



GLOSSARY

Zespri Variety names:

Business Name	Abbreviation	EDI variety code	Zespri brand name	PVR denomination (legal name)
Hayward	HW	HW	Green	Hayward
Gold 3	G3	GA	SunGold	ZESY002
Hort16A	16A	GK	Zespri Gold	HORT16A
Red 19	R19	RS	Ruby Red	ZES008
Green 14	G14	HE	Sweet Green	ZESH004

Terms and Definitions

Term	Definition
5-Year Outlook	Annual document outlining Zespri's strategies for each category for the next 3 years and beyond.
12-month supply	Sourcing kiwifruit globally, for supply to Zespri customers and consumers year-round.
Allophanic Soil	Crumbly, free draining soil with limited natural fertility.
Apical dominance	The growing shoot tip inhibits the growth of lateral or axillary buds.
Bio-stimulants	Include diverse formulations of compounds, substances and micro-organisms that are applied to plants or soils to improve crop vigour, yields, quality and tolerance to stresses.
Black seeds	The number of mature black seeds in a fruit. It is used as a measure of maturity.
Botrytis	A pathogenic fungus that causes grey mould and storage diseases in kiwifruit.
Brix	Percentage of sugar by weight (grams per 100mL water) in juice of kiwifruit.
CA	Controlled Atmosphere - regulating the O ₂ and CO ₂ levels, as well as temperature and humidity of sealed storage facilities; slows down ripening (effectively putting fruit into hibernation) and improves firmness of stored fruit.
Checkpoint	Process/check undertaken at wharf - fruit is electronically scanned as it is loaded onto the vessel.
Chlorosis	Condition in which leaves produce insufficient chlorophyll so may be pale, yellow or yellow-white. Often a symptom of phytotoxicity.
Collaborative Marketer	KNZ approved kiwifruit exporter from NZ (other than Zespri).
CPS	Crop Protection Standard - Set of rules for agrichemical use, determined by Zespri, which ensures fruit meets legal requirements of export markets as well as customer and consumer requirements for food safety and sustainability.
Cultivar	New variety produced by selective breeding.
Dioecious	Having separate male and female plants.
DM	Dry Matter - calculated as the ratio of dry to fresh weight. DM = Dry weight ÷ fresh weight. Dry weight constituents include carbohydrates, proteins, acids and minerals.

EDI	Electronic Data Interface – supply chain information transferred from Postharvest operators to Zespri.
Exudates	Fluid leaking from Psa infected vines from cankers or wounds; may be red/orange or white, may appear as dried stains rather than fresh.
FOBS	Free On Board Ship – a trade term, Zespri takes ownership of the fruit when it is loaded on a vessel.
Fruit and Service Payments	Payments made by Zespri for supply of fruit. Fruit payments (submit and progress payments) and service payments are in place to incentivise the supply of kiwifruit with desired characteristics to gain the best sales return.
Global GAP	Global Produce Working Group code for Good Agricultural Practice – set of criteria under which fruit is produced, audited annually. Growers must have Global GAP certification for Zespri to accept their fruit into inventory.
Gold3	Gold cultivar commercialised by Zespri in 2010, otherwise known as SunGold. Replaced ZespriGold (Hort16A) that was susceptible to Psa. Has PVR protection; growers must purchase license to be able to grow it.
Gold9	Gold cultivar commercialised by Zespri in 2010, otherwise known as ZespriCharm. It was decommercialised due to faults in its storage ability and physical appearance.
Green14	Green cultivar commercialised by Zespri in 2010, otherwise known as SweetGreen. Sweeter fruit than the traditional green Hayward. Has PVR protection; growers must purchase license to be able to grow it.
Hayward	Green cultivar, predominant variety since the 1960s.
Hort16A	Gold cultivar commercialised by Zespri in 2000, otherwise known as ZespriGold. Hort16A was highly susceptible to Psa and was replaced by Gold3.
IAC	Industry Advisory Council – made up of representatives of Zespri, Growers and Supply Entities; manage issues relating to the supply contract - the treatment of and payment of fruit and matters with material financial implications for growers.
ISG	Industry Supply Group – made up of representatives Zespri, Growers and Supply Entities; manage decisions relating to the supply chain process - quality assurance and rules around labelling, packaging and the export of kiwifruit.
IT	International Tray – single layer packaging tray for fruit (size 18-36), 3.6kg.
KISP	Kiwifruit Industry Strategy Project – long term plan developed by industry representatives to achieve market, strategic and financial goals for the benefit of NZ Growers.
Kiwistart	Period early in Harvest (ISO weeks 11/12 to 18/19, although dates vary with variety and can change depending on maturity) for which a premium is paid for fruit submitted, as an incentive to ensure supply of kiwifruit early in the season.
Kiwigreen	Zespri’s Integrated Pest Management programme for pest and disease control, uses environmentally responsible production methods to ensure minimal/nil chemical residues.
KNZ	Kiwifruit New Zealand – industry regulator who give Zespri the mandate to be the vehicle for the SPE. Also allows other exporters to trade NZ grown kiwifruit outside of Australasia via collaborative marketing agreements.
KPIN	Kiwifruit Property Identification Number – a unique ID that every orchard must have. Allows traceability of fruit.
KVH	Kiwifruit Vine Health – independent industry body responsible for biosecurity.
M2	Modular Double – packaging tray with 2 layers of fruit (Green and Gold).
MB	Modular Bulk – loose fill packaging for fruit, 10kg net fruit weight (Green).

ML	Modular Loose – loose fill packing for fruit, 6.8kg net fruit weight (Gold).
MRL	Maximum Residue Level – every agricultural compound used in food production has a maximum residue level set. Each country determines its own MRLs.
MTP	Maximum Taste Payment – Determined by Zespri each year for each variety (amount per tray). Growers receive a taste payment – a portion of the MTP per tray depending on their TZG and size profile.
MTS	Minimum Taste Standard – Zespri initiative used to optimise taste, sets minimum DM levels for crops to be exported.
NSS	Non-Standard Supply – fruit that does not meet Zespri’s Class 1 standard i.e., small or below MTS. Sold on local market, processed or used for stock food.
OGR	Orchard Gate Return – Net Income a grower receives (Income from Zespri less Cost of Postharvest).
Osmoregulation	Process of maintaining internal balance between water and dissolved materials (electrolytes) regardless of environmental conditions.
Phenology	Study of the timing of biological events in the lifecycle of plants and animals such as bud break, flowering, maturity, dormancy.
Phloem	Transport tissue in vascular plants; conducts sugars and other metabolic products downwards from the leaves.
Phyosanitary	Verification (in terms of inspection or provision of a certificate) that plants or plant products are free from quarantine pests or diseases.
Phytotoxicity	Toxic effect by a compound on plant growth; range from delayed growth, misshapen leaves or fruit, discoloured or dead spots on leaves, to death of the plant.
PLU	Price Look Up – identification number affixed to produce (by fruit sticker) to make check-out and inventory control easier.
Psa	<i>Pseudomonas syringae</i> pv. <i>actinidiae</i> – bacterial disease that affects kiwifruit vines.
Psa-V	Indicates the virulent strain of the bacteria that exists in New Zealand.
Postharvest	Packhouse and cool-store operations.
Sclerotinia	A pathogenic fungus that causes fruit loss from diseased fruitlets, fruit scarring and field rot in kiwifruit.
Size profile	Fruit range in size from size 16 to size 46. Size is relative to weight, so fruit sizes correspond to the number of fruit that can fit into a 3.6kg tray (IT). Size profile is the number of trays of each size grade in a crop.
SPE	Single Point of Entry – use of one exporter rather than multiple exporters e.g., Zespri holds the SPE for the NZ Kiwifruit industry.
TE	Tray Equivalent – unit of volume measurement based on a single layer tray (IT).
TZG	Taste Zespri Grade – Figure calculated from the dry matter of fruit at each size profile in the crop. Used for calculating the taste payment a grower receives.
Xylem	Transport tissue in vascular plants; conducts water from the roots to the shoots and leaves.
Zespri	Zespri International Ltd (ZIL) – Limited liability company owned by current and past kiwifruit growers; the world’s largest marketer of Kiwifruit.
ZGL	Zespri Group Limited – Parent company of which ZIL is the operating subsidiary.
ZGS	Zespri Global Supply – program under which Zespri grows fruit in Italy, France, Japan, South Korea and Australia to ensure 12-month supply to retailers.

