



21 November 2017

## 2018 Orchard Sampling

Dear Zespri Grower,

In preparation for the 2018 harvest Eurofins Bay of Plenty (Eurofins BOP) and Zespri are currently finalising orchard sampling requirements for both maturity clearance and residue sampling. Each season many samplers are required to be employed and trained to service the kiwifruit industry's requirements. To help determine both specific orchard requirements and sampling resource requirements Eurofins BOP will be contacting the primary contact listed in their database for each orchard over the next few weeks to determine the following:

- Confirmation that they are the primary contact for orchard related information requirements such as orchard health and safety information
- Confirmation of primary contact mobile number (to enable notifications to be sent and to facilitate contact if required)
- Primary contact email address
- Sampling method – Quad or Foot (where quad sampling offered). Note that foot sampling identified at this stage of the season is expected to cost \$30-\$40 more than quad sampling. Foot sampling identified closer to harvest will likely incur a higher cost or may not be possible in the same timeframe as quad sampling due to resource constraints.
- Orchard arrival requirements - any requirements of samplers when entering the orchard (including whether a health and safety software system is used so the app can be downloaded prior to arrival). Note: if there is a requirement for the sampler to contact the primary contact prior to orchard arrival and the primary contact cannot be reached, the sample cannot be collected.
- Listing or confirmation of significant hazards/risks

We have also published the following sampling related documents on the [canopy.zespri.com](http://canopy.zespri.com), [eurofins.bop.co.nz](http://eurofins.bop.co.nz) and [nzkgi.org.nz](http://nzkgi.org.nz) websites and encourage growers to familiarise themselves with the contents of the documents:

- Health and Safety On-Orchards:  
<https://canopy.zespri.com/EN/grow/crop/harvesting/Documents/Eurofins-HnS-Orchards.pdf>  
This document summarises the on-orchard health and safety policies and procedures to give clarity around the circumstances on orchards that are not considered safe for maturity clearance and residue sampling. It provides detail on the policies for sampler training and equipment and provides standard operating procedures for extreme circumstances such as long grass, collapsed structures, spraying etc. Growers need to read this document prior to the sampling season to ensure their orchard complies.
- Orchard Sampling Stop Sampling Procedure  
<https://canopy.zespri.com/EN/grow/crop/harvesting/Documents/Stop-sampling-procedure.pdf>  
This document outlines the process that will be followed if an orchard is not considered safe for maturity clearance and residue sampling.

In response to grower requests to provide better notification when samplers will be visiting orchards a new notifications process will be implemented. This will improve the visibility of sampler arrival and departure timing

but will mean that specific time requests will not be able to be accommodated. The following sample notifications will be available to be sent to each primary contact:

Trigger	Notification
The day prior to sample collection, typically within 15 minutes of sample request	Eurofins BOP will be sampling KPIN [XXXX] on [DD/MM]. Please call 07 549 1044 if you have new Health and Safety issues you need to tell us about.
When the sample collection order is finalised the night before sample collection	An estimate of arrival time
When finished sampling the previous orchard (or at the start of the day for the first sample of the day)	An estimate of arrival time based on the distance from the orchard
When the sampler arrives at the orchard	I am here
When the sample is completed	Sample completed and leaving the orchard

If you have any questions about this letter or about maturity clearance and residue sampling in general, please contact either Eurofins BOP direct on (07) 549 1044 or the Zespri contact centre on 0800 155 355.

Kind regards,

David Courtney



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