

## FINAL SHIPMENTS OF THE 2023 NEW ZEALAND KIWIFRUIT SEASON DEPART



This season's last charter shipment on board the Discovery Bay at the Port of Tauranga. Image credit: Jamie Troughton, Dscribe Media.

### Zespri's last charter vessel has departed the Port of Tauranga as we near the end of the New Zealand season.

Around 782 tonnes of Zespri SunGold Kiwifruit and 3,621 tonnes of Zespri Green Kiwifruit are onboard the Discovery Bay, which is expected to reach Tokyo in early October before sailing on to Kobe, Japan and then to South Korea.

Zespri has used 51 charter vessels to ship this season's kiwifruit from New Zealand – including four to Northern Europe, eight to the Mediterranean, two to North America's West Coast and 37 to Asia. The season's final container shipments

carrying the remaining 2,540 tonnes of the crop have also been successfully loaded and are en route to market.

Zespri Chief Operating Officer Jason Te Brake says there's been a huge effort right across the industry to deliver this season's lower crop volume to customers and consumers in more than 50 countries around the world.

"It was another extremely challenging growing season in New Zealand, with a significant reduction in yields as a result of poor growing conditions.

"While lower yields have put real pressure on growers, the industry has focused on maximising value in market and through the supply chain.

"That's meant a commitment to improving fruit quality which has been tracking significantly better than last year, and closer to what we saw in 2021.

"We've also implemented strong pricing this season, with per tray returns at the high end of early season guidance.

"We'll be finishing the season around eight weeks ahead of last year which was a conscious decision made to ensure that we keep fruit moving through to customers to avoid late season quality costs for growers," says Jason.

Planning for the 2024 season is being led by the Industry Advisory Council (IAC), made up of NZKGI, post-harvest and Zespri's senior leadership, and as part of this we're looking at what changes we need to make to further lift quality and respond to the higher volumes we expect next season.

"Early indications suggest we'll have a good level of growth for both SunGold and Green in 2024 as we bounce back from the challenges of the past two seasons – but as a primary industry we're still subject to weather-related challenges," says Jason.

"We are focused on ensuring we get the whole supply chain working well – from producing a quality product, getting it to market in great shape and then getting as much value as we can when it gets there, as this is crucial to ensuring we're able to deliver more value back to our growers and communities.

"As a result of investment in the Zespri brand and in building demand ahead of supply alongside our commitment to quality, growers know that whatever fruit we can get to market in the right condition will sell and sell well.

"Thank you to all growers, post-harvest suppliers, contractors, and staff right across the industry for your hard work this season," says Jason.

"We are looking forward to finishing our New Zealand season well and effectively transitioning to our Northern Hemisphere supply during the New Zealand off-season."

## ZESPRI AIMS GAMES WRAPS UP FOR 2023

This year's Zespri AIMS Games has had a massive impact on our communities – getting young people outside, being active and participating in sport. More than 22,000 officials, supporters, and junior athletes took part in the week-long tournament which wrapped up in September. A record 373 schools brought 11,733 athletes to Tauranga to compete across 25 sporting codes.

We had a blast connecting with everyone who stopped by the Zespri hubs to join in on the activities and try some of our delicious Zespri Kiwifruit. Congratulations to Mokoia Intermediate, which had the most points from the Zespri hub activities and won a \$1,000 Sports Distributors voucher. Well done to Taumata School, which won the spot prize for a \$500 Sports Distributors voucher, and also Wainuiomata Intermediate School students, who won the Zespri team photo award, earning \$1,000 worth of sports gear for their school.

A special thank you to all our growers who helped bring these Zespri AIMS Games to the Bay of Plenty. It was incredible to see tamariki from across New Zealand and the Pacific come together to compete and have fun in their chosen sport alongside their peers.

We're really proud to be part of such an iconic event, and for our community to see the hugely positive impact the kiwifruit industry has on New Zealand and the benefits it brings to our local community.







## DAN'S VIEW

### Update from the CEO

Hi everyone,

With our final charter vessel for the season on its way to Japan and the last of our containers now loaded, we've successfully got all of our New Zealand-grown fruit away to market.

I do want to thank you all for the considerable effort you've put in to achieve this, particularly given the difficult growing season which came on the back of the tough 2022/23 season. The reduced crop and our need to minimise fruit loss is reflected in the fact we're finishing our New Zealand season around eight weeks ahead of last year.

From a sales perspective, we're starting the final push to close out the season, with around 13 million trays left to sell, less than half of what we still had at the same time last year.

Once complete, we'll transition to our Northern Hemisphere supply season. We are forecasting selling a record volume of around 29 million trays on behalf of our partner growers in Italy, France, Japan and Korea this season, helping support improved returns to our New Zealand growers as we continue our efforts to provide 12-month supply to our customers and consumers.

I have recently been meeting our distributors and retailers across our major markets to review the 2023 season, and as we start to prepare for increased ZGS and New Zealand volumes going into 2024. It's been encouraging to hear how motivated they are to partner more closely with us as volumes start to increase again after two down years and really rewarding to see our sales programmes continuing to progress well over the last month, helping make sure that we finish the year in line with our latest plan and with the strong pricing we have seen throughout this year.

What we've again shown is that whatever fruit we can grow to our standards will sell and sell well and that, alongside our response to the quality challenge, should give us all confidence moving forward.

Our European consumers are returning home after their summer break, helping drive demand and we've moved into the mid-autumn festival period in Greater China which traditionally delivers a boost to our sales there.

Feedback from our customers has consistently noted the improved quality performance this season, and while we're seeing higher levels of deterioration in our final shipments, we're well within the levels that were considered as part of our August forecast. Looking ahead, our focus must continue to be improving the quality of our fruit so that we can start the season strongly and ensure that in a year where we expect to have more fruit, that it also stores well later in the year.

A big thanks to those of you who have shared your thoughts on our Industry Alignment process. This is going to be a long-term focus on making sure we're working closely together to identify our key priorities and map out a path to address both our short and long-term challenges and opportunities so that we maximise the value we're returning to industry.

It's going to be important that growers have their say on this bit of work so you can expect to see regular engagement and updates from us to make sure that it's representative of the broader industry so please do keep sharing your thoughts and providing feedback.

Finally, I've just returned from China, where our local team hosted a visiting Industry Advisory Council delegation of growers, post-harvest and Zespri representatives. This provided a really important opportunity to see first-hand the current unauthorised Gold3 plantings landscape from orchard through to market as we consider our next steps as an industry. We'll be providing a more in-depth update on this soon, including our latest estimate of the level of local Gold3 plantings. These discussions and the views of industry leaders will feed into next steps regarding the plantings. Our legal action against major players in the unauthorised plantings area also continues.

All the best for the next few months as we prepare for more volume in 2024, and fingers crossed our All Blacks can bring home the Cup in the coming weeks to help soften the blow from the Warriors dipping out after such a great season.

Best Regards

Dan



## Industry Alignment



# PROGRESS ON INDUSTRY ALIGNMENT

**Work has continued this month to progress the Industry Alignment framework. This is focused on ensuring our industry can work better together to prioritise the important challenges and opportunities we have in front of us and create a plan to work through together to allow us to maximise the value that's returned to the industry, from orchard through to market.**

We've appreciated the feedback we've received from growers already on this, including in discussions following the Annual Meeting and through our most recent grower roadshows. This has been helpful in better understanding your views on the workstreams we need to include within the Industry Alignment framework.

Your feedback has allowed us to identify some clear themes and we're now working through which priorities can be covered through our existing business as usual work, and those which are more likely to require specific resource to progress.

The feedback we've had to date indicates we have a clear view on the key issues we need to tackle as an industry as part of the Industry Alignment framework.

- 1. Fruit waste:** how can we maximise the value of our crop and avoid fruit waste
- 2. The future of Green:** how we can lift profitability for our Green growers. Our Green category manager will discuss some of our initial thinking in more detail through some of the NZKGI grower workshops commencing later this year
- 3. Fruit Quality:** making sure the industry is able to see more details on quality performance, particularly offshore, and

be able to access reports relating to their own orchards so that we can continue to lift our quality performance.

Our focus now is on preparing a draft roadmap which sets out timelines for the key projects that we want to collectively prioritise. This will be presented to both NZKGI and the Industry Advisory Council – who will govern the Industry Alignment process – for discussion, before being shared more widely.

The central element to Industry Alignment is making sure everyone has an opportunity to take part in an ongoing, transparent conversation on the things that matter most to them so that we land in the best possible place for the whole industry.

To support this, there will be considerable grower engagement on the framework and roadmap in the coming months, supported by regular updates in *Kiwiflier* and on the new Canopy. We'll also be commencing regular sentiment tracking from October, including undertaking periodic online surveys so that you have more opportunities to share your views on any issues alongside the day-to-day engagement our Grower and Industry Relations team will continue to undertake. We encourage you to have your say so that we know what you are thinking and we are feeding this into the steps we are taking.

If we can get our priorities right as an industry, we have a huge opportunity in front of us and for those who enter our industry after us. Industry alignment is going to play a big part in this and we thank all of you who have participated to date, helping ensure that we can get closer together to address our challenges and unlock the industry's potential.

## KEY THEMES



**IMPROVED FINANCIALS:** Strengthening returns across all varieties, but particularly for Green growers and reducing fruit waste so we maximise the amount of fruit we sell



**IMPROVED INCENTIVES:** Aligning commercial incentives to our growing environment and customer expectations



**GREATER OWNERSHIP:** Lifting grower shareholding of Zespri and increasing the number of growers owning a licensed variety



**ENHANCED SUPPLY CHAIN TRANSPARENCY:** Including better reporting, more clarity and flexibility in supply agreements, and a clear strategy for supply chain infrastructure development



**FUTURE ISSUES MANAGEMENT:** How we respond to the expansion of unauthorised Gold3 plantings in China, protect industry workers from exploitation, respond to climate change, and ensure offshore production supports our domestic industry too.

## SHAREHOLDER ALIGNMENT UPDATE

**In September, we ran six share alignment workshops with more than 60 interested growers. Most attendees were growers who had been to a Shed Talk and who wanted to be more involved in developing share alignment solutions.**

The workshops were run by Primary Purpose, who are professional facilitators and researchers, with Zespri team members assisting. They also do the surveys and focus groups many of you have participated in.

The 63 attendees discussed a set of guiding principles, and three "front-runner" options that have emerged from discussions to date with the industry. These front-runner proposals include:

1. Giving growers the option to receive some or all of the loyalty rebate as Zespri shares
2. Introducing a dividend reinvestment programme for Zespri shareholders
3. An option for growers to divert part of their crop proceeds to share purchases.

It was great to hear the various views from growers, both for and against proposals. There was also opportunity for growers to have some general discussion on share alignment issues. We're really grateful to the growers who gave up their time to participate in these workshops.

Once all the feedback has been collated, options will be presented to Zespri's Board in December. The workshops were an important part of sense checking some of the initial options and lifting our collaboration with growers.

We are committed to working with the industry on a long term plan to improve share ownership so more growers benefit from the growth of the industry, have their say in its direction, and so we are better able to make decisions together which support the industry's ability to create ongoing value.

Although the front runner options are less complex than other options, it's likely any proposals will only become available for the 2025 year, as many contracts relating to the 2023/24 season will have been negotiated before decisions are made.





## FRUIT QUALITY UPDATE

**This season's fruit quality results remain positive, reflecting a significant improvement on 2022, with results generally more comparable to 2021 for both onshore and in-market fruit inspections.**

Overall, quality is better than 2022 and for some markets better than in 2021 for both Zespri SunGold and Zespri Green Kiwifruit, although late season quality in Europe is below 2021 quality. The main packing-related defect for SunGold is minor blemish, while for Green, defects have been a combination of minor blemish, flats, and misshapen fruit. NPGF is the main storage defect for SunGold and Green but is tracking lower than in 2022 and 2021 for both SunGold and Green. We are seeing higher levels of softs in longer transit markets such as Europe, although overall soft fruit and fruit with soft patches is tracking lower than in 2022 and 2021 for both SunGold and Green. With an earlier finish to the season than usual, this has highlighted that we need to ensure we focus on producing good fruit which stores well through the season.

We are finding more pitting in SunGold than previous seasons, probably related to the unusual weather events during the 2023 season. Dehydration, superficial skin rub, and softs are all tracking lower than 2022 and 2021 for both SunGold and Green. Rots is tracking around the five years average for both SunGold and Green.

The year-to-date onshore audit pass rate for SunGold is 75.7 percent, up from 68.2 percent at the same time last year. There have been similar improvements in the current onshore audit pass rate for Green, which is 74.0 percent, up from 67.0 percent at the same time last year. Both SunGold and Green have also had significantly fewer coolstore holds than at the same time last year.

The markets continue to provide positive feedback on quality, with overall quality tracking better than 2022 and 2021. The year-to-date average defect for SunGold as at Week 38 is 3.7 percent compared to 5.2 percent in 2022 and 4.0 percent in 2021. The year-to-date average defect for Green as at Week 38 is 2.7 percent compared to 3.3 percent in 2022 and 3.2 percent in 2021.

This positive trend for SunGold is seen in all major markets, with the exception being the Europe market, where average

defect levels for 2023 are currently lower than 2022 but higher than 2021. We have seen an increase in levels of soft fruit in the last two months, mainly driven by recent vessels arrival in the Europe markets. Rots have also been increasing in the last six to eight weeks and are currently tracking higher than 2022 in most markets. However, the year-to-date average is still lower than in 2022 but higher than in 2021.

## QUALITY RESET UPDATE

### New grower reports in final review stages

Zespri is working on the delivery of enhanced quality reports to provide more transparency to growers. This has been a key issue raised by growers and a focus for us to address.

The two new reports to be launched on Canopy (via the Industry Portal) are in the final stage of review. The ECPI and In-market performance reports will give growers an up-to-date insight to their fruit's performance during the current season (and the previous three years). Around 35 reviewers from across the industry are testing the reports. As part of making the reports available, there will also be material to explain how to use the reports optimally.

### Soft fruit tester trial wraps up in China and Taiwan

The in-market trial of the soft fruit tester (SFT) in Taiwan and China is wrapping up. The Zespri team will now review the findings from the trial to assess the feasibility of replacing the penetrometer with the SFT to measure soft fruit. They will also review the impact to the Supplier Accountability programme and put a proposal to the Industry Supply Group for review and endorsement around an industry wide roll out. Onshore, the post-harvest trial is still underway and participants will be invited to share their insights and findings with other industry stakeholders over the next month.

## SUSTAINABILITY ADVISORY BOARD FOCUSES ON ADDING VALUE FOR GROWERS

**On 5 September, Zespri's global Sustainability Advisory Board (SAB) held their second meeting of the year.**

The Board welcomed Tiaki Hunia, who has replaced Kiriwaitangi Rei following her appointment to the role of Head of Māori Alliances at Zespri, and bid farewell to Steven Martina, who has joined Zespri as President of Europe and North America.

Zespri CEO Dan Mathieson updated the members on our challenging year and the more positive industry outlook ahead.

The Board were keen to hear updates on our two key programmes - packaging and climate change - and noted the progress made to date and its importance given the impact climate has had on our most recent season.

As global experts in sustainability, the Board continues to provide guidance in areas they see as important to get right - ranging from labour conditions in our industry through to addressing climate change and nature regeneration.

In this session, the SAB provided insights about how Zespri could bring additional value to growers by taking action in environmental and social sustainability.

Sustainability continues to gain momentum as a key driver of customer and consumer sentiment and willingness to purchase. It also continues to be a key driver of regulatory change around the world as regulators increasingly focus on driving positive environmental outcomes. It is critical we are responsive to these trends, and are adapting quickly to protect our market position and access and create ongoing value for growers.

## NEW ZEALAND'S FIRST 100% ELECTRIC, ZERO-FOSSIL FUEL CHERRY ORCHARD: *Paving the way for more resilient kiwifruit orchards*

**One remarkable example of a commitment to reducing the use of fossil fuels, is the establishment of New Zealand's first 100 percent electric, zero-fossil fuel cherry orchard. This initiative showcases entrepreneurship and a dedication to reducing the impact of a changing climate and demonstrates what is possible for kiwifruit orchards and agriculture as a whole.**

Located in Otago, Forest Lodge Orchard has garnered local and international attention. The brainchild of forward-thinking entrepreneur Mike Casey, this project aims to redefine how fruit is grown and harvested while minimising its environmental impact and maintaining good orchard returns.

Earlier this month, Zespri invited its carbon neutral trialists, growers, and other industry participants to attend a talk by Mike on the transition towards a zero-fossil fuel model.

Forest Lodge Orchard is a shining example of how reducing operational costs can have additional benefits. Beyond revolutionising cherry production, it shows how kiwifruit orchards can save money in the medium to long term, increase self-reliance in energy generation and therefore increase resilience from natural disasters - by having continued access to energy generated within the orchard - while having the benefit of reducing their carbon footprint.

The orchard has implemented several innovative strategies to achieve its goals. The primary focus is transitioning from traditional fossil fuel-dependent machinery to electric and renewable energy sources. Solar panels and batteries have been installed to power essential operations like irrigation and machinery, reducing carbon emissions significantly. Electric tractors and other vehicles have replaced conventional counterparts, reducing the orchard's carbon footprint.

Mike shared his knowledge and passion for reducing fossil fuel use, including the financial investment and returns, challenges, and how he overcame them.

Mike said it was great to see the interest from growers who want to figure out where to start.

Mike is part of *Rewiring Aotearoa*, an initiative that provides practical decarbonisation information across all sectors and communities to enable rapid climate action through electrification.

"Focusing on the positives of electrification, such as financial benefits and increased productivity, is the ultimate path to achieving significant climate action."

For those who were unable to attend Mike's presentation, a session recording is available on the news section of Canopy.



### STAY TUNED FOR UPDATES ON OUR CARBON NEUTRAL TRIAL

Zespri's Carbon Neutral Trial aims to test how we can reduce emissions on orchards, and through the supply chain. Over the coming months, we'll share more insights as the trial progresses through the stages.

If you have any questions about the trial, email [carbonneutraltrial@zespri.com](mailto:carbonneutraltrial@zespri.com).

## SOUTH ISLAND SUSTAINABILITY GROWER TOUR:

*Calling for expressions of interest*

**Zespri is planning a sustainability-focused grower tour to the South Island in early February. The tour will offer a practical learning experience for attendees, providing opportunities to gain insights from other initiatives and projects in the broader primary industry. It aims to facilitate learning from those investing in electrification, carbon reduction and removal and foster a sense of community around this common goal.**

The tour will include visits to Forest Lodge and other agricultural businesses actively reducing their emissions. Zespri Grower Support Services and Sustainability Team members will accompany growers on the tour.

"This is a great opportunity for a wider group of growers, beyond those involved in trials, to get first-hand experience, knowledge and inspiration from groundbreaking sustainable and future focused operations, and to share this experience with other like-minded kiwifruit growers," says Tracy McCarthy, Zespri Executive Officer Grower and Industry Engagement.

The tour will take place in early February, with exact dates to be confirmed. If you would like more information as it becomes available, please email [carbonneutraltrial@zespri.com](mailto:carbonneutraltrial@zespri.com).

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# FROM THE MARKETS

## MARKET UPDATE

Sales are tracking well across the markets, with run rates averaging more than 5.2 million trays per week for the last five weeks as we have moved into some key post-summer sales periods in our markets, including the Mid-Autumn Festival in China.

As at the end of Week 38, we're now 87 percent through deliveries to customers for the season with 119.7 million trays delivered.

Class 1 conventional Zespri SunGold Kiwifruit is 88 percent through with 78.8 million trays delivered, and Class 1 Organic SunGold with 2.2 million trays delivered is now

94 percent through with these fruit groups looking to be mostly completed by the end of October. Europe is targeting completion of SunGold sales in Week 41 before transitioning into ZGS supply, with Japan and Mainland China set to finish sales of SunGold shortly after.

Class 1 conventional Zespri Green Kiwifruit is now at 33.8 million trays delivered, or 86 percent through, with 5.6 million trays remaining to be delivered. Two million trays of this are in Europe, which is expected to be completed in Week 40, and 2.6 million trays are in Japan where selling is expected to be complete in mid-November based on current sales rates.

"Current sales rates in Japan have stabilised in recent weeks following tougher sales conditions earlier this season," says Zespri Head of Global Demand Optimisation, Gareth Holdsworth.

Class 1 Organic Green is now more than 70 percent sold with 1.4 million trays delivered, and with just under half of the remaining 578,000 trays left to deliver in Japan. Europe and the US account for most of the balance, with these markets looking to compete their programmes with a clean finish around mid-October.

### Austria

#### ZESPRI SUNGOLD KIWIFRUIT DELIGHTING TASTEBUDS

Well done to the team in Austria for their recent retail activations. Austria is one of our most promising future markets in Europe.

The market is achieving over-proportional growth for Zespri SunGold Kiwifruit, an important milestone in

their five-year growth plan. After getting the basics right this season, the team has identified SunGold Jumbo and Organic Kiwifruit as key growth products, generating value for both Zespri and retail partners.



### Vietnam

#### KIWI SUPERFRUIT CAMPAIGN LAUNCHES

Our 'Superfruit' campaign has made a comeback in Vietnam, promoting Zespri Kiwifruit as a healthy and delicious option for young families and health-conscious consumers.

The campaign is being promoted through YouTube, Facebook, and TikTok, along with out-of-home advertising, sampling, and in-store displays across major supermarkets and independent stores in Vietnam.

Check out the TVC here:  
<https://www.youtube.com/watch?v=pvLy5CESJKI>



### Japan

#### ZESPRI HEALTHY HUNT SHORTLISTED FOR FIVE AWARDS

Zespri Japan is thrilled to announce that its 2022 digital campaign, 'Zespri Healthy Hunt', has been shortlisted for the prestigious CICLOPE Asia Idea - Live Experience Award.

Also shortlisted are some of the marketing industry's giants, including Toyota, Shiseido, Nike, and Cadbury.

Overall, the Zespri Healthy Hunt campaign has secured its place on the shortlist of five international awards:

- ADC
- Spikes Asia
- ONE Show NYADC
- CICLOPE Asia
- NY ADC

Well done, team Japan!



### Hong Kong

#### A FRUITFUL REUNION AT ASIA FRUIT LOGISTICA 2023

After more than three years, we finally had the opportunity to connect with our customers, distributors, and growers from around the world at the Asia Fruit Logistica 2023 event held in Hong Kong. This event was a great chance to meet, learn, and collaborate with industry partners and peers worldwide with a focus on Asia.

Asia Fruit Logistica 2023 showcased the fruit industry's most recent innovations and technologies. At our Zespri booth, visitors were given a first-hand look and taste of our kiwifruit and an opportunity to learn more about the industry.

CEO Dan Mathieson, who was at the event, remarked: "It was interesting to hear our customers' stories. The challenges Zespri has faced over the past few years are not unique. Many businesses have experienced similar or worse challenges. It was great to hear that our customers felt a sense of things changing and improving and were so pleased to see our quality improving in 2023. They were all excited about our growth and opportunities in the coming

years - we need more Zespri Kiwifruit was the consistent message across the week."







# ZESPRI IN THE COMMUNITY

## 2023 Kiwifruit Innovation Award awarded to Dr Annette Richardson

The 2023 Kiwifruit Innovation Award has been won by Dr Annette Richardson for her work in exploring budbreak - a crucial stage in the growth cycle of kiwifruit.

Dr Richardson, a Plant & Food Research scientist, is an expert in plant physiology and has explored kiwifruit growing techniques to support future production throughout her almost 40-year career. Her work around budbreak has led to advancements that have helped increase yields and contributed to the overall quality of kiwifruit crops. She has extensively researched budbreak in kiwifruit to support grower returns with increased yields of fruit with reduced variability. One of Dr Richardson's first pieces of work was her involvement in the introduction of Hi-Cane - a budbreak enhancer applied once to vines in the dormant winter period - to the kiwifruit industry back in 1988. She continues to lead in this field as a vital part of the team researching alternative ways to support budbreak in kiwifruit and learning more about the fundamental science behind this process.

Zespri Chairman and award judge Bruce Cameron says Dr Richardson has been instrumental in the continued growth and success of the kiwifruit industry.

"Dr Richardson's knowledge of plants and how they grow under varying conditions has helped the industry remain resilient while also helping pave the way for a more sustainable future.

"She has the incredible ability to take complex science and convey it to the industry in a way which people can understand and use.

"Her work in researching kiwifruit budbreak and vines, in new cultivar development and in supporting the industry's ongoing use of Hi-Cane through modifying it for new gold and red varieties, as well as its alternatives, has helped shape the way kiwifruit is grown and ensured the industry can adapt to meet growing demand for kiwifruit around the world and return more value back to growers and our communities."

NZKGI Chair and award judge Mark Mayston notes that Dr Richardson's work with Hi-Cane has been instrumental to the success of the kiwifruit industry today.

"Hi-Cane, used once per year on kiwifruit orchards, is a critical product for the success of the kiwifruit industry," says Mark.

"It promotes uniform budbreak of flowers, ultimately maximising the production of high-quality kiwifruit.

"The certainty that budbreak enhancers create contributes to our industry's prosperity, the returns of which flow back into New Zealand's communities.

"I acknowledge and congratulate Dr Richardson for her contribution to the science in this very important area."

Fellow judge Kristy McDonald KC, Chair of kiwifruit industry regulator Kiwifruit New Zealand, says research that is targeted, sustained, and innovative is vital to the continuing success of New Zealand kiwifruit in a world that is facing environmental challenges and ever increasing costs.

"Dr Richardson's work focuses both on the science and the development of real-world solutions that will benefit growers and the industry."

Upon receiving the award, Dr Annette Richardson said: "This is an exciting industry to be a part of - it's really rewarding to see all that the industry has achieved over a few decades and I know there's an exciting future ahead.

"Collaboration is a key part of the sector's success and Plant & Food Research is fortunate to be working alongside great partners such as Zespri, NZKGI, KVH and the KBC, as well as kiwifruit growers."



Dr Annette Richardson. Photo by Brydie Thompson, Brydie Photography.

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### 2023 ZESPRI INNOVATION SYMPOSIUM: *Bringing the Future Forward*

Where: The Atrium, 252 Otumoetai Road, Otumoetai, Tauranga  
Join us at the Zespri Innovation Symposium!

Discover the latest advancements in kiwifruit cultivation, sustainable practices, and cutting-edge technology and engage in thought-provoking discussions, workshops and inspiring keynotes from experts who are shaping the future of the industry.

#### What to expect

- Inspiring keynote from Agritech NZ CEO Brendan O'Connell
- Thought-provoking panels and discussions
- Hands on breakout sessions and demonstrations
- Networking opportunities

Cost: \$25 per person with net proceeds from ticket sales donated to The Daily Charitable Trust - a charity with the dream to see all of Te Puke connected and thriving through initiatives such as providing children with nutritious lunches at school.

To secure your place in crafting the future of our industry, register now, for this year's event via the link below, or by using the QR code here: <https://events.zespri.com/innovation-day/registration/Site/Register>



#### Carpool and win with Stoney Creek!

By having more people using one vehicle, carpooling is great for the environment and better yet reduces each person's travel costs such as fuel costs, tolls, parking spaces, and the stress of driving. Thanks to Stoney Creek, we have two Zespri Grower Thermoflex Hooded Vests to give away. Carpool on the day and go in the draw to win.



## Kiwi Kids complete the 2023 Zespri Young and Healthy Virtual Adventure

More than 20,000 tamariki from 715 classrooms across New Zealand participated in this year's five-week challenge, which inspires and educates kids to make healthy choices such as eating extra fruit and vegetables, drinking more water, moving their bodies, getting a good night's sleep and reducing screen time.

Each healthy habit earns them points to help them travel virtually around the world with their classmates, working together to care for their health and wellbeing and influence their whanau to get involved too. Sports stars and ASICS ambassadors met them along the way to show them around and share their top tips and tricks for good health.

External Relations Advisor Nikita Fraser says it's been another hugely positive year with children telling us they have more energy, focus better in class and feel better all round.

"The programme is designed in a fun and interactive way to engage with the kids so they notice for

themselves what it feels like when they make good choices.

"We're really passionate about supporting our youth and seeing the difference this programme makes to their health and wellbeing," says Nikita.

We're looking forward to getting on the road in the coming months along with the Young and Healthy Trust to surprise deserving schools with some Zespri Kiwifruit and ASICS sneakers to celebrate their efforts in the challenge and to help them keep up their healthy habits.



Celebrating the first day of the adventure at Te Ākau Ki Pāpāmoa School in the Bay of Plenty. Photos by Jamie Troughton/Dscribe Media.

## 2023 Zespri Horticulture Scholarships applications close on Friday 6 October

Don't miss out on applying for the Zespri Horticultural Scholarship for 2023. These scholarships are available to university students who have completed, or are currently completing their first year of study.

The scholarships are aimed at students who are passionate about horticulture and plan to

start a career in the industry. Applicants could be studying science, management, marketing or business - however, students from all degrees are encouraged to apply.

Applications close at 5pm on Friday 6 October 2023 and must be submitted by email to [scholarships@zespri.com](mailto:scholarships@zespri.com).



FIND OUT MORE

For more information and to download the application form, visit <https://www.zespri.com/en-NZ/our-communities/scholarships>



# ZESPRI GLOBAL SUPPLY UPDATE

## STRONG NORTHERN HEMISPHERE HARVEST TO SUPPORT 12-MONTH SUPPLY

Zespri's kiwifruit harvest from the Northern Hemisphere is set to exceed previous sales volumes with the strong harvest supporting our efforts to deliver 12-month supply in key markets, maintain brand presence and shelf space, and support New Zealand and offshore grower returns.

Zespri's Executive Officer - Northern Hemisphere Supply Nick Kirton says the Northern Hemisphere sales programme has just commenced with Zespri expecting to sell around 29 million trays, or just over 100,000 tonnes of kiwifruit, from orchards throughout France, Italy, Greece, Korea, and Japan. This compares to 24 million trays, or 88,000 tonnes last season.

"This season's harvest will be our biggest yet and we're looking forward to providing consumers with more high-quality and great-tasting kiwifruit as we transition from New Zealand-grown fruit to our Northern Hemisphere-grown fruit," says Nick.

"The increase in volume also reflects the growth phase we are in, enabled by our year-round investment in the brand and building demand ahead of supply."

Across the Northern Hemisphere supply regions - which include Italy, France, Green, Japan, and Korea - Zespri

has formed partnerships over more than 20 years with around 1,500 Zespri growers and suppliers who play a key role in Zespri's global supply strategy which is working towards the ultimate goal of supplying premium Zespri Kiwifruit for all 12 months of the year.

This season's Zespri Green Kiwifruit sales volumes are expected to remain steady compared with last year, while Zespri SunGold Kiwifruit sales are projected to increase by 25 percent, reflecting improved growing conditions, increased yields, and new production.

Nick notes that this season's strong harvest was even more pleasing given the challenges faced by growers in both Europe and Asia last year. He says that following a season review, Zespri initiated action plans across all Northern Hemisphere regions to address the issues of last season and focus on outcomes that would lift returns for growers. This included on-orchard and supply chain improvements and working closely with market teams to achieve the best outcome for growers.

"Last year was a particularly tough season for our growers in Europe and Asia, with sustained extreme heat and weather events impacting fruit size, yield and quality," says Nick.

"It is fantastic to see the orchards rebound this year, with growers producing some great quality fruit that we will be able to deliver to our customers, helping support improved returns for growers."

"Our Northern Hemisphere supply programme continues to grow and is expected to double in volume by 2030 providing strong returns to the local industry and making positive contributions to our growing communities."



## ZGS PRODUCTION COUNTRIES: *Performance data*

In a producer vote in 2019, New Zealand growers approved the planting of 5,000 hectares of Zespri SunGold Kiwifruit in overseas countries (excluding China and Chile), to support the 12-month supply strategy. The approval also included the procurement of up to 20 million trays of Zespri Green Kiwifruit, and the planting of up to 1,000 hectares of new varieties.

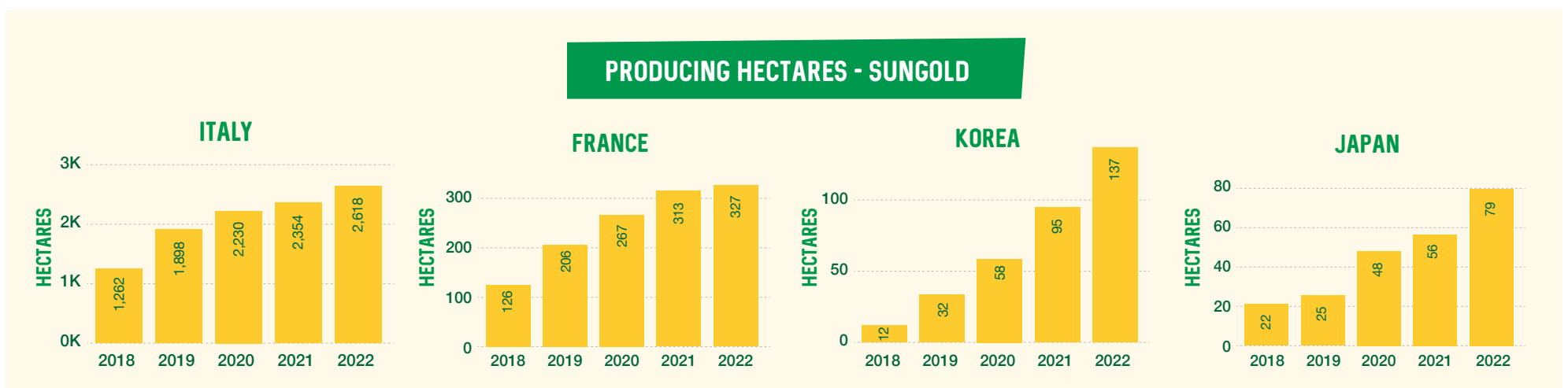
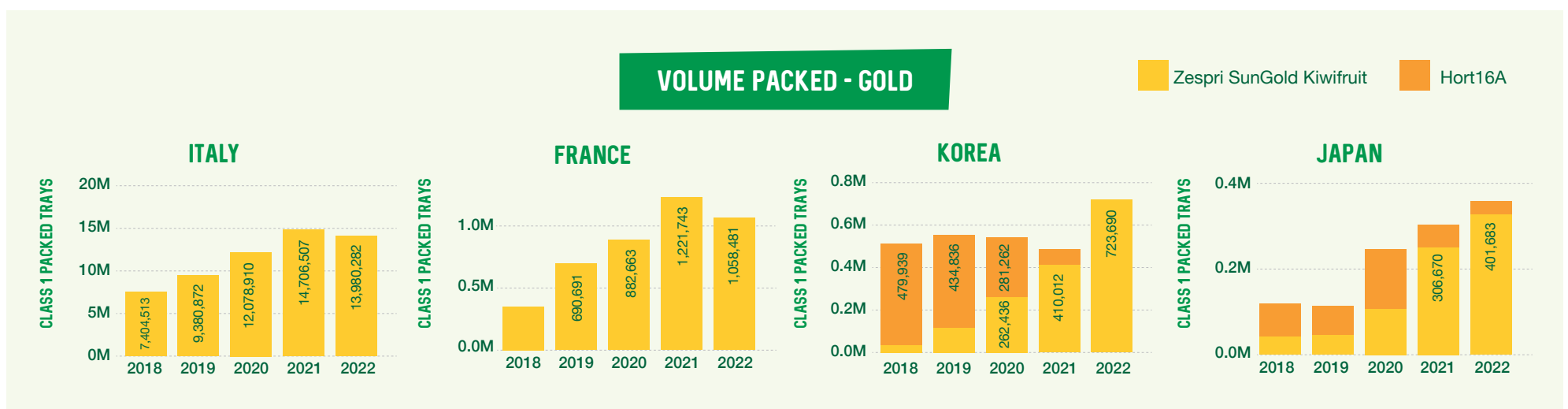
The focus of Zespri Global Supply (ZGS) has been on maximising production and achieving the best outcome from

the existing approved production base of 5,000 hectares of SunGold and 1,000 hectares of new varieties plantings, along with the procurement of 20 million trays of Green.

As part of the consultation on the Producer Vote, ZGS published information on the performance of the ZGS production countries. We're keen to share information on the performance of our ZGS production countries with growers so you can see how ZGS is utilising the 5,000 hectares of authorised SunGold and 20 million trays of Green.

Currently, there are no new varieties in commercial production. There is a red variety in pre-commercial trials and further consideration will be given to shifting to commercial production after the 2023 season results are analysed.

If there is any information you'd like to know about ZGS which hasn't been published, or you have any questions about the information published here please let us know by emailing [contact.canopy@zespri.com](mailto:contact.canopy@zespri.com).

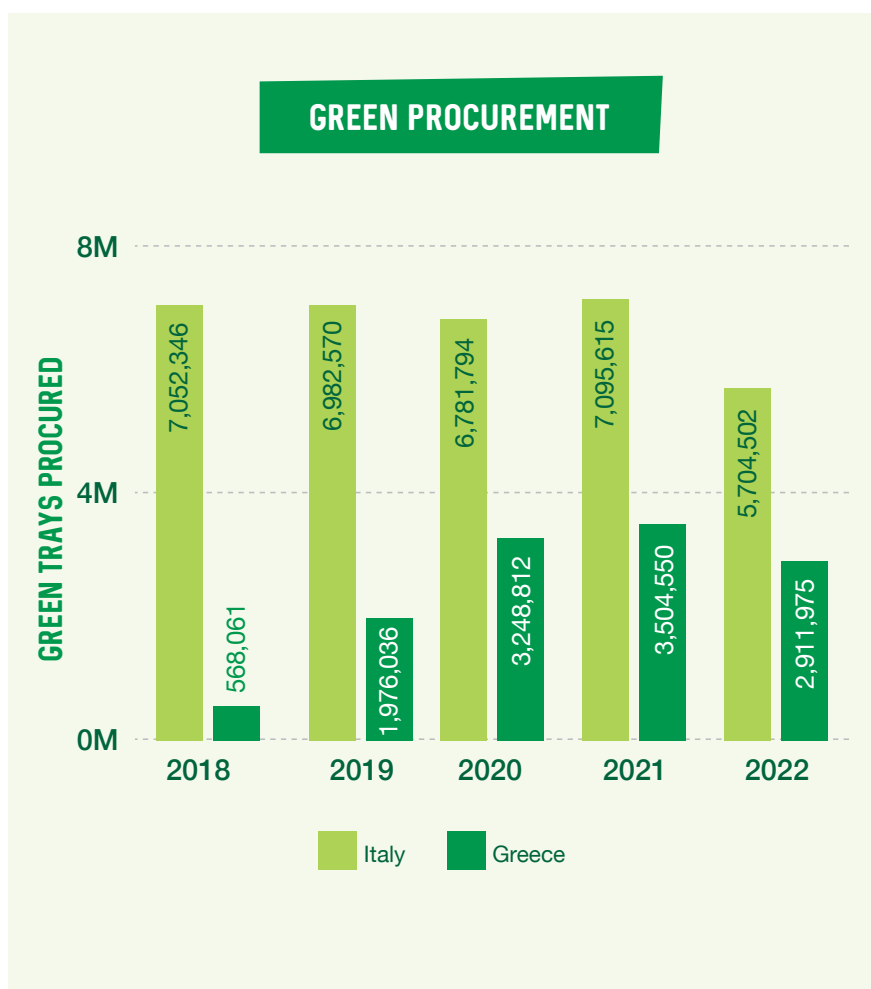
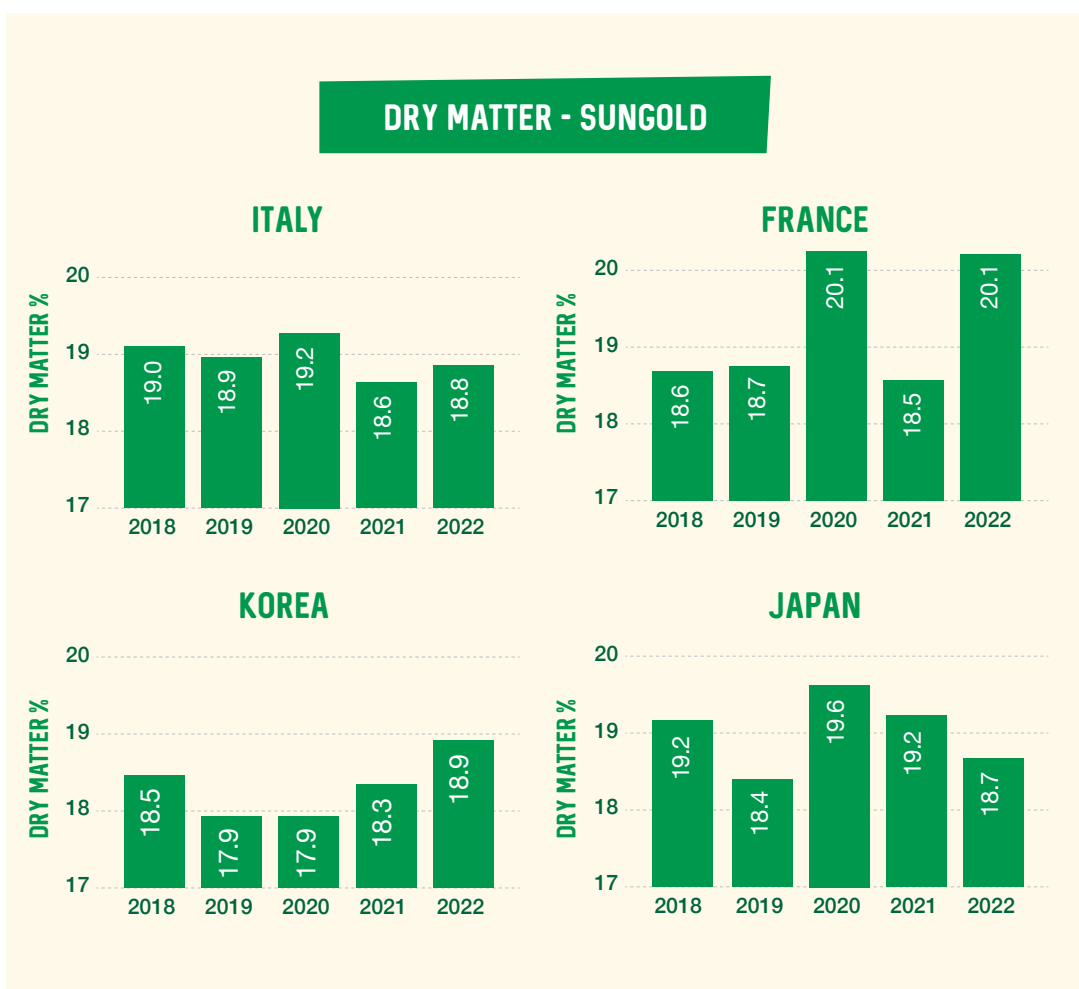
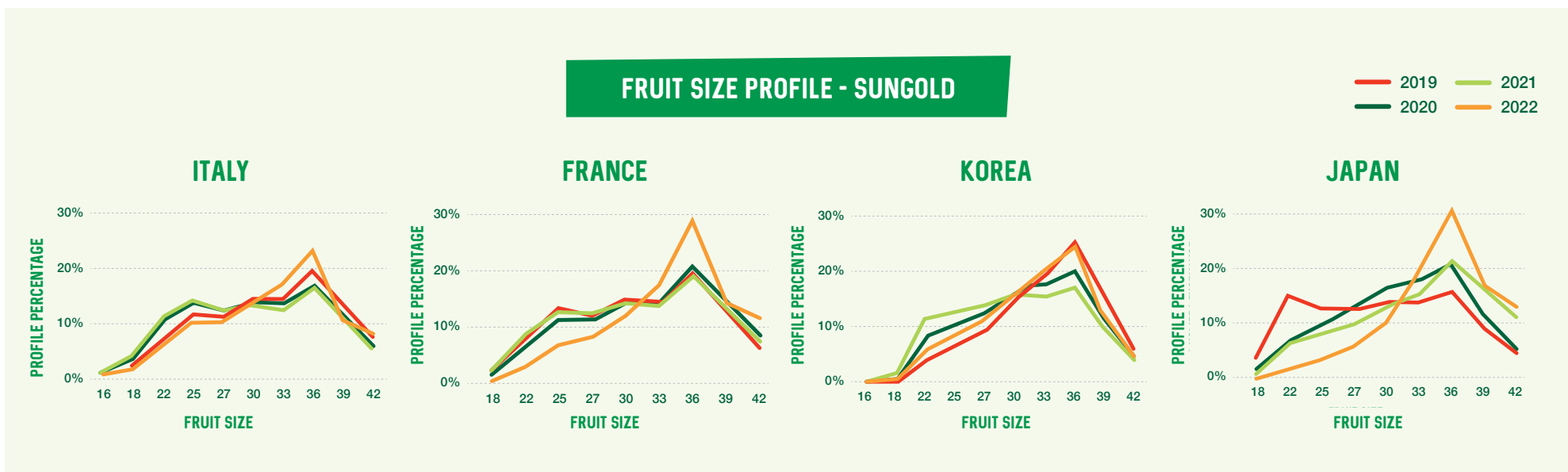
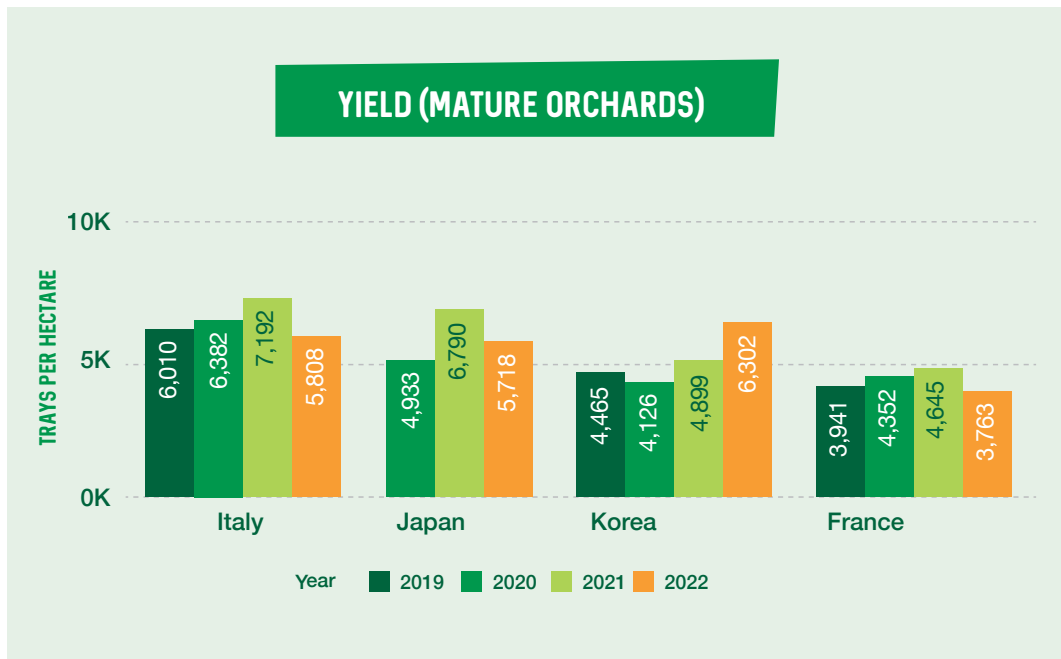
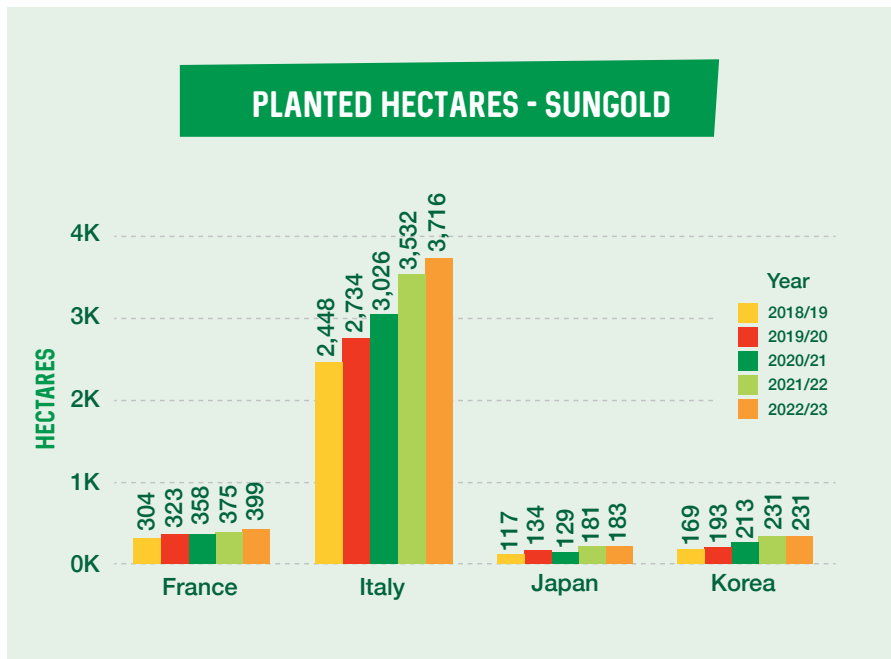






# ZESPRI GLOBAL SUPPLY UPDATE

## ZGS PRODUCTION COUNTRIES: *Performance data (cont.)*





## Updates from our Pre-harvest Team



# INSPECTORS' TOP TIPS TO PREPARE FOR ZESPRI GAP INSPECTIONS

Zespri GAP inspections are underway, so it's the perfect time to share some tips on how to prepare for your inspection given the GLOBALG.A.P. v6 changes coming into effect this year.

We spoke with one inspector who ran their own workshops to walk growers through inspection preparations. Most of those participating had attended the Zespri GAP workshops provided by Zespri and were already familiar with the manual and the changes. There were a few areas that came up during the workshops that are worth touching on:



STICKING POINTS	INFORMATION TO SMOOTH THE WAY
<b>How can we meet the new non-CAV contractor requirements? (This relates to principle 1.3.2 in the new grower manual)</b>	Use the non-CAV information sheet available on the Canopy to help communicate the requirements to your non-CAV contractors. If you are using any of these contractors before your next inspection, they will need to meet the new requirements and the documentation will need to be sighted by the inspector.  To find out more, go to: <a href="#">Canopy &gt; Growing Kiwifruit &gt; Zespri GAP &gt; Grower Manual: Systems</a>
<b>It's not clear what fertiliser rationale is. (This relates to principle 3.3.4 in the new grower manual)</b>	This is about being able to explain your decisions around fertiliser use when considering the crop's nutrient requirements to determine the amount, type and location of application. Most often, rationale is provided by your fertiliser advisor and can be recorded in a number of ways – their own documentation, the new fertiliser rationale record form in the grower manual, or using a tool like the Fertiliser Association's nutrient management planner.  To find out more, go to: <a href="#">Canopy &gt; Growing Kiwifruit &gt; Zespri GAP &gt; Grower Manual: Soil &amp; Nutrient Management</a>
<b>Do growers need to test their town water supply? (This relates to principle 7.3.2 in the new grower manual)</b>	All town supply water that is stored in a tank and used for handwashing and/or comes into contact with fruit, will now require a yearly water test. Get this water test done before your inspection - taking the test sample from the point nearest to where the water is used. Also, be sure to note water as a potential source of contamination in your food safety risk assessment.  Water testing requirements change based on the water source and water use. To check the requirements for your situation, use the Water Testing Procedure, found in the Food Safety section of the Grower Manual: <a href="#">Canopy &gt; Growing Kiwifruit &gt; Zespri GAP &gt; Grower Manual: Food Safety</a>

## ADDITIONAL TIPS FROM ZESPRI'S GAP TEAM

- ✓ It will take some time to become familiar with the new grower manual and forms, so be sure to give yourself extra time to prepare for your inspection this year.
- ✓ Have a copy of the new version of the grower manual on hand (hard copy, USB or canopy download).
- ✓ Read through and get familiar with the new grower manual. Many of your questions can be answered in the detail found within.
- ✓ Check out the training and support page on the Canopy. The information sheets and handouts will help guide you through the changes to Zespri GAP.

- ✓ Be sure to review the MSO checklist to make sure you have met all the requirements, have the necessary documentation in place for you to feel inspection ready.
- ✓ If you are having a GRASP assessment, and you have appointed a Worker Representation / Management GRASP Liaison, make sure they are present at the inspection for the sections regarding worker representation.
- ✓ Remember, the inspector is looking for compliance before non-compliance. The Zespri GAP inspection is your opportunity to share and demonstrate what you are doing to meet the requirements.

We understand this is a big change for growers and inspectors, and we are here to help navigate through this change. Check

out the Training & Support for Zespri GAP 2023/2024 page on Canopy for supporting documents: [Canopy > Growing Kiwifruit > Zespri GAP > Training & Support for Zespri GAP 2023/2024](#)

Note: many of the information sheets are now available in Punjabi as well!



What are your top tips for preparing for Zespri GAP inspections? Do you have a great way of organising your documents? Have you worked out a helpful system for tracking what you need to do? If so, let us know at [extension@zespri.com](mailto:extension@zespri.com) and we'll share them in the next *Kiwiflier*!

### Q&A SESSIONS

We're holding Q&A sessions for anyone wanting to speak with our GAP team and subject matter experts. Register for a timeslot by filling out this form: <https://forms.office.com/r/4zr8JZmiz4>

DATE	TIME (BETWEEN THE HOURS OF)
4 October	9:00am -10:30am
5 October	4:00pm - 5:00pm
10 October	4:00pm - 5:00pm

If you have questions, and would like a response by email or a phone call, submit your questions here: <https://forms.office.com/r/4EQGJZPWxG>.

Remember the [FAQ list](#) on the Training and Support page of Canopy is updated regularly – this is a good place to start looking for answers. Check it out here: <https://canopy.zespri.com/EN/grow/ZPR/Documents/GAP-GRASP-FAQs.pdf>

# SPRING GROWER ROADSHOW WRAP-UP

The Zespri Grower Relations team held 14 meetings throughout our New Zealand growing regions over August and September which were well attended by more than 550 growers, post-harvest, and other stakeholders.

Chief Executive Officer Dan Mathieson and Chief Operating Officer Jason Te Brake led discussions on topics including the August financial forecast, key principles at play in preparation for the 2024 season which will see a significant increase in crop volume, and the launch of the Industry Alignment framework - a platform to prioritise discussions of strategic importance to the industry.

The cost of managing quality was at the forefront of growers' minds throughout the roadshows.

"While the cost of quality has significantly reduced in 2023, it is still not where it should be given the low fruit volume and short selling season," says Jason.

"The challenging growing season is one reason we have not yet fully unlocked the cost of quality, and it's important to understand that the August financial forecast is still an early forecast which included some provisions - if we continue to see fruit quality holding, then we should see returns improve."

#### Positive feedback on new roadshow format

Zespri has been working to improve engagement at the roadshows with greater opportunity for two-way discussions, including adding additional meetings in more convenient locations and times.

Zespri Head of Grower and Industry Relations, Glen Arrowsmith says the changes were well received.

"More local and smaller meetings enabled growers to have better opportunities to connect with the Zespri Executive and Board members," says Glen.

"We also kept presentations shorter, so that we could focus more on core topics to allow plenty of time for growers to be able to discuss what was on their minds."



#### Key topics raised across the regions

- Industry packing and cooling capacity and need for this to be considered when considering future license release
- The future of Green
- Proposed changes in the commercial framework, including taste incentives
- Time rates and the balance of these versus KiwiStart
- The Maturity Clearance System
- Fruit waste and whether there could be opportunities to capture more value from non-Class 1 fruit
- Reporting of quality performance and accountability for poor performance
- Unauthorised Gold3 plantings in China.

A recording of the Te Puke roadshow is available on Canopy for those who were unable to attend. A further round of roadshow meetings will be held at the end of November through to early December to present the November financial forecast, more detail on the plan for the 2024 season, and the market outlook based on the newly updated Five-Year Plan. Dates and venues will be available in the next issue of *Kiwiflier*.





# SHARES UPDATE: SEPTEMBER

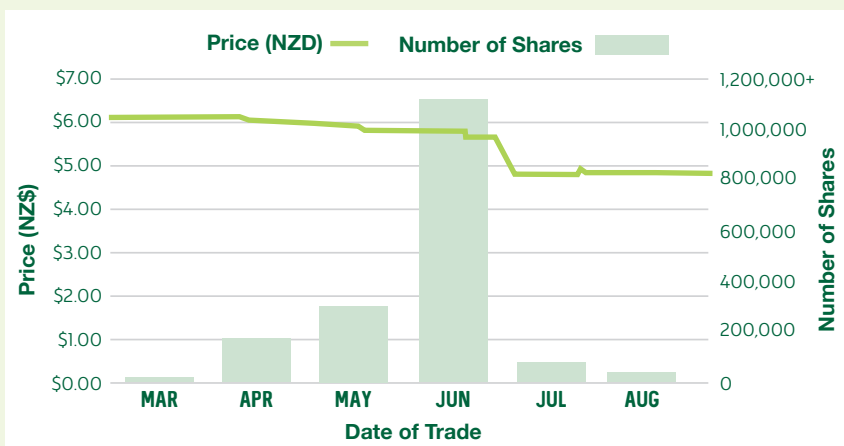
## WHAT'S HAPPENING IN THE MARKET

BIDS (BUYERS)		
Orders	Quantity	Price (\$)
1	8,000	4.85
1	5,000	4.80

OFFERS (SELLERS)		
Orders	Quantity	Price (\$)
1	5,000	4.95
1	5,000	5.00

LAST 10 TRADES			
Date	Quantity	Price (\$)	Value (\$)
28/08/2023	16,000	\$4.80	\$76,800.00
29/08/2023	2,027	\$4.90	\$9,932.00
29/08/2023	5,000	\$4.87	\$24,350.00
29/08/2023	1,083	\$4.87	\$5,274.00
30/08/2023	50,000	\$4.85	\$242,500.00
31/08/2023	59,078	\$4.85	\$286,528.00
04/09/2023	24,480	\$4.85	\$118,728.00
19/09/2023	5,000	\$4.85	\$24,250.00
19/09/2023	10,000	\$4.85	\$48,500.00
19/09/2023	5,000	\$4.85	\$24,250.00

### ZESPRI GROUP LIMITED SHARE TRADES: 21 APRIL 2023 - 21 SEPTEMBER 2023



The graph above shows the price per share that has been traded with USX and the total number of shares traded.

### WANT TO DISCOVER MORE?

To get a list of the price for current buyers and sellers, Market depth, last 10 trades, and market announcements go to <http://www.usx.co.nz>. The Zespri Group Limited listing code is 'ZGL'.

Follow us on **reap** for our mobile IR experience

Go to [www.reapapp.io](http://www.reapapp.io) to download the app.

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

### SHARES AT A GLANCE AS AT 21 SEPTEMBER 2023

#### OVERSHARED SHARES REQUIRED TO BE SOLD THIS MONTH



The Constitution requires shareholders who are over their share cap (overshared) to sell their excess shares three years after the date they exceeded their share cap.

#### DRY SHARES CONVERTING TO B CLASS THIS MONTH



The Constitution states that Dry Shareholders (growers who no longer supply Fruit to Zespri) will cease to receive dividend payments three years after becoming Dry and will be converted to B class shares.

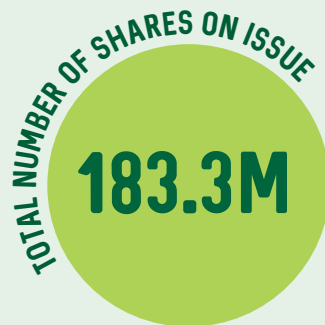
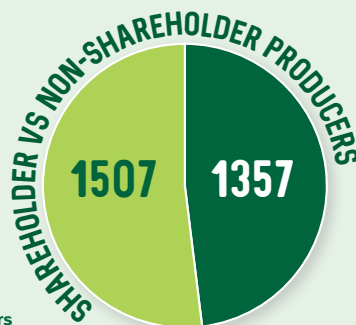
#### DIRECTOR SHARE TRADING AS AT 21 SEPTEMBER 2023



\*Shares traded by entities associated with Zespri Directors.

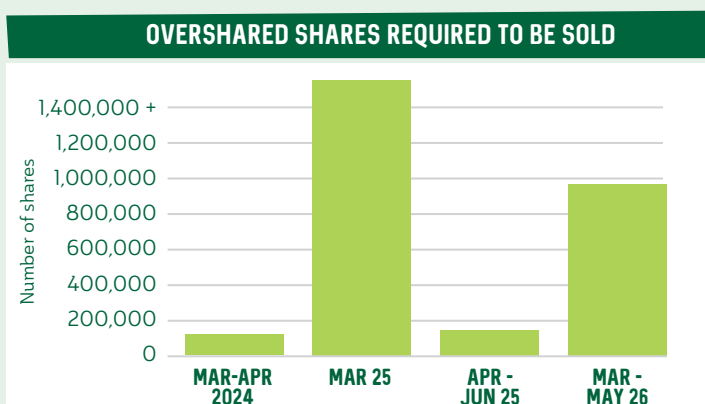
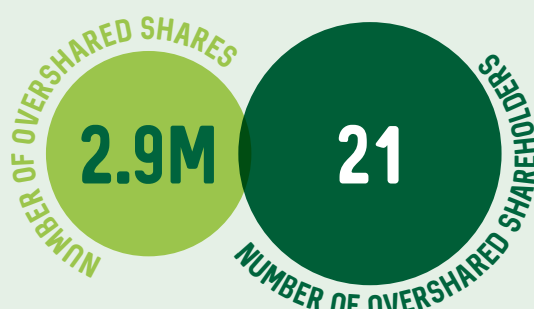
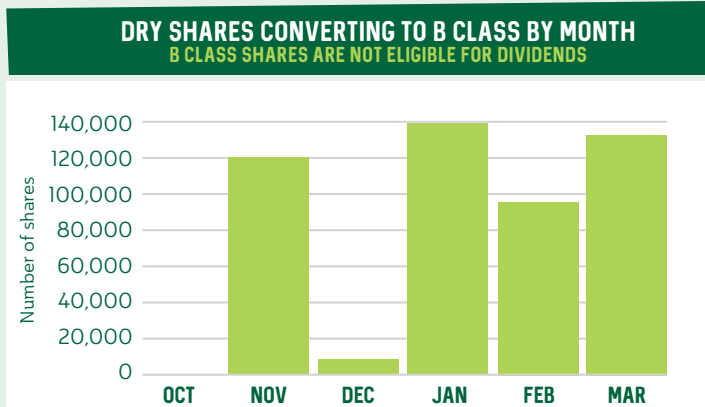
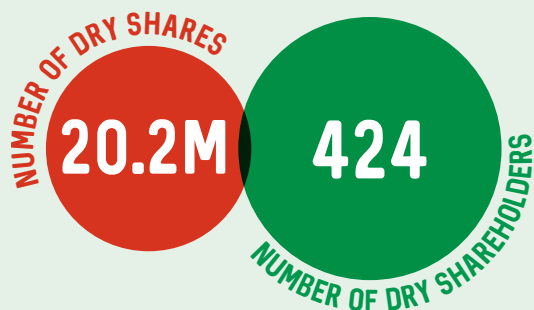


## OUR SHAREHOLDERS



Shareholder Producers  
Non-shareholder Producers

### DRY AND OVERSHARED SHARES



## LOOKING TO BUY ZESPRI SHARES?

### WHO CAN PURCHASE SHARES?

Our current producers are eligible to purchase shares in Zespri. The share entitlement for each landowner and lessee of a current producing orchard is calculated based on the historical production of the orchard(s). Contact us if you would like more information about your share entitlement.

### OFF-MARKET TRADING

This is a share trade that does not involve a broker. The buyer and seller will agree on a price, complete an Off-Market Transfer form and return this to Zespri for processing.

### ON-MARKET SHARE TRADING

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

### CHOOSE A USX-APPROVED BROKER





# 2023/24 PROGRESS PAYMENTS FOR OCTOBER AND NOVEMBER

CLASS 1 - APPROVED PROGRESS PAYMENT 13 OCTOBER 2023	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05
Zespri Organic Green	\$0.06	\$0.10	\$0.10	\$0.05	\$0.05	\$0.05	\$0.05
Zespri Gold3	\$0.30	\$0.10	\$0.40	\$0.50	\$0.50	No supply	No supply
Zespri Organic Gold3	\$0.96	\$0.90	\$1.00	\$1.00	\$1.05	No supply	No supply
Zespri Red19	\$2.13	\$6.60	\$2.30	\$3.00	\$2.20	\$2.20	\$1.90
Zespri Green14	\$0.60	\$0.60	\$0.55	\$0.60	\$0.60	\$0.60	\$0.60

CLASS 1 - INDICATIVE PROGRESS PAYMENT 15 NOVEMBER 2023	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.32	\$0.30	\$0.35	\$0.35	\$0.25	\$0.25	\$0.10
Zespri Organic Green	\$0.60	\$0.65	\$0.65	\$0.60	\$0.60	\$0.60	\$0.40
Zespri Gold3	\$0.51	\$0.50	\$0.50	\$0.55	\$0.55	No supply	No supply
Zespri Organic Gold3	\$0.14	\$0.05	\$0.15	\$0.25	\$0.30	No supply	No supply
Zespri Red19	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05
Zespri Green14	\$0.09	\$0.05	\$0.05	\$0.15	\$0.05	\$0.05	\$0.10

1. Progress payments for Class 1 are paid on submitted trays and reversed for onshore fruit loss.

2. Net Submit trays = gross submitted trays less onshore fruit loss trays.

## FINANCIAL COMMENTARY

### Progress payments

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

### October 2023 approved progress payments on Net Submit trays

Approved per tray progress payments for 13 October 2023:

Class 1	
Zespri Green	\$0.05
Zespri Organic Green	\$0.06
Zespri Gold3	\$0.30
Zespri Organic Gold3	\$0.96
Zespri Red19	\$2.13
Zespri Green14	\$0.60

### November 2023 indicative progress payments on Net Submit trays

Indicative per tray progress payments for 15 November 2023:

Class 1	
Zespri Green	\$0.32
Zespri Organic Green	\$0.60
Zespri Gold3	\$0.51
Zespri Organic Gold3	\$0.14
Zespri Red19	\$0.05
Zespri Green14	\$0.09

Note, Industry is currently reviewing time rates for 2023. Any changes from this may have an effect on the November progress payments.

## UPDATES TO USX TRADING PLATFORM AND WEBSITE

The Unlisted Securities Exchange (USX) has recently upgraded their trading platform and website. This has created several changes in how users interact with the platform to access information about issued shares, including price data, trade history, and announcements.

The USX is a simple share trading platform for small to medium sized companies to provide liquidity and keep their shareholders informed. Trading can only be undertaken via approved brokers who then arrange settlement of the trade.

The main change for our growers is that you will now need to register with the USX to have access to more detailed information such as:

- Zespri's profile
- Market depth, and;
- Full announcements.

Without a log in, you will only have access to basic information, such as:

- The quote sheet
- Announcement headlines, and;
- Trade history.

### HOW TO REGISTER

To register with the USX, visit [www.usx.com](http://www.usx.com) and click on the 'register' tab in the top left corner of the page. Once you've registered, you can log in by clicking on the yellow 'log in' tab (also on the top left corner of the USX homepage).

### FOLLOW US ON reap

Another option available to watch Zespri Group Limited Shares is to follow us on Reap. By downloading the Reap app you can keep up to date with trade notifications, financial results, share price, events and announcements. Go to [www.reapapp.io](http://www.reapapp.io) to download the app.

## FRESH NEW LOOK FOR CANOPY



Zespri currently shares information for the growing community through our knowledge site, Canopy. Built more than a decade ago, the site is home to a huge volume of information and resources, but finding the right information when you need it is challenging at best.

Launching at the end of this year, the new Canopy platform is being redesigned to deliver an intuitive and easy to use experience with a fresh new look. With a focus on clear, purposeful content that brings rules of thumb and calls to action to your fingertips, Canopy will be the trusted source of information for our grower community.

### NEW FEATURES

The need to bookmark pages or save links to specific content on Canopy in order to find it again will be a thing of the past. As well as a cleaner site structure, the new Canopy platform will have an optimised search function enabling you to quickly find key content.

You'll be able to create favourites, and follow topics of interest, so you're notified when new information is added or things change, making it easy to stay up to date. You'll also be able to provide feedback on content, helping us to continue to improve and refine the new platform to best meet your needs.

Existing Canopy users will be able to log in to the new Canopy with their current username

and password, but when we launch the new site we'll be making it more available to the wider industry through a tiered access model – providing support services such as your banker or accountant, consultant or harvest contractor with a basic level of access, while the industry's intellectual property will continue to be protected and only available to those with full access.

The release of Canopy will be phased with the initial release at the end of the year and further enhancement in March. Tools such as *Spray Diary* and the Industry Portal are not being redeveloped at this point, however there is a plan to redevelop these in the future.

### GET INVOLVED!

Throughout the development of the new platform we're talking to different groups of users and testing layout, content, style and tone, to make sure it's hitting the mark. If you're keen to get involved and be part of the user testing for the site, send an email to [contact.canopy@zespri.com](mailto:contact.canopy@zespri.com).

For more information and updates, see the 'Canopy is Changing' page on the current Canopy site: [Canopy > Zespri & The Kiwifruit Industry > News > Canopy Is Changing!](#)



# CLASS 1 FRUIT AND SERVICE PAYMENTS AND TIMINGS

(INCLUDING LOYALTY PREMIUM)

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

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

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

- Submit is paid in the early months when fruit is submitted into inventory.
- Pack and Time, KiwiStart and Taste Zespri is paid on FOBS, i.e. when fruit is shipped. Some of the Supplier Accountability payments are subject to SLA terms.

- Progress will be paid in the remaining months at levels subject to Zespri Management approval.
- Average payments per TE are based on the 2023/24 August Forecast trays and actual payments to date.
- YTD amounts for Pack and Time may move from previous *Kiwifliers* due to SLAs being paid late in a month.

ZESPRI GOLD3 SEPTEMBER									ZESPRI ORGANIC GOLD3 SEPTEMBER									ZESPRI RED19 SEPTEMBER								
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD		
Apr-23	\$3.60	\$0.11					\$3.71	22%	\$3.60	\$0.06					\$3.66	20%	\$3.60							\$3.60	17%	
May-23		\$0.08					\$3.79	22%		\$0.28					\$3.94	22%								\$3.60	17%	
Jun-23		\$0.13					\$3.92	23%		\$0.07					\$4.01	22%								\$3.60	17%	
Jul-23		\$0.08	\$0.00	\$0.92	\$2.35		\$7.26	43%		\$0.25	\$0.00	\$1.26	\$2.83		\$8.35	46%		-\$0.09				\$8.21		\$11.72	55%	
Aug-23		\$0.37	\$0.54	\$1.29	\$0.14		\$9.60	57%		\$0.30	\$0.52	\$1.68	\$0.15		\$10.99	60%			-\$0.13		\$2.39			\$13.99	66%	
Sep-23		\$0.51	\$0.00	\$1.53	\$0.40		\$12.04	71%		\$0.30	\$0.00	\$1.82	\$0.54		\$13.65	75%					\$3.00			\$16.98	80%	
Oct-23					\$0.30								\$0.96									\$2.13				
Nov-23					\$0.51								\$0.14									\$0.05				
Dec-23								93%								93%									93%	
Jan-24						\$0.10								\$0.10									\$0.10			
Feb-24																										
Mar-24								98%								97%									96%	
Apr-24																										
May-24																										
Jun-24						\$0.20		100%						\$0.20		100%							\$0.20		100%	
Paid YTD	\$3.60	\$1.27	\$0.54	\$3.74	\$2.89	\$0.00	\$12.04		\$3.60	\$1.26	\$0.51	\$4.76	\$3.51	\$0.00	\$13.65		\$3.60	-\$0.09	-\$0.13	\$0.00	\$13.60	\$0.00	\$16.98			
Balance to pay	\$0.00	\$0.50	\$0.57	\$1.27	\$2.27	\$0.30	\$4.91		\$0.00	\$0.12	\$0.56	\$1.24	\$2.36	\$0.30	\$4.58		\$0.00	\$0.00	\$0.00	\$0.00	\$3.87	\$0.30	\$4.17			
Total fruit and service payments - 2023/24 Forecast \$16.95									Total fruit and service payments - 2023/24 Forecast \$18.23									Total fruit and service payments - 2023/24 Forecast \$21.15								

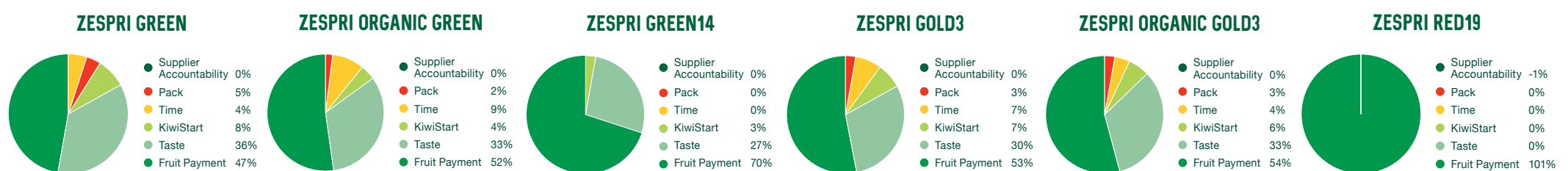
ZESPRI GREEN SEPTEMBER									ZESPRI ORGANIC GREEN SEPTEMBER									ZESPRI GREEN14 SEPTEMBER								
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD		
Apr-23	\$2.75	\$0.01					\$2.76	23%	\$2.75						\$2.75	19%	\$2.95							\$2.95	21%	
May-23		\$0.16					\$2.92	24%		\$0.04					\$2.79	19%								\$2.95	21%	
Jun-23		\$0.08					\$3.00	25%		\$0.04					\$2.84	19%								\$2.95	21%	
Jul-23		\$0.05	\$0.00	\$0.56	\$0.98		\$4.60	38%		\$0.14	\$0.00	\$0.58	\$2.19		\$5.74	39%		\$0.00	\$0.00	\$0.80	\$3.23			\$6.97	49%	
Aug-23		\$0.21	\$0.43	\$0.95	\$0.30		\$6.50	53%		\$0.23	\$0.24	\$1.19	\$0.30		\$7.71	52%			\$0.19	\$0.80	\$1.00			\$8.96	63%	
Sep-23		\$0.25	\$0.00	\$1.67	\$0.05		\$8.47	70%		\$0.40	\$0.00	\$1.71	\$0.21		\$10.02	68%			\$0.00	\$1.38	\$0.86			\$11.20	79%	
Oct-23					\$0.05								\$0.06									\$0.60				
Nov-23					\$0.32								\$0.60									\$0.09				
Dec-23								92%								93%									91%	
Jan-24						\$0.10								\$0.10									\$0.10			
Feb-24																										
Mar-24								96%								97%									96%	
Apr-24																										
May-24																										
Jun-24						\$0.20		100%						\$0.20		100%							\$0.20		100%	
Paid YTD	\$2.75	\$0.76	\$0.44	\$3.18	\$1.34	\$0.00	\$8.47		\$2.75	\$0.85	\$0.24	\$3.47	\$2.70	\$0.00	\$10.02		\$2.95	\$0.00	\$0.19	\$2.97	\$5.09	\$0.00	\$11.20			
Balance to pay	\$0.00	\$0.32	\$0.58	\$1.06	\$1.43	\$0.30	\$3.70		\$0.00	\$0.77	\$0.29	\$1.34	\$2.07	\$0.30	\$4.76		\$0.00	\$0.00	\$0.19	\$0.74	\$1.77	\$0.30	\$3.00			
Total fruit and service payments - 2023/24 Forecast \$12.17									Total fruit and service payments - 2023/24 Forecast \$14.79									Total fruit and service payments - 2023/24 Forecast \$14.20								

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

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

## 2023/24 SEASON GROWER PAYMENT PORTIONS – TOTAL FRUIT AND SERVICE PAYMENTS

2023/24 AUGUST FORECAST





# GLOBAL EXTENSION TEAM *updates*

## THE MONTH AHEAD: OCTOBER

IRRIGATION

PSA

FROST  
PROTECTIONMAXIMISING  
BUD POTENTIAL

### IRRIGATION

Irrigation on a Zespri Kiwifruit orchard. Photo credit: Jamie Troughton, Dscribe Media.

After all the wet weather we've had, meteorologists are now talking about El Niño swinging the pendulum back the other way towards drier conditions this summer. This season, given what's gone before, it's important to rethink irrigation timing and volumes applied. If vine roots have been damaged this will compromise their ability to access water from the soil and potentially their depth. Efficient irrigation is a useful tool for achieving kiwifruit production goals, especially in dry areas or seasons.

The optimal amount of water your orchard needs will vary from day-to-day and is best determined through measurement of weather and soil moisture data along with records of actual water use and on-orchard observation. What does efficient irrigation look like?

- It keeps the water applied in the root zone, minimising water waste and avoiding unnecessary pumping costs.
- It lowers the risk of vine decline and productivity loss from under or overwatering.
- It helps to keep nutrients within the root zone and accessible to plants.
- It reduces the risk of run-off and drainage that can carry nutrients off-orchard and into nearby waterways.

So what might you consider doing going forward?

- Complete your pre-season maintenance checks and a bucket test ahead of the irrigation season to make sure your systems is working as it should.
- Consider how you'll schedule your irrigation this year, using evapotranspiration (ET), rainfall, and (where available) soil moisture monitoring data or soil observations to help inform your decisions.

See the *Spotlight on efficient irrigation* for top tips on irrigation management and the Water Management videos page on Canopy for videos on how to do a bucket test and sense-check your soil moisture sensors.



### PSA

Notable Psa infection on a Kerikeri orchard this spring.

Spring, and in particular the budbreak to flowering period are critical times for Psa on orchard. We're starting to hear of more and more infection across the county, particularly amongst more stressed vines. Each region will have its own unique Psa pressures, and in some instances, the pressure can vary across an orchard. The best way to manage Psa is to monitor and use the tools available to you.

Here are three of the most handy tools (see links in 'Resources' section below):

- **Zespri weather and disease portal:** The Psa Risk model can send you daily (or as needed) updates direct to your email of forecast Psa pressure. A new feature for 2023 is the Psa-V Pre-Flowering Accumulation tool, designed to predict the optimum spray timing intervals for the management of Psa from local climate conditions. This model is designed for use between bud-burst to flowering (1 September - 30 November).
- **Psa pre-flower decision tree:** Put together in response to the unprecedented wet season just gone, this Psa decision tree takes into consideration your vine stress when making practical orchard management decisions this spring.
- **Optimising Psa spring spray programmes:** A Zespri Innovation Psa control trial conducted by Plant & Food Research (PFR), evaluated a number of early spring spray programmes from bud-burst to late October. The results may go some way to informing your spray programme this spring.



### FROST PROTECTION

A frost-damaged Gold3 block.

The detrimental impact of an unexpected frost at this time of year cannot be overstated. For some growers, the frost event of 2022 will still be fresh in the mind, and as such growers will be on high alert, and that's probably a good thing.

Make sure your frost sensors are calibrated and you've tested your system so it's ready to go. If sprinklers are still under vines, take the time to lift them now - it's the last thing you'll want to do in a mad panic in the middle of the night with a frost setting in. Canopy has an assortment of frost advice (see link in 'Resources' section below).

### MAXIMISING BUD POTENTIAL

Budbreak gives you the first indication of your crop for the current season, but what affects your budbreak? You'll want to check out episode 8 of *KiwiChat*; Plant and Food Research Scientist Dr Annette Richardson, winner of the 2023 Kiwifruit Innovation Award, identifies what bud potential is and walks you through a season discussing what affects bud potential and the actions you can take to maximise it.



## RESOURCES

For more information, check out the following resources on Canopy:

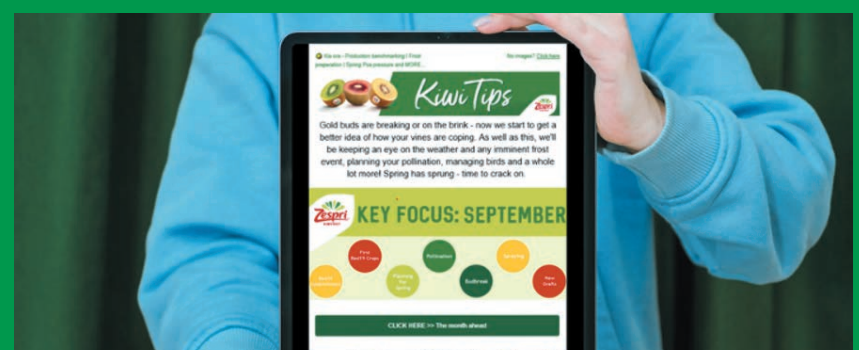
- [Canopy > Growing Kiwifruit > Psa > Zespri Weather & Disease Portal](#)
- [Canopy > Growing Kiwifruit > Psa > Good Practice - Psa Management](#)
- [Canopy > Growing Kiwifruit > Psa > Spray information > Spray plan](#)
- [Canopy > Growing Kiwifruit > Orchard Management > Weather Events > Frost](#)
- [Canopy > Growing Kiwifruit > Global Extension Team > KiwiChat Podcast](#)
- [Canopy > Zespri & The Kiwifruit Industry > GET Kiwifruit Spotlight Series > Issue 23: Efficient Irrigation](#)
- [Canopy > Growing Kiwifruit > Video > Water Management Videos](#)

## KIWITIPS

If you haven't already, we'd love for you to subscribe to our *KiwiTips* e-newsletter.

Dispatched monthly, this email is a treasure trove of useful info, good practice advice and the latest info and research from the Global Extension Team. You'll get a heads up on the month ahead on orchard, links to the latest episodes of the *KiwiChat Podcast*, and plenty of inspiration.

You can find back editions on Canopy, and if you want to sign up it's easy. Simply visit the following link: [Canopy > Zespri & The Kiwifruit Industry > KiwiTips > Register](#).





# NZKGI PODCAST ON FRUIT QUALITY IN EUROPE



In 2022, NZKGI Chairman Mark Mayston and Executive Member Sally Gardiner undertook a first-hand check of fruit quality landing in European ports and recorded their findings in a NZKGI podcast.

One year later, Sally and Mark have returned from another visit to Europe to see how fruit quality is stacking up in 2023. In a newly recorded podcast, Sally talks about her visit to see kiwifruit facilities in Zeebrugge, Antwerp and Tarragona. On the back of a bad quality year in 2022, there was hope to see a significant improvement in quality in 2023.

Fruit quality was seen to be better in market, with a focus on picking practices and lower volumes making inventory management easier as well as improvements in processes and increasing the capability in market to manage the fruit. However, Sally says that there is still further room for improvement, both in market and on-orchard.

Both Sally and Mark spent several days standing at checking lines opening boxes of fruit as well as walking through coolstores trying to identify problems. Some storage problems with the late arrival of kiwifruit were identified, as well as short stalks, fungal growth and skin disorders.

In addition to inspecting fruit arrivals, Sally and Mark also viewed fruit in stores where they were able to compare prices as well as meet with Zespri Europe staff to talk about the current and future seasons. The Zespri Europe staff are passionate about their jobs and wanted New Zealand growers to know of the importance of quality for consumers. They also wanted growers to know that we are all in this together, no matter where we are along the supply chain.

You can listen to a NZKGI podcast of Sally's findings here: [www.soundcloud.com/nzkgi](http://www.soundcloud.com/nzkgi).

## 2023 AGM RESULTS



In case you missed our Special Bulletin after the Annual General Meeting (AGM), all Resolutions were passed. Thank you to all grower members who voted.

There was one three-year grower member vacancy for the KVH Board and one candidate standing for election. Therefore, Simon Cook has been duly elected. As David Tanner has retired from the KVH Board there was an additional vacancy for the remainder of his term and election results confirm Liarna White's appointment as Grower Director. We welcome Simon and Liarna to their new roles.

All AGM documents (including Resolutions, financial statements, and budget information) are available to reference on the [KVH website](http://kvh.org.nz).



KVH Board Chair Simon Cook, and new Grower Director Liarna White.

## SPOT THE UNEXPECTED



We're launching a new campaign over the coming days as a reminder of the importance to spot unexpected signs of disease on vines, and make a report of anything that could be a concerning biosecurity risk.

We can expect recent environmental factors and weather to affect the health of kiwifruit vines, but if you spot unexpected and unusual symptoms of disease snap a photo and report it. It might be a biosecurity risk. Together we can stop potential spread and safeguard our orchards.

Look out for the reminder posters and social media ads, and if you'd like your own posters, please get in touch at [info@kvh.org.nz](mailto:info@kvh.org.nz) and we'll send them out to you.



KVH's 'Spot the Unexpected' campaign will feature across social media over the coming months, as we head into warm weather and signs of biosecurity threats may show on vines.

## SPOTTED THIS STINK BUG?



There is a new addition to the kiwifruit industry's list of most unwanted threats – the Yellow Spotted Stink Bug (YSSB). Why and how did it make the cut?

KVH regularly talks about various pest and disease risks, but which ones are at the top of the list and how are they ranked?

There are several aspects to it, but one of the key mechanisms we use is constant scanning for any emerging risks offshore that may pose a risk to our industry here in New Zealand.

We do this several ways - screening of literature, connecting with our offshore colleagues (such as ZGS), reaching out to our international networks, and having informal conversations. These all feed into the creation of our long list of potential biosecurity threats, which is currently sitting at around 120.

To prioritise, we have a risk matrix. This is a living document aimed at providing an appropriate, simple, and useful way to clarify the thought process behind the prioritisation of our readiness and response planning. It helps to make sure that our investment in biosecurity readiness is targeted, well managed and clearly communicated.

It's pretty simple really - the risk matrix consists of four categories; the likelihood of entry and establishment in New Zealand, and the potential production and market access impacts should this occur. The matrix is then reviewed annually in June when the annual high-risk season (September-May) has passed.

We have just updated the risk matrix and the top eight organisms become our industry "Most Unwanted". Many of the pests and pathogens that feature in the latest version will look familiar – Brown Marmorated Stink Bug (BMSB) and Spotted Lanternfly (SLF) for example. However, we do have a new addition, the Yellow Spotted Stink Bug (YSSB).

YSSBs are large distinctive stink bugs with yellow markings on their backs. Adults are 18-23 mm long, or about the size of a 20c piece and much bigger than shield bugs normally found in New Zealand. Like other stink bugs, it is a hitchhiker that could get here several ways – on machinery and cargo, cars, containers, or even in luggage.

But why has it jumped up the ranks?

In recent years, detections of YSSB have increased at our borders, and although numbers are low in comparison to its close relative the BMSB, it does increase potential for entry.



A Yellow Spotted Stink Bug found by officials clearing goods in Japan before shipment to New Zealand. Credit: Ministry for Primary Industries.

The Yellow Spotted Stink Bug is about the size of a 20c coin and bigger than stink bugs normally found in New Zealand. Credit: Ministry for Primary Industries.

There have been reports of establishment outside its native range (Asia) - namely in Albania and Brazil. While these countries do not pose a significant risk as we do not have large trade pathways with them, it does increase the invasive and establishment potential.

Because YSSB is normally not found outside Asia, little has been recorded in English literature. KVH and Zespri Innovation commissioned a project to comprehensively review Chinese language literature and databases to better understand the impacts the bug has in kiwifruit in China. This work highlighted that YSSB has a wide host range, including kiwifruit, and that both adults and nymphs feed on leaves, flowers, buds, vines, and the fruit itself. It is considered a significant pest of kiwifruit with reports of up to 30% damage on the most impacted orchards. Severe damage was seen at orchard edges, as YSSB moves across the landscape from host to host. However, there is some good news as much of the readiness efforts that have been invested into BMSB should be applicable to this stink bug also.

KVH's Most Unwanted list is representative of our key types of threats and by focusing our readiness efforts on these we should also be providing generic readiness that captures all key threats. With the new update we can further focus our efforts into readiness planning, alongside Biosecurity New Zealand, and other affected sectors.

The new Most Unwanted foldout flyer and poster are available at [kvh.org.nz](http://kvh.org.nz) or get in touch with us at [info@kvh.org.nz](mailto:info@kvh.org.nz) if you'd like copies posted to you.

Remember, if you think you may have spotted an unwanted stink bug or any other exotic pest, be sure to catch it (if you can), snap a picture, and report it through to the Biosecurity New Zealand hotline on 0800 80 99 66, or contact KVH at 0800 665 825.



KVH's Most Unwanted poster and flyer have been recently updated to show the industry's top threats, now including the Yellow Spotted Stink Bug.



# Q&A FROM THE FIELD

## Why are there changes to GAP this year?

Zespri follows GLOBALG.A.P. standards as a way to demonstrate to our customers and consumers that we produce our kiwifruit to a high standard, and it is now a minimum requirement to secure shelf space in many of our markets. GLOBALG.A.P. is always evolving to ensure that standards for food production align with customer values and expectations – approximately every five years, a new version is released. This year, version 6 was released, including an increased focus on the environment and continuous improvement. The GLOBALG.A.P. programme protects the integrity of the Zespri brand and ensures our kiwifruit is safe to eat, is produced ethically, and meets environmental standards.

The updated grower manual is available on Canopy together with training videos and info sheets to help you navigate the changes. To find what you are looking for, go to [Canopy > Growing Kiwifruit > Zespri GAP > Grower Manual](#), as well as [Canopy > Growing Kiwifruit > Zespri GAP > Training & Support for Zespri GAP 2023/2024](#). If you'd like to request a printed or USB copy of the grower manual, please email [preharvest.mailbox@zespri.com](mailto:preharvest.mailbox@zespri.com).

## When will the taste payment percentage changes be notified?

Following detailed discussion during July and August, including within the ISG Period 1/Time Sub groups and the NZKGI Performance Committee forums, Organic Management Committee (OMC), and NZ Certified Organic Kiwifruit Growers Association (COKA) meetings in September, as well as at Industry Advisory Council (IAC) meetings in July and August, Zespri is seeking further feedback on the proposal to make a material adjustment to the Taste Zespri programme.

In late September/early October, IAC approval will be sought via an out of session recommendation paper, after which any changes to the Taste programme across all fruit groups will be communicated to growers in early October.

The Period 1/Time sub group will then continue to work through KiwiStart and Time levers throughout October/November with indicative rates for 2024 season confirmed in December 2023.

## Where can I find a copy of my Zespri Variety Licences?

You can find a copy of your Zespri Variety Licences for all your KPINs by logging onto the Industry Portal, which can be accessed via Zespri Canopy. Go to the 'Orchards' tab, select the KPIN, and then 'Documents'. You can then download your licence documents from here. Alternatively, you can email the licence team for a copy at [new.cultivars@zespri.com](mailto:new.cultivars@zespri.com).

## I missed the last Zespri RubyRed Kiwifruit Season Review meeting. Was it recorded?

Zespri hosted the August Zespri RubyRed Kiwifruit Season Review on 24 August. The session provided insight into the market performance of Zespri RubyRed Kiwifruit during the 2023 season, financial forecast, and potential changes being considered by Zespri for the upcoming season to assist growers in the near term. The session was recorded and can be found here: [Canopy > Zespri & The Kiwifruit Industry > News > August RubyRed Season Review Recording](#).

## What do I need to do to update my bank account with Zespri?

If you get your Loyalty Payment paid directly from Zespri and your bank account details change, then you need to notify us. To change your Bank Account details on our system, we require a GST number and your new Bank Account number via Proof of Account/Deposit Slip. You can also reach out to Grower Support Services for a Payment Instructions form, or if you have any questions contact the Grower Support Services team on 0800 155 355.

## How do I know who my Grower Relations Manager is and how can I make an appointment to meet with them?

Refer to the list on this page which outlines our new Grower Relations team members. Please don't just wait for them to come and see you - reach out to them via the contact number or email provided to find out when they will be in your area next for a catch up.

## APPOINTMENT OF EXECUTIVE OFFICER FOR GROWER AND INDUSTRY ENGAGEMENT

**Congratulations to Tracy McCarthy who has been appointed as our Executive Officer for Grower and Industry Engagement.**

Tracy's focus will be on reshaping and strengthening Zespri's engagement with growers and the wider industry as we focus on engaging better and building a more collaborative, successful and resilient industry for growers.

Tracy brings a wealth of experience to the role, having started at Zespri in 1999, and has strong connections with the industry and a deep understanding of what matters most to growers. During her time with Zespri, she has built experience in a range of roles in our Grower and Industry team and led key initiatives within the business, including the recent transformation of our licence release programme in 2023.

Zespri Chief Operating Officer, Jason Te Brake notes that throughout the extensive recruitment process, Tracy displayed a depth of experience and a clear vision for how to better work alongside growers and the industry to strengthen our industry for the future.

"I look forward to working with Tracy in her new role as Zespri looks to reset our industry engagement approach to focus on delivering the right solutions for growers," says Jason.



Tracy McCarthy.

## MEET OUR NEW LOOK GROWER RELATIONS TEAM



Left to right: Brad Ririnui, Teresa Whitehead, Sylvia Warren, Mal Singh, Jemma Pryor, Robin Barker-Gilbert, Richard Jones, Glen Arrowsmith. Below: Sue Groenewald.

### To strengthen Zespri's connection with growers and industry, Zespri is relaunching its grower relations function.

Zespri Head of Grower and Industry Relations, Glen Arrowsmith says the changes respond to feedback received through the July Shed Talks where many growers noted they were not sure who to contact for their region and that there was a need for the function to better support Zespri's connection with growers and the wider industry.

The new structure follows key recent appointments including that of Tracy McCarthy as Executive Officer for Grower and Industry Engagement, and Malkit Singh as Grower and Industry Relations to lead the Grower Relations team. Sue Groenewald was also recently appointed to take on the new role of grower engagement for Zespri RubyRed Kiwifruit growers. These new appointments have created opportunities for Jemma Pryor and Robin Barker-Gilbert to join the team in the critical roles of supporting the regions of Te Puke and Katikati.

The former Grower Liaison Manager roles have become Grower Relations Managers and the regional areas and responsibilities have been reallocated through the team. The Grower Support Services 0800 hotline will be led by Sasha Avery and is now integrated with the Grower Relations team.

"We are pleased to have an experienced team who are well known to growers and industry stakeholders and are here to support you," says Glen.

"Zespri's Grower Relations team are the bridge into our kiwifruit growing community, dedicated to cultivating trusted relationships, engaging on industry issues, and providing insights into and out of Zespri."

The Grower Relations Managers' regional territories have been updated to reflect the team changes and are outlined below. The team are keen to talk with as many growers as possible across their regions, but don't wait for them to contact you - reach out to your Grower Relations Manager to connect and also find out when they are next going to be in your area for a visit.

**Tracy McCarthy – Executive Officer  
Grower and Industry Engagement**  
027 471 6236  
[tracy.mccarthy@zespri.com](mailto:tracy.mccarthy@zespri.com)

**Glen Arrowsmith – Head of Grower  
and Industry Relations:**  
027 471 6235  
[glen.arrowsmith@zespri.com](mailto:glen.arrowsmith@zespri.com)

**Malkit Singh – Grower and Industry  
Relations Manager (and Grower  
Relations team leader):**  
027 665 0121 | [mal.singh@zespri.com](mailto:mal.singh@zespri.com)

### GROWER RELATIONS MANAGERS

- **Sylvia Warren – Gisborne,  
Opōtiki, Whakatāne, Pukehina,  
Pongakawa:** 022 101 8550  
[sylvia.warren@zespri.com](mailto:sylvia.warren@zespri.com)
- **Jemma Pryor – Te Puke:**  
027 283 6192  
[jemma.pryor@zespri.com](mailto:jemma.pryor@zespri.com)
- **Richard Jones – Waikato,  
Auckland, Northland, Ōropi,  
Omanawa, Lower Kaimai:**  
027 255 6497  
[richard.jones@zespri.com](mailto:richard.jones@zespri.com)

- **Brad Ririnui – Tauranga,  
Paengaroa, Hawke's Bay:**  
021 757 843  
[brad.ririnui@zespri.com](mailto:brad.ririnui@zespri.com)

- **Robin Barker Gilbert – Katikati,  
Nelson:** 027 283 6192  
[robin.barker-gilbert@zespri.com](mailto:robin.barker-gilbert@zespri.com)

### SPECIALIST MEMBERS

- **Sue Groenewald – Grower  
Relations Manager - Red, as  
well as regional responsibility for  
Athenree, Waihi, Coromandel,  
Lower North Island:**  
027 493 1987  
[sue.groenewald@zespri.com](mailto:sue.groenewald@zespri.com)
- **Teresa Whitehead – Grower  
Relations Manager for Organics:**  
027 257 7135  
[teresa.whitehead@zespri.com](mailto:teresa.whitehead@zespri.com)

### GROWER SUPPORT SERVICES

0800 155 355  
[contact.canopy@zespri.com](mailto:contact.canopy@zespri.com)

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FOR FURTHER INFORMATION OR FEEDBACK PLEASE CONTACT: THE ZESPRI GROWER SUPPORT CENTRE (0800 155 355) P.O. BOX 4043, MOUNT MAUNGANUI. TEL: 07-572 7600, FAX 07-572 7646 [www.zespri.com](http://www.zespri.com) [canopy.zespri.com](http://canopy.zespri.com) EMAIL: [contact.canopy@zespri.com](mailto:contact.canopy@zespri.com)

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