



Frankly Speaking - Week 12

Week ended Sunday 28 March 2021

Welcome to our week 12 Frankly Speaking update. In this update we are bringing you up to speed with our progress in harvest 2021, as we are about to take a rain break when the canopies are emptied.

Firstly, let me apologise for continually filling your email inbox with updates, there is a lot going on and there are many changes out of Zespri that we are having to make adjustments for. You can be forgiven for wondering why the Industry goes to all the trouble of planning when so many changes start popping up. We have professionally worked our way through the changes to optimise opportunities and deliver a professional, timely and safe harvest to you.

Labour has been problematic, particularly after paydays and in the weekends. We tend to be light on numbers at those times and fatigue is adding to the pressure. We are just completing a nine day continuous packing stretch, and understandably people are getting tired. The rain has come at the right time for the packhouse's to have an overdue rest. The investment made by Seeka in getting the 300 RSE's has been invaluable, and we have been able to deploy these RSE's to the sites to shore up the numbers. But we still remain short and for some roles this means people have been working really hard to compensate for the shortages. As an example I am in awe of those working in tray prep, those people have to really hustle, and at times for long periods. Honestly, just incredible and there are many others across the teams going above and beyond day after day to get the fruit into a box and loaded onto the vessels.

We have appreciated the fantastic crops that have been delivered to the sheds this year. The standard of crops are some of the best we have handled and poor lines have been the exception. There are growers with more than 100 trays per bin. The investment made in the orchard and your effort has relieved some of the pressure in the shed and meant that we can get to the next line faster. Thank you for your effort – it has been a privilege to handle those lines and we appreciate it.

As a result, and aided by our technical team, we have packed above our market share through the first-past-the-post section of SunGold kiwistart. We are underway with Hayward, and we are printing extra bin-cards, perhaps a sign of the crop to come?

There are no major safety incidents to report – please stay focussed.

So where are we at:

SunGold organic the supply cap closed last night and a new supply cap opened for Y and T band only, for 200,000 trays. The rate until Tuesday 30 March is \$2.01 on average and it then becomes \$1.49 until Tuesday 6 April.

SunGold conventional the supply cap closes at mid night tonight, and then we are in the week 13/14 allocation. Seeka has 1.2m trays to fill and are lining up the fruit to be packed by Tuesday 6 April. There is a rate change so that the average rate from midnight tonight until midnight 1 April is \$2.55 and it then becomes \$1.66 until midnight on Tuesday 6 April.

Hayward conventional supply cap remains open at 10m trays the average rate until Saturday 3 April is \$2.69 and then it changes to \$2.18 until Friday 9 April.

Hayward organic supply cap is open at 800K trays and there has not been any clearances for this category, the rate until Saturday the 3 April is \$4.65 and then it changes to \$3.76.

Sweet green is not procured in the same way as the Hayward or SunGold and the supply premium this week is \$0.75 which runs through until midnight Friday 2 April.

To the numbers:

SunGold Conventional

Industry Submit: 19,686,645 trays	Industry average size: 27.75
Seeka Submit: 4,420,247 trays	Seeka average size: 27.36

SunGold Organic

Industry Submit: 552,483 trays	Industry average size: 28.13
Seeka Submit: 166,976	Seeka average size: 28.86

Hayward Conventional

Industry Submit: 718,009 trays	Industry average size: 34.31
Seeka Submit: 236,647	Seeka average size: 32.76

Sweet Green

Industry Submit: 69,566 trays	Industry average size: 37.37
Seeka Submit: nil	Seeka average size: nil

Happy and safe harvesting!

Kind regards

Michael

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