



Frankly Speaking - Week 14

Week ended Sunday 11 April

Welcome to this edition of Frankly Speaking, Seeka's update to its growers and stakeholders.

There is a halt in the harvest with the rain. It looks like we have a week of patchy weather, where we will only be able to pick in fine spells where the orchards and canopy has dried out sufficiently to safely harvest. We are about 38% of our way through the harvest our SunGold estimated crop volume and looking for fruit for storage when we get back into it.

Technical Update

Our technical team is running a webinar outlining what we are seeing from the SunGold monitor data with a focus on mainpack fruit maturity. Please join the team using the link below, the details are:

Tuesday 13 April 2021 at 3.30pm

Link: <https://seeka.zoom.us/j/81194344454>

Without stealing their thunder – this is a very unusual harvest. Early maturing SunGold fruit was typically from developing orchards and 7 to 10 days early, but the mature orchards look to be later maturing than normal. Weather is unseasonably warm, it's wet and canopies remain fired up. Fruit pressure while softer is holding. Join our webinar to find out what this all means.

Harvest 21

The SunGold Organic cap and the Hayward conventional first past the post cap closed last night. We are focussing on building a Hayward inventory (both organic and conventional) for Zespri demand along with packing SunGold storage fruit. For storage, ideally we are looking for:

- Above 10 brix – ideally 12 – 12.5 – and from orchards that have accumulated brix slowly is preferred
- Tight distribution of brix, dry matter and pressure with no runaways in-particular brixes
- Harvested at high % of Brix when fully ripe (minimum of 63%)
- Pressure under 6 kg/F
- NO late girdles
- Open canopies

Of course some of our larger growers will just have to keep going. To help our SunGold growers who are struggling with small sizes achieving minimum taste in mainpack, Seeka will make the mainpack 39's that fail to achieve minimum taste a non-chargeable reject. So that is for here on for the rest of the harvest.

Our labour situation has eased. Seeka packed through Easter, including both statutory holidays. Some other post-harvest companies didn't, and we have seen worker migration to Seeka.

The load out teams are extremely busy this week. Our teams will load out 2.346m trays this week of high quality product in spec and on time. Easily a record, but with some considerable effort.

Finally – there have been numerous adjustments made in the harvest arrangements this year. It's actually hard to think of something that has not been adjusted on the way to here. The latest batch of adjustments includes:

- Hayward Conventional week 14/15 allocation and rates have been extended through until Sunday 18 April, moving from the Friday cutoff
- The week 14/15 rate for Hayward Organic has been extended from Friday 16 April to Sunday 18 April
- The Sweet Green early supply premium for week 14/15 has been extended from Friday 16 April to Sunday 18 April
- The SunGold mainpack allocation has been extended from Tuesday 13 April to Thursday 15 April

To the numbers:

SunGold Conventional

| | |
|-----------------------------------|------------------------------|
| Industry Submit: 30,676,789 trays | Industry average size: 27.53 |
| Seeka Submit: 6,363,931 trays | Seeka average size: 26.98 |

SunGold Organic

| | |
|--------------------------------|------------------------------|
| Industry Submit: 763,453 trays | Industry average size: 27.56 |
| Seeka Submit: 166,957 trays | Seeka average size: 28.86 |

Hayward Conventional

| | |
|----------------------------------|------------------------------|
| Industry Submit: 8,208,321 trays | Industry average size: 33.02 |
| Seeka Submit: 2,729,109 | Seeka average size: 32.90 |

Hayward Organic

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|-------------------------------|------------------------------|
| Industry Submit: 55,119 trays | Industry average size: 35.63 |
| Seeka Submit: 13,899 | Seeka average size: 35.48 |

Sweet Green

| | |
|--------------------------------|------------------------------|
| Industry Submit: 160,757 trays | Industry average size: 37.00 |
| Seeka Submit: 19,818 | Seeka average size: 36.02 |

Happy and safe harvesting.

Kind regards

Michael

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