management Policy as per the **Packaging Componentry** section of the **ZIL Quality Manual** will apply to all specialised packaging used by the Contractor for the purposes of this Agreement.

**2. PAYMENT TERMS**

---

2.1 **Additional Payment Terms**

2.1.1 In addition to the payment terms in the **2020 Supply Agreement**, ZGL will pay to the Contractor:

[Redacted]

2.2 **Invoices and Payments**

2.2.1 ZGL will issue a Buyer Created Tax Invoice to the Contractor for the payment terms detailed above at the conclusion of the programme.

2.2.2 ZGL will make payment to the Contractor prior to 31<sup>st</sup> March 2021.



**BACKGROUND**

ZGL is seeking to supply the Israel Market with Zespri Green and Zespri SunGold Kiwifruit (“Kiwifruit”) for the 2020 season under the terms of a Special Bilateral Quarantine Arrangement (BQA) agreed between MPI and the Israel Plant Protection and Inspection Services (PPIS).

**1. TERMS OF AGREEMENT**

**1.1 2020 Supply Agreement**

1.1.1 The 2020 Supply Agreement terms and conditions are varied, with the following provisions excluded for the purposes of this SLA agreement:

[Redacted]

**1.2 Contracted Volume**

1.2.1 ZGL will base contracted volume on market demand and will allocate the Contractor contract volume by pack, size (“Programme Specifications”) in March 2020 following publication of the Departure Forecast in March. Contracted volumes are listed in the most recent 2020 Special Programmes Schedule as provided by Zespri.

1.2.2 In the event of changes to this programme ZGL shall advise the Contractor via a change to the Suppliers pack plans, the volumes in the previous 2020 Special Programmes Schedule will no longer be applicable and the recently agreed programme specifications will apply.

1.2.3 All Kiwifruit supplied under this Agreement by the Contractor must be packed in accordance with:

- (a) the Packaging Specifications below at **clause 1.3**; and
- (b) the Contractor’s latest advised Programme Specifications.

[Redacted]

[REDACTED]

**1.3 Packaging Specifications**

1.3.1 All product packed for Israel must have an “inspected and cleared for Israel” pallet sticker applied to each face of the pallet. One label is to be applied to each face of the pallet at the same height as the pallet card.

1.3.2 The Contractor must meet the market access requirements as listed in **Appendix 1**.

[REDACTED]

1.3.4 The Packaging Management Policy as per the **Packaging Componentry** section of the **ZIL Quality Manual** will apply to all specialised packaging used by the Contractor for the purposes of this Agreement.

**2. PAYMENT TERMS**

---

**2.1 Additional Payment Terms**

2.1.1 In addition to the payment terms in the **2020 Supply Agreement**, ZGL will pay to the Contractor:

[REDACTED]

(b) **Labelling Rates** for the work carried out by the Contractor to label each pallet with an Israel label at the 2020 Market Specific Labelling rates. (This will be covered by the Generic Services SLA).

**2.2 Invoices and Payments**

2.2.1 ZGL will issue a Buyer Created Tax Invoice to the Contractor for the payment terms detailed above at the conclusion of the programme.

2.2.2 ZGL will make payment to the Contractor prior to 31<sup>st</sup> March 2021.



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**BACKGROUND**

Zespri is seeking to supply unlabelled Zespri® Green Kiwifruit (“Kiwifruit”) to Japan for the 2020 season.

**1. TERMS OF AGREEMENT**

**1.1 2020 Supply Agreement**

1.1.1 The 2020 Supply Agreement terms and conditions are varied, with the following provisions excluded for the purposes of this SLA agreement:

[Redacted]

**1.2 Contracted Volume**

1.2.1 ZGL will base contracted volume on market demand and will allocate the Contractor contract volume by pack, size (“Programme Specifications”) in March 2020 following publication of the Departure Forecast in March. Contracted volumes are listed in the most recent 2020 Special Programmes Schedule as provided by Zespri.

1.2.2 In the event of changes to this programme ZGL shall advise the Contractor via a change to the Suppliers pack plans, the volumes in the previous 2020 Special Programmes Schedule will no longer be applicable and the recently agreed programme specifications will apply.

1.2.3 All Kiwifruit supplied under this Agreement by the Contractor must be packed in accordance with:

- (a) the Packaging Specifications below at **clause 1.3**; and
- (b) the Contractor’s latest advised Programme Specifications.

[Redacted]

[Redacted]

1.3 **Packaging Specifications**

- 1.3.1 All Kiwifruit supplied under this Agreement must be size 33 and unlabelled.
- 1.3.2 All pallets supplied under this Agreement must be labelled front and back with a special pack sticker 'NL'.
- 1.3.3 Four "MB33 unlabelled" pallet labels to each face of the pallet are to be applied as per the **ZIL Quality Manual**.
- 1.3.4 The Packaging Management Policy as per the **Packaging Componentry** section of the **ZIL Quality Manual** will apply to all specialised packaging used by the Contractor for the purposes of this Agreement.

**2. PAYMENT TERMS**

---

2.1 **Additional Payment Terms**

2.1.1 In addition to the payment terms in the **2020 Supply Agreement**, ZGL will pay to the Contractor:

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

2.2 **Invoices and Payments**

- 2.2.1 ZGL will issue a Buyer Created Tax Invoice to the Contractor for the payment terms detailed above at the conclusion of the programme.
- 2.2.2 ZGL will make payment to the Contractor prior to 31<sup>st</sup> March 2021.



**BACKGROUND**

Zespri is seeking to supply unlabelled sizes 36 Zespri SunGold Kiwifruit (“Kiwifruit”) to North America for the 2020 season to meet Point of Sale requirements for certain North American retailers.

**1. TERMS OF AGREEMENT**

**1.1 2020 Supply Agreement**

1.1.1 The 2020 Supply Agreement terms and conditions are varied, with the following provisions excluded for the purposes of this SLA agreement:

[Redacted]

**1.2 Contracted Volume**

1.2.1 ZGL will base contracted volume on market demand and will allocate the Contractor contract volume by pack, size (“Programme Specifications”) in March 2020 following publication of the Departure Forecast in March. Contracted volumes are listed in the most recent 2020 Special Programmes Schedule as provided by Zespri.

1.2.2 In the event of changes to this programme ZGL shall advise the Contractor via a change to the Suppliers pack plans, the volumes in the previous 2020 Special Programmes Schedule will no longer be applicable and the recently agreed programme specifications will apply.

1.2.3 All Kiwifruit supplied under this Agreement by the Contractor must be packed in accordance with:

- (a) the Packaging Specifications below at **clause 1.3**; and
- (b) the Contractor’s latest advised Programme Specifications.

[Redacted]

[Redacted]

[Redacted]

1.3 **Packaging Specifications**

- 1.3.1 All Kiwifruit supplied under this Agreement must be sizes 36 and Unlabelled.
- 1.3.2 All pallets supplied under this Agreement must be labelled front and back with a Pallet Visual Indicator of 'NL'.
- 1.3.3 The Packaging Management Policy as per the **Packaging Componentry** section of the **ZIL Quality Manual** will apply to all specialised packaging used by the Contractor for the purposes of this Agreement.

2. **PAYMENT TERMS**

---

2.1 **Additional Payment Terms**

2.1.1 In addition to the payment terms in the **2020 Supply Agreement**, ZGL will pay to the Contractor:

[Redacted]

2.2 **Invoices and Payments**

- 2.2.1 ZGL will issue a Buyer Created Tax Invoice to the Contractor for the payment terms detailed above at the conclusion of the programme.
- 2.2.2 ZGL will make payment to the Contractor prior to 31<sup>st</sup> March 2021.



**BACKGROUND**

Zespri is seeking supply of unlabelled size 42 Zespri Green Kiwifruit (“Kiwifruit”) to North America for the 2020 season to meet Point of Sale requirements for certain North American retailers.

**1. TERMS OF AGREEMENT**

**1.1 2020 Supply Agreement**

1.1.1 The 2020 Supply Agreement terms and conditions are varied, with the following provisions excluded for the purposes of this SLA agreement:

[Redacted]

**1.2 Contracted Volume**

1.2.1 ZGL will base contracted volume on market demand and will allocate the Contractor contract volume by pack, size (“Programme Specifications”) in March 2020 following publication of the Departure Forecast in March. Contracted volumes are listed in the most recent 2020 Special Programmes Schedule as provided by Zespri.

1.2.2 In the event of changes to this programme ZGL shall advise the Contractor via a change to the Suppliers pack plans, the volumes in the previous 2020 Special Programmes Schedule will no longer be applicable and the recently agreed programme specifications will apply.

1.2.3 All Kiwifruit supplied under this Agreement by the Contractor must be packed in accordance with:

- (a) the Packaging Specifications below at **clause 1.3**; and
- (b) the Contractor’s latest advised Programme Specifications.

[Redacted]

[Redacted]

1.3 **Packaging Specifications**

- 1.3.1 All Kiwifruit supplied under this Agreement must be size 42, Conventional and Unlabelled.
- 1.3.2 All pallets supplied under this Agreement must be labelled front and back with a Pallet Visual Indicator of 'NL'.
- 1.3.3 The Packaging Management Policy as per the **Packaging Componentry** section of the **ZIL Quality Manual** will apply to all specialised packaging used by the Contractor for the purposes of this Agreement.

2. **PAYMENT TERMS**

---

2.1 **Additional Payment Terms**

2.1.1 In addition to the payment terms in the **2020 Supply Agreement**, ZGL will pay to the Contractor:

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

2.2 **Invoices and Payments**

- 2.2.1 ZGL will issue a Buyer Created Tax Invoice to the Contractor for the payment terms detailed above at the conclusion of the programme.
- 2.2.2 ZGL will make payment to the Contractor prior to 31<sup>st</sup> March 2021.





**BACKGROUND**

Zespri is seeking supply of Zespri Green Kiwifruit (“Kiwifruit”) size 33 with Data Bar Labels to North America for the 2020 season to meet Point of Sale requirements for certain North American retailers.

**1. TERMS OF AGREEMENT**

**1.1 2020 Supply Agreement**

1.1.1 The 2020 Supply Agreement terms and conditions are varied, with the following provisions excluded for the purposes of this SLA agreement:

[Redacted]

**1.2 Contracted Volume**

1.2.1 ZGL will base contracted volume on market demand and will allocate the Contractor contract volume by pack, size (“Programme Specifications”) in March 2020 following publication of the Departure Forecast in March. Contracted volumes are listed in the most recent 2020 Special Programmes Schedule as provided by Zespri.

1.2.2 In the event of changes to this programme ZGL shall advise the Contractor via a change to the Suppliers pack plans, the volumes in the previous 2020 Special Programmes Schedule will no longer be applicable and the recently agreed programme specifications will apply.

1.2.3 All Kiwifruit supplied under this Agreement by the Contractor must be packed in accordance with:

- (a) the Packaging Specifications below at **clause 1.3**; and
- (b) the Contractor’s latest advised Programme Specifications.

[Redacted]

1.3 **Packaging Specifications**

- 1.3.1 All Kiwifruit supplied under this Agreement must be labelled with Zespri® Green Data Bar Labels.
- 1.3.2 All pallets supplied under this Agreement must be labelled front and back with a Pallet Visual Indicator 'LT'.
- 1.3.3 The Packaging Management Policy as per the **Packaging Componentry** section of the **ZIL Quality Manual** will apply to all specialised packaging used by the Contractor for the purposes of this Agreement.

**2. PAYMENT TERMS**

---

2.1 **Additional Payment Terms**

2.1.1 In addition to the payment terms in the **2020 Supply Agreement**, ZGL will pay to the Contractor:

[Redacted text block containing multiple lines of blacked-out information]

2.2 **Invoices and Payments**

- 2.2.1 ZGL will issue a Buyer Created Tax Invoice to the Contractor for the payment terms detailed above at the conclusion of the programme.
- 2.2.2 ZGL will make payment to the Contractor prior to 31<sup>st</sup> March 2021.



**BACKGROUND**

Zespri is seeking supply of Zespri Green Kiwifruit and Zespri SunGold Kiwifruit (“Kiwifruit”) to the [REDACTED] Collaborative Marketer for the [REDACTED] for the 2020 season.

**1. TERMS OF AGREEMENT**

**1.1 2020 Supply Agreement**

1.1.1 The 2020 Supply Agreement terms and conditions are varied, with the following provisions excluded for the purposes of this SLA agreement:

[REDACTED]

**1.2 Contracted Volume**

1.2.1 ZGL will base contracted volume on market demand and will allocate the Contractor contract volume by pack, size (“Programme Specifications”) in March 2020 following publication of the Departure Forecast in March. Contracted volumes are listed in the most recent 2020 Special Programmes Schedule as provided by Zespri.

1.2.2 In the event of changes to this programme ZGL shall advise the Contractor via a change to the Suppliers pack plans, the volumes in the previous 2020 Special Programmes Schedule will no longer be applicable and the recently agreed programme specifications will apply.

1.2.3 All Kiwifruit supplied under this Agreement by the Contractor must be packed in accordance with:

- (a) the Packaging Specifications below at **clause 1.3**; and
- (b) the Contractor’s latest advised Programme Specifications.

[REDACTED]

[REDACTED]

1.3 **Packaging Specifications**

[REDACTED]

1.3.2 The Contractor must meet the market access requirements as listed in **Appendix 1**.

1.3.3 The Packaging Management Policy as per the **Packaging Componentry** section of the **ZIL Quality Manual** will apply to all specialised packaging used by the Contractor for the purposes of this Agreement.

1.3.4 If there are any changes to the [REDACTED] for import then ZGL reserve the right to amend the conditions of this Agreement and that a review of known information relating to the [REDACTED] will be undertaken to confirm acceptable inventory.

2. **PAYMENT TERMS**

---

2.1 **Additional Payment Terms**

2.1.1 In addition to the payment terms in the **2020 Supply Agreement**, ZGL will pay to the Contractor:

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

(c) **Pallet labelling** rates for the work carried out by the Contractor to label each pallet with a [REDACTED] at the 2020 Market Specific Labelling rates.

## 2.2 **Invoices and Payments**

- 2.2.1 ZGL will issue a Buyer Created Tax Invoice to the Contractor for the payment terms detailed above at the conclusion of the programme.
- 2.2.2 ZGL will make payment to the Contractor prior to 31<sup>st</sup> March 2021.



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2020 Zespri Green to

[REDACTED] Collaborative Markets

SLA C8

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## BACKGROUND

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Zespri is seeking to supply Zespri Green Kiwifruit (“Kiwifruit”) to the [REDACTED] Collaborative Marketer programmes for the 2020 season.

### 1. TERMS OF AGREEMENT

---

#### 1.1 2020 Supply Agreement

1.1.1 The 2020 Supply Agreement terms and conditions are varied, with the following provisions excluded for the purposes of this SLA agreement:

[REDACTED]

#### 1.2 Contracted Volume

1.2.1 ZGL will base contracted volume on market demand and will allocate the Contractor contract volume by pack, size (“Programme Specifications”) in March 2020 following publication of the Departure Forecast in March. Contracted volumes are listed in the most recent 2020 Special Programmes Schedule as provided by Zespri.

1.2.2 In the event of changes to this programme ZGL shall advise the Contractor via a change to the Suppliers pack plans, the volumes in the previous 2020 Special Programmes Schedule will no longer be applicable and the recently agreed programme specifications will apply.

1.2.3 All Kiwifruit supplied under this Agreement by the Contractor must be packed in accordance with:

- (a) the Packaging Specifications below at **clause 1.4**; and
- (b) the Contractor’s latest advised Programme Specifications.

[REDACTED]

[Redacted]

1.3 Order Allocation

[Redacted]

1.4 EDI Requirements

[Redacted]

[Redacted]

1.5 Packaging Specifications

1.5.1 For the avoidance of doubt the Packaging Management Policy as per the **Packaging Componentry** section of the **ZIL Quality Manual** will apply to all specialised packaging used by the Contractor for the purposes of this Agreement.

2. **PAYMENT TERMS**

---

2.1 Additional Payment Terms

2.1.1 In addition to the payment terms in the **2020 Supply Agreement**, ZGL will pay to the Contractor:

[Redacted]

[Redacted]

[Redacted]

[Redacted]



**2.2 Invoices and Payments**

- 2.2.1 ZGL will issue a Buyer Created Tax Invoice to the Contractor for the payment terms detailed above at the conclusion of the programme.
- 2.2.2 ZGL will make payment to the Contractor prior to 31<sup>st</sup> March 2021.



**2020 Packing and Coolstorage of the  
Pre-Commercial Varieties  
SLA D1**

**BACKGROUND**

A limited volume of pre-commercial Kiwifruit (“Pre-Commercial Varieties”) harvested from the pre-commercial cultivars trial program will be packed, coolstored, sold locally in New Zealand or exported in the 2020 season. To understand the Pre-Commercial Varieties better various testing and recording of data will be necessary and as such will form part of the Contractors required services.

The parties to this Service Level Agreement (“SLA”) are Zespri Group Limited (“ZGL” or “Zespri”) and [REDACTED]

**1. TERMS OF AGREEMENT**

**1.1 Pre-Commercial Varieties**

1.1.1 The Pre-Commercial Varieties covered under this Agreement are:

- [REDACTED]
- [REDACTED]

1.1.2 It is intended that the volume procured will be used to assess each Pre-Commercial Variety in the following areas:

- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]

**1.2 2020 Supply Agreement and Supply Specifications**

1.2.1 The **2020 Supply Agreement** terms and conditions are varied by this SLA as below:

[REDACTED]

[REDACTED]

(b) [REDACTED]

[REDACTED] Payments by

ZGL in this regard will be made directly to participating growers.

(c) Payment terms in respect of post-harvest services provided are subject to the provisions of this Agreement.

### 1.3 Volume Allocation

1.3.1 Indicative Volumes and allocated harvest regions are set out in **Appendix 1**.

1.3.2 This volume is based on the most recent crop estimate available.

### 1.4 Harvest

1.4.1 ZGL will determine harvest dates for the Pre-Commercial Varieties and will advise the Contractor.

1.4.2 In respect of Kiwifruit which is loaded out to the coolstore consolidation point in harvest bins, ZGL will co-ordinate the return of the harvest bins to the originating facility upon transfer of the product from the bins.

1.4.3 The Contractor must comply with the bin movement requirements set out under the KVH Fruit Bins Protocol V17 when harvesting Kiwifruit from the Exclusion and Containment regions. Zespri will co-ordinate with the Contractor and growers around bin movement, and will cover the costs of new bins if required.

### 1.5 Packing

1.5.1 Zespri will provide the Contractor with an initial Packing Instructions, the Grade Standards (**Appendix 6**) and the Packaging Specifications (**Appendix 7**) in which all Pre-Commercial Varieties must be packed in accordance with.

1.5.2 The Contractor will utilise their Zespri Green (or Zespri Sweet Green packaging as advised) for the Green11 HH and Zespri SunGold packaging for the Red19 (RS) packing (or other similar packaging as advised) and on-charge any contractor stocks used to Zespri on completion of the programme.

1.5.3 The Contractor will source any other packaging formats as required.

### 1.6 EDI

1.6.1 **Appendix 2** sets out the correct EDI process which the Contractor must adhere to.

### 1.7 Supporting Data

1.7.1 All Class 1 trays packed will be submitted into Zespri inventory and separated into the following purchase pools:

[REDACTED]

[REDACTED]

- 1.7.2 Zespri requires the Contractor to provide all Pack Out reports detailing all volumes including Class 2 (if required) and reject analysis within 14 working days of packing.
- 1.7.3 Further information may be requested by Zespri in conjunction with additional services set out in **clause 1.10** and Class 2 volume sales set out in **clause 1.9.2** below. This information must be submitted to Zespri within the timeframes agreed.
- 1.7.4 Further information may be requested from Zespri in order to establish services carried out by the supplier in support of payment for those services.

## **1.8 Post-Harvest Regime**

- 1.6.1 Zespri will determine and advise the Contractor of the handling regimes during and post-harvest of the Pre-Commercial Varieties in respect of any temperature monitoring and curing. These requirements will be communicated to the Contractor via Zespri's Technical Implementation Leader required in the duration of this agreement.

## **1.9 Class 2 Volume Sales**

- 1.9.1 Zespri permits the selling of Class 2 Grade Green 11 fruit to the Contractor. There is no requirement for this fruit to be submitted into inventory, however there is a requirement for this fruit to be packed into a Zespri generic ML box and labelled with a Green Zespri label (refer to the packaging specifications in **Appendix 7**).
- 1.9.2 The Contractor shall be entitled to a 10% margin on the sales of Class 2 Green 11 fruit. The balance of sales revenue (less costs for packing and coolstorage charged at the rates in **Appendix 2** and any other associated costs such as freight) will be payable to Zespri.
- 1.9.3 Arrangements for Red19 Class 2 Grade fruit will be advised at a later date.

## **1.10 Other Services**

- 1.10.1 Zespri will determine and advise the Contractor of any further services that may be required.

## **1.11 Confidentiality**

- 1.11.1 The information contained in this Agreement and the corresponding programme is confidential and subject to the limitations detailed below.
- 1.11.2 The Contractor shall not, without Zespri's prior consent:
- (a) Use any confidential information that is provided except to provide services which facilitate the execution of the trial;
  - (b) Directly or indirectly divulge or disclose any confidential information except as necessary for the Contractor to perform their obligations under the terms of this Agreement;
  - (c) Publish or distribute confidential information, media images, or other information related to the Pre-Commercial Varieties currently under trial; or



(d) Discuss, refer or publish any public statement directly or indirectly about the SLA and the contents to parties outside of the contract.

(e) Remove or transport the fruit from the designated facility or provide to any third party.

1.11.3 The Contractor will take all reasonable steps necessary to communicate these confidentially requirements to all employees.

1.12 **Relationship Management**

1.12.1 The Supplier and Zespri will each appoint a Relationship Manager to manage this Agreement and to be responsible for the operational delivery of this Agreement. The Relationship Managers are those persons named below.

[REDACTED]

[REDACTED]

**2. PAYMENT TERMS**

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**2.1 Invoices and Payments**

2.1.1 The Contractor must provide the supporting data specified in **clause 1.7** to Zespri within the agreed timeframe.

2.1.2 Once Zespri has received and verified the supporting data the Contractor will invoice Zespri for services provided in accordance with the payment terms set out in **Appendix 3** and for the packaging used in accordance with **clause 1.5.2**.

Appendix 1: Indicative Volumes and Harvest Regions

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[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

|            |            |            |            |            |            |
|------------|------------|------------|------------|------------|------------|
| [Redacted] | [Redacted] | [Redacted] | [Redacted] | [Redacted] | [Redacted] |
| [Redacted] | [Redacted] | [Redacted] | [Redacted] | [Redacted] | [Redacted] |

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

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[Redacted]

[Redacted]

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[Redacted]

[Redacted]



## **Entire Appendices Exempt**



## 2020 Supply of Zespri ECPI Donor Kiwifruit

### SLA D2

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#### BACKGROUND

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The ECPI process at the Tauranga Wharf results in the necessity for ZGL to source replacement Kiwifruit (Donor Fruit) where destructive testing has taken place or out of specification Kiwifruit is destroyed.

ZGL has agreed with the Contractor to source the Donor Fruit from the Contractors facility due to its close proximity to the Tauranga wharf.

#### 1. TERMS OF AGREEMENT

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##### 1.1 2020 Supply Agreement

1.1.1 The 2020 Supply Agreement terms and conditions are varied, with the following provisions excluded for the purposes of this SLA agreement:

(a) **Schedule 2.**

##### 1.2 Designated Facility

1.2.1 The designated facility that will supply Donor Fruit under this Contract is:

██████████

##### 1.3 Order Process

1.3.1 ZGL will contact the facility directly to order Donor Fruit, with the information of the volume of the fruit and size required.

1.3.2 The Contractor will ensure that the facility codes all Donor Fruit supplied to Reason code "04 Research/ZIL use" as set out in the EDI Manual.

1.3.3 The Contractor will ensure that the facility emails the Authorisation of Fruit Loss Categories forms on a weekly basis for all Donor Fruit supplied to ZGL EDI Team ██████████



**3.2 Invoices**

- 3.2.1 ZGL will issue a Buyer Created Tax Invoice to the Contractor for the additional payment terms detailed above at the conclusion of the programme.
- 3.2.2 ZGL will make payment to the Contractor in the following month.





## 2020 Northland Region Shipping

### SLA D3

#### BACKGROUND

Zespri and Northland Regional Suppliers have been in discussion for some time in respect of further development of the longer-term logistics strategy to service the Northland growing region. With the anticipated production increasing each season, coupled with the continued overall trend of a reduction in specialised reefer vessels and a corresponding increase in containerised cargo, it has become clear that a rethink and reshaping of policy is required with the objective of developing a sustainable and scalable strategy to carry through to future seasons.

This SLA sets out the terms and conditions for supplying Kiwifruit under this service.

#### 1. TERMS OF AGREEMENT

##### 1.1 2020 Supply Agreement and Supply Specifications

- 1.1.1 The 2020 Supply Agreement terms and conditions apply except where they are varied or excluded below:

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

##### 1.2 Specifications and Timeframe

- 1.2.1 Utilising the MSC service, product will be shipped from Marsden Point to South Europe, China, Singapore and Japan markets.
- 1.2.2 Product specification is in accordance with the normal requirements to service these markets to include size profile, pack type, Zespri® Taste band and market access.
- 1.2.3 The shipments will commence in week 14, to conclude in week 35. However, these timeframes may be varied with the agreement of both parties.
- 1.2.4 All remaining volume in the region will be serviced via existing carriers (colour class service, charter calls, other container service providers etc.)





## 2020 use of Zespri's wharf ECPI area

### SLA D4

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#### BACKGROUND

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To avoid additional costs of fruit stored at Coolstore Number 1, Port of Tauranga, being returned to the respective facilities for condition checking purposes, Zespri are providing the opportunity for post-harvest facilities to utilise their wharf ECPI area for such activities.

Under this Agreement the use of Zespri's wharf ECPI area will be subject to strict protocols to ensure the use does not compromise Zespri and that best practice Health and Safety practices are adhered to.

#### 1. TERMS OF AGREEMENT

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##### 1.1 Protocols of use

- 1.1.1 The wharf ECPI area for use includes the inspection platforms, the strapping tool, the pallet jiffy and the bathroom and tearoom facilities.
- 1.1.2 A set hourly rate outlined in **clause 2.1.1** applies for the use of the wharf ECPI area.
- 1.1.3 The timings of when the wharf ECPI area can be used must first be agreed in writing with the ECPI Wharf Supervisor [REDACTED]
- 1.1.4 Zespri's ECPI Wharf Supervisor will keep a track of the hours the ECPI area has been used by the Contractor.
- 1.1.5 Use of the wharf ECPI area must strictly not interfere with Zespri's ECPI operations.
- 1.1.6 The Contractor must provide their own pallet strapping roll(s).
- 1.1.7 The Contractor is permitted to use their own pallet jiffy but will need to seek permission from the ECPI Wharf Supervisor to store a pallet jiffy in the wharf ECPI area.
- 1.1.8 Movement of pallets to and from the wharf coolstore to the wharf ECPI area needs to be arranged between the Contractor and TKL. Under no circumstances should Zespri's pallet jiffy be used for these transfer activities.
- 1.1.9 Contractors must ensure the wharf ECPI area is kept clean and tidy after each use, including the bathroom and tearoom.

- 1.1.10 The Contractor must ensure that they comply with all facility requirements set out in the ZIL Quality Manual; including, but not limited to, adhering to the Food Safety regulations.
- 1.1.11 The Contractor is liable for any damages to the wharf ECPI that have been caused by the Contractor.
- 1.1.12 In the event of any dispute arising from this SLA, all parties involved will use reasonable efforts to facilitate resolution.
- 1.1.13 Insurance cover will be as per **the 2020 Supply Agreement**.

## **1.2 Health and Safety**

- 1.2.1 The Contractor must follow the Health and Safety protocols outlined in **Appendix 1** of this agreement.

## **2. PAYMENT TERMS**

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### **2.1 Costs Incurred**

### **2.2 Invoices and Payments**

- 2.2.1 ZGL will invoice the Contractor on the completion of this programme.

Any Third Party contracting to make use of the Zespri ECPI facilities shall agree to the following clauses:

### 1.0 Control of the Workplace

1.1 The responsibility for the management of health and safety risks within the workplace is determined by which party is in control at that point in time as documented in the Handover Declaration.

1.2 The Handover Declaration will be used to formally notify a handover of control of the facility at an agreed time. This handover shall provide assurance that all plant and equipment within the workplace is safe at the time of handover.

1.3 The demarcation for the definition of the ECPI area is within the ECPI building and includes the portable building lunchroom and toilet facilities.

### 2.0 Risks

2.1 Zespri has identified the following risks as physical risks that have not been eliminated within the ECPI area and will need to be actively managed by the Third Party when in control of the workplace.

- **Mobile plant and equipment around pedestrians** – set zones are established with ISO to ensure people and forklifts are separated. Refer to **Appendix 2** for further information.
  
- **Electrical appliances** – a variety of electrical equipment is held within the ECPI area. All equipment shall be tested and tagged to ensure the appliances do not pose a risk of electrocution. Any damaged electrical cables or equipment will be immediately isolated and removed from service.
  
- **Trips/Falls** – the platform, handrails and barriers are established to help keep workers safe. Any uneven, damaged or otherwise unsafe plant shall be reported immediately to Zespri for repair.
  
- **Vehicles** - access to the ECPI work area will require Third Party workers to pass through Port of Tauranga and TKL controlled work areas and their respective site induction and safety requirements shall be followed.

2.2 All plant and equipment made available to the Third Party at the time of handover shall be in good conditions, serviced as per manufacturer's instructions.

2.3 Any unsafe plant or equipment shall be tagged and isolated as out of order and not available for use by the Third party.

### 3.0 Training

The Third Party shall be responsible for training their workers to perform the functions that the Third Party expects of its workers, including the use of Zespri owned plant and equipment.

## **4.0 Incident Management**

4.1 All incidents are to be primarily managed by the party part in control of the workplace at the time of this incident. Where there are overlapping duties with other PCBU's, the party in control of the workplace shall consult with all other PCBU's.

4.2 Any incident that meets the definition of a notifiable event shall be notified to Worksafe by the Third Party if they are in control of the workplace at the time of the incident.

4.3 Zespri shall be informed of all incidents and new hazards identified within 24 hours of the Third Party becoming aware. All serious incidents that could meet the definition of a notifiable incident shall be notified to Zespri as soon as possible.

## **5.0 Emergency Management**

In the event of an emergency, the Third party shall follow the Zespri Emergency Evacuation Procedure which works in conjunction with both TKL and the Port of Tauranga Emergency evacuation procedures. A copy of these evacuation procedures are posted on the notice board at the ECPI site and the Third Party shall ensure all its workers are familiar with these procedures.

## **6.0 Covid-19 Management**

Zespri and the third party shall be responsible for ensuring their workers follow hygiene procedures prior to the time of handover.

6.1 Hygiene procedures shall include the wipe down of all surfaces using disposable towels to dry and the subsequent disposal of paper towels into the waste bins.

**Handover Declaration**

**Handover of control of ECPI to Third Party**

Date:

Time:

Party handing over control of ECPI Area:

Party receiving control of ECPI Area:

This handover shall provide assurance that all plant and equipment within the workplace is safe at the time of handover.

Any issues or safety considerations to note:

Signed:

\_\_\_\_\_  
Representative of Zespri International Ltd

Name:

Title:

\_\_\_\_\_  
Representative of Third Party

Name:

Title:

**Return of control of ECPI to Zespri**

Date:

Time:

Party handing over control of ECPI Area:

Party receiving control of ECPI Area:

This handover shall provide assurance that all plant and equipment within the workplace is safe at the time of handover.

Any issues or safety considerations to note:

Signed:

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Representative of Zespri International Ltd:

Name:

Title:

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Representative of Third Party:

Name:

Title:



## Appendix 2 – Safe Operating Procedure – ECPI Forklift/Pallet Handling

|   |   |                                    |
|---|---|------------------------------------|
| <b>Workplace: ECPI wharf area at the Port of Tauranga Shed 1</b>  |   |                                    |
| <b>SOP developed by Sara Fraser-Mackenzie,<br/>Palash Biswas</b>  | <b>Approved (Health and Safety Lead):</b>   | <b>Date: 17/09/2018</b>            |
| <p><b>TASK/OPERATION:</b></p> <p>ISO forklift transport pallets from the trucks to the ECPI inspection area, pallets are placed “inside” by the rolling door (painted yellow box). ECPI staff collect pallets using electric jiffy and take to the Inspection stage. If there is no space at the inspection stage area, the pallets will be lined up by the wall (during busy time) by Zespri ECPI staff. The ECPI Fruit Inspectors cuts the pallet straps and de-stacks the pallets, placing packs for inspection on the stage. After inspection is completed and the boxes are re-stacked, the pallet is moved to re-strapping area. After strapping, the ECPI staff move the pallets by electric jiffy by the rolling door marked with yellow line (2 pallets side by side). ISO forklift driver comes inside by the rolling door and moves the pallets to the buffer store or ship.</p> |   | <b>Review Date:<br/>11/04/2020</b> |
| <p><b>RESOURCES / RESPONSIBILITIES:</b></p> <p><b>ISO staff:</b> Trained and deemed competent by ISO and forklift provided with all safety features in good working condition and maintained according to manufacturer’s guidelines. ISO staff impairment from fatigue or other factors is actively managed by ISO.</p> <p><b>Zespri ECPI staff:</b> The ECPI staff are trained and deemed competent by Zespri. Zespri staff impairment from fatigue or other factors is actively managed by Zespri in adherence to Zespri “Fit for Work” Standard. Staff must have a minimum of hi-vis and steel cap boots in ECPI area.</p> <p>The daily checklist for the electric jiffy must be completed before operating (follow SOP for Electric Pallet Jiffy). Ensure the hand-held strapping machine is in good operating condition.</p>   |   |                                    |
| <b>Legislative references:</b>  | List all legislation, codes of practice, NZ Standards and manufacturer or supplier safety instructions referred to in developing this SOP.                                      |                                    |
| <b>Emergency procedures and shutdown:</b>   | <p>As per SOP for ISO/TKL operated forklifts.</p> <p>As per ECPI requirements for site evacuation.</p> <p>As per Port of Tauranga and TKL requirements for site evacuation.</p> |                                    |

|  |   |  |
|--|---|--|
| <p><b>Environment, cleanup and waste disposal:</b></p>   | <p>Pallet strapping to be thrown away when cut from pallets.</p> <p>Pallet strapping to be stored tidily.</p> <p>Pallet caps to be replaced on top of pallet.</p> <p>Electric jiffy battery charger to be stored tidy manner.</p>                                 |  |
| <p><b>Sequence of job steps</b></p>  | <p><b>List potential risks of each step</b></p>   | <p><b>Risk control measures</b></p>  |
| <p>1. ISO forklift moves pallets from truck to ECPI receiving area [painted yellow box inside the inspection area by the rolling door]; lined up 2 x 2 pallets</p> | <ul style="list-style-type: none"> <li>• Pallet may fall off FL/jiffy tines</li> <li>• FL/jiffy collision with object</li> <li>• FL/jiffy collision with person</li> <li>• Jiffy and ISO FL collision at ECPI door</li> </ul>                                     | <ul style="list-style-type: none"> <li>• ISO Training Manual 133</li> <li>• FL operator licensed and competent</li> <li>• Zespri jiffy SOP</li> <li>• Jiffy operator trained and competent</li> <li>• FL/jiffy speed limits</li> <li>• Forklifts and pedestrian areas segregated</li> <li>• People awareness of moving vehicles/plant</li> <li>• ISO FL approach outside rolling door if door is closed – Forklift triggers the door to open, so doorway is clear.</li> <li>• ECPI staff doesn't go inside yellow painted box</li> <li>• High Vis and Safety Footwear</li> </ul> |
| <p>2. ECPI pallet jiffy moves pallet from the door to inspection stage (ECPI staff).</p>   | <ul style="list-style-type: none"> <li>• Pallet collision with person</li> <li>• FL/jiffy collision with person</li> <li>• Pallet may fall off FL/jiffy tines</li> <li>• Jiffy and ISO FL collision at ECPI door</li> <li>• Jiffy collision with stage</li> </ul> | <ul style="list-style-type: none"> <li>• Jiffy SOP</li> <li>• Jiffy operator trained and competent</li> <li>• Jiffy operator waits for automatic door to be down before collecting pallet</li> <li>• Jiffy operator and pedestrian areas segregated</li> <li>• High Vis and Safety Footwear</li> <li>• Buffer bar/markings on ground to alert pallet jiffy operator to stage proximity</li> </ul>  |
| <p>3. ECPI de-stacker cuts pallet straps and places packs/boxes of fruit on stage.</p>   | <ul style="list-style-type: none"> <li>• Jiffy collision with person</li> <li>• Pallet collision with person</li> <li>• Jiffy operator moves pallet while person is still working on pallet</li> <li>• Cut to hands</li> </ul>                                    | <ul style="list-style-type: none"> <li>• Jiffy SOP</li> <li>• Jiffy operator trained and competent</li> <li>• Jiffy speed limit</li> <li>• Jiffy operator and pedestrian areas segregated</li> <li>• People awareness of moving jiffy</li> <li>• High Vis, gloves and Safety Footwear</li> </ul>   |
| <p>4. After inspection complete ECPI de-</p>   | <ul style="list-style-type: none"> <li>• Jiffy collision with person</li> </ul>   | <ul style="list-style-type: none"> <li>• Jiffy SOP</li> </ul>  |

|   |  |  |
|---|--|--|
| <p>stacker assists with replacing the packs/boxes on the pallet.</p>  | <ul style="list-style-type: none"> <li>• Pallet collision with person</li> <li>• Jiffy operator moves pallet while person is still working on pallet</li> </ul>  | <ul style="list-style-type: none"> <li>• Jiffy operator trained and competent</li> <li>• Jiffy speed limit</li> <li>• People awareness of moving jiffy</li> <li>• High Vis and Safety Footwear</li> </ul>  |
| <p>5. ECPI jiffy operator moves the pallet away from the stage to the FAIL and PASS area where the pallets are re-strapped.</p> | <ul style="list-style-type: none"> <li>• Jiffy collision with person</li> <li>• Pallet collision with person</li> <li>• Jiffy operator moves pallet while person is still working on pallet</li> </ul>   | <ul style="list-style-type: none"> <li>• Jiffy SOP</li> <li>• Jiffy operator trained and competent</li> <li>• Jiffy speed limit</li> <li>• High Vis, gloves and Safety Footwear</li> <li>• People awareness of moving jiffy</li> </ul>   |
| <p>6. ECPI jiffy operator moves pallet to door (Inside yellow box) for ISO FL to take to buffer store or ship</p>               | <ul style="list-style-type: none"> <li>• Pallet collision with person</li> <li>• FL/jiffy collision with person</li> <li>• Pallet may fall off FL/jiffy tines</li> <li>• Jiffy operator moves pallet while person is still working on pallet</li> <li>• Jiffy and ISO FL collision at ECPI door</li> </ul> | <ul style="list-style-type: none"> <li>• Jiffy SOP</li> <li>• Jiffy operator trained and competent</li> <li>• Jiffy operator waits for automatic door to be down before depositing pallet</li> <li>• Jiffy/FL speed limit</li> <li>• people awareness of moving vehicles/plant</li> <li>• ISO forklift approach rolling door if door is closed – forklift triggers the door to open, so doorway is clear</li> <li>• Forklifts and pedestrian areas segregated</li> <li>• ECPI staff doesn't go inside yellow painted box</li> <li>• FL operator licensed and competent</li> <li>• ISO Training Manual 133</li> <li>• High Vis and Safety Footwear</li> </ul> |

**Definitions:**

ECPI - Export Consignment Product Inspection is part of the Zespri quality system and inspects fruit and pallets before loading to charter.

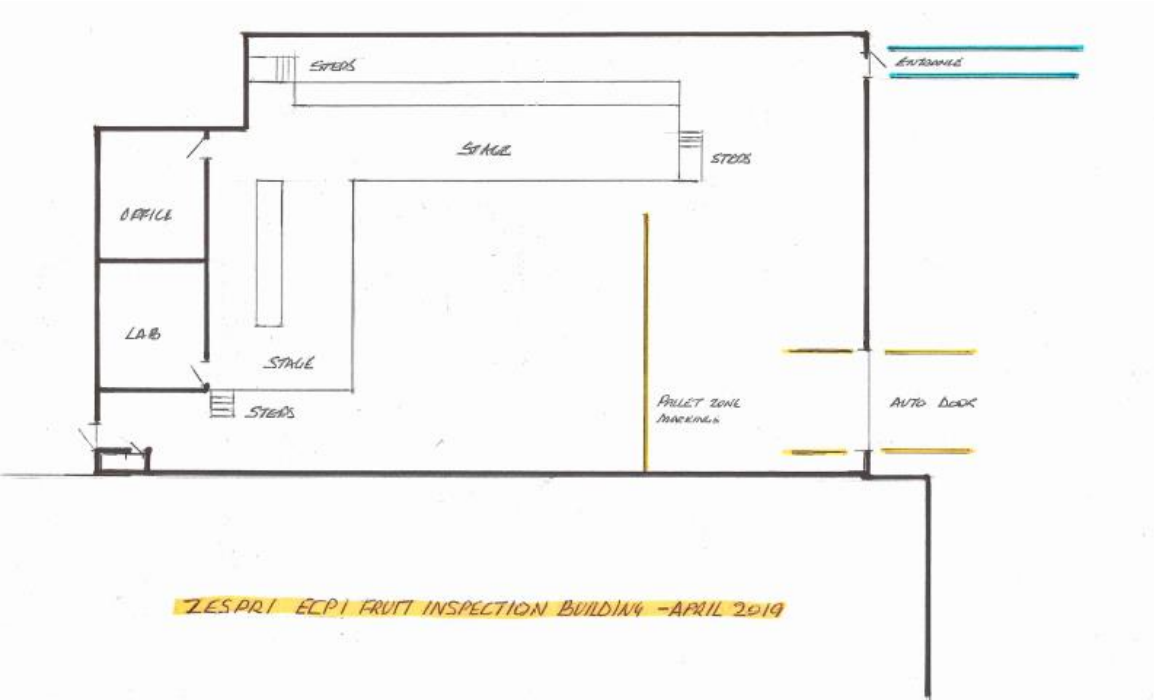
De-stacker – A person who helps unstack the pallet.

Re-strapping – Pallets that have had their straps cut require re-strapping before loading.

FL – Forklift.

Jiffy – Electric pallet trolley.

Site Map showing areas of activity;





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## BACKGROUND

ZGL agrees to the trialling of [REDACTED] on Zespri® Green Kiwifruit (“Kiwifruit”) and Zespri® SunGold Kiwifruit (“Kiwifruit”) for the 2020 season. This is a commercial trial to explore the feasibility of the [REDACTED] [REDACTED] in commercial volumes.

## 1. TERMS OF AGREEMENT

### 1.1 2020 Supply Agreement and Supply Specifications

The **2020 Supply Agreement** terms and conditions are applicable without variation.

### 1.2 Volumes and Label Purchasing

1.2.1 The trial volumes under this programme are outlined in Appendix One.

1.2.2 The Contractor will pay its supplier directly for the [REDACTED]

### 1.3 Packing Specifications

1.3.1 All trial volumes must be packed to the specifications outlined in the Zespri Quality Manual – Packing & Palletisation section.

1.3.2 Labelling percentages to meet the Zespri specifications as set out in Product Identification Section 1 of the Quality Manual.

1.3.3 Attendance of Zespri Packaging personnel and Zespri Packaging contractors may be required at various times of packing to undertake [REDACTED] and record photographic images of the product.

### 1.4 EDI Requirement

1.4.1 All Kiwifruit supplied under this trial must have electronic Trial Packaging Indicator “A” applied to all pallets.

**1.5 Data Collection**

1.5.1 By participating in this trial the Contractor gives consent for any resulting data and information to be shared with the industry.

**1.6 In-Market Assessment**

1.6.1 In order to capture data ZGL may arrange for an in-market assessment to be carried out upon vessel arrival.

1.6.2 The assessment may include [REDACTED]  
[REDACTED]

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**2. PAYMENT TERMS**

**2.0 Additional Payment Terms**

2.0.1 In addition to the payment terms in the 2020 Supply Agreement, ZGL will pay to the Contractor:  
[REDACTED]  
[REDACTED]  
[REDACTED]

[REDACTED]  
[REDACTED]  
[REDACTED]

**2.1 Invoices and Payments**

2.1.1 The Contractor, acting reasonably, will issue a Tax Invoice to ZGL on a monthly basis at [REDACTED] of the [REDACTED] invoiced volumes to the Contractor but based on the price as determined by 2.0.1(a).

2.1.2 The parties will perform a reconciliation at the end of the 2020 packing season to determine what final payment needs to be made based on the total volume to be invoiced in accordance with clause 2.0.1(b) at the price determined in clause 2.0.1(a). On or before 31 October 2020 the contractor will issue a Tax Invoice to ZGL for the total value of labels per this agreement, less all amounts already invoiced monthly per clause 2.1.1.

2.1.3 ZGL will make payment to the Contractor on the 20<sup>th</sup> of the Month following to which the invoice relates.

**Appendix One: Label Type and Volumes**

