

Harvest Information for DMS Growers

2011



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Overview

DMS – A leading Kiwifruit and Avocado Management and Post Harvest operator offering a complete package to Growers and Industry Investors in the Bay of Plenty.

Our philosophy is “Increasing Grower Profit”.



Craig Greenlees – Director



Paul Jones – Director



**Derek Masters -
Chief Operating Officer**

Post Harvest Services

Our business is fully integrated, with orchard managers playing a key role in the harvest season and having a close relationship with the DMS packing and coolstore services. In assisting growers to improve their orchards and growing superior crops, DMS requires that leased and managed crops are packed through a DMS packhouse – in return we undertake to provide a very competitive price and quality of service.

DMS provides full management of harvesting and cartage of fruit to the packhouse. All machinery and labour is provided. If growers wish to provide some machinery themselves a reduced charge can be negotiated. Some growers elect to organise harvesting and/or cartage themselves.

Quality of Operation

DMS offers a quality service in all things we do beginning with dedicated, experienced staff in key areas of operation.

DMS staff aim to go “the extra mile” to maximise crop value through fruit size, dry matter, storage incentives, Kiwistart and delivering this product to the wharf in a state that will meet ZESPRI’s specification.



Client Services

As a DMS Grower you will have a Client Services Manager who will be your direct link to all services and information provided by DMS. Client Services maintain a high standard of communication by providing accurate information and a rapid response to clients' requests.



Bruce Macdonald
Manager – Client Services
027 222 4700



Jeff Wagstaff
Client Services Manager
027 280 3546



Matt Moore
Client Services Manager
027 203 4506



John Emett
Avocado Manager
027 476 9087

DMS Tauranga Office, PO Box 13 210 Tauranga
Ph: 07 578 9107, Fax: 07 571 0253
Email: contact@dms4kiwi.co.nz
Website: www.dms4kiwi.co.nz

We pride ourselves on the quality of information we provide to our Growers which includes the following:

- Annual report
- Prospectus
- DMS Vine Lines
- Grower Packing Report and Payment Advice Notice
- Monthly Payment Statement
- Monthly Coolstore Status Reports

Clearance Process Details

Pre-harvest maturity testing is completed at the DMS laboratory in Te Puke. This is a free service to Growers who pack with DMS in 2011.

Fruit (Hayward) samples collected from each orchard maturity area are monitored for Brix, black seeds and dry matter. Colour development is also monitored (for Gold lines only).

Growers are notified of results and provided with information on the comparative rate of maturity development for each of their maturity areas. This information can be used to assist harvest decisions or redefine maturity areas to optimize clearance opportunity.

DMS registers all orchard maturity areas with Agfirst (the industry independent clearance lab) on behalf of the grower. When DMS monitored results indicate that maturity areas are close to reaching ZESPRI clearance criteria the DMS lab issues requests for final clearances to be made.

Agfirst must complete final clearance for all fruit lines for the industry. Agfirst dry matter results are used to generate TZG payments. Results are communicated to growers as soon as they become available (growers can also directly access results from the Agfirst website or alternatively from the ZESPRI canopy website).

Costs for the independent lab testing are charged to the grower.

Taste Bands

Taste ZESPRI®			
Grade (Based on Latest Test Sample)			
	HW1CK	HW10B	GK
Y	> = 0.53	> = 0.53	> = 0.55
T	> = 0.46 < 0.53	> = 0.42 < 0.53	> = 0.49 < 0.55
M	> = MTS < 0.46	> = MTS < 0.42	> = MTS < 0.49
MTS = Minimum Taste Standard			
= Average Dry Matter rates of Green ≥14.5% and Gold ≥ 15.0%			

Harvest Clearance Standards (Subject to change by ZESPRI)

Green Kiwistart	Gold – Protocol A
<ul style="list-style-type: none"> • 90 fruit sample • Brix Fractile is greater or equal to 4.8 degrees (the Brix Fractile is the Brix value of the third lowest fruit in a 90 fruit sample then the Brix values are sorted from lowest to highest). • TZG is greater or equal to 0.30 • 97% black seeds • Brix measured at blossom end of fruit 	<ul style="list-style-type: none"> • 90 fruit sample • Flesh colour – mean hue angle is less than or equal to 110 degrees • Green Fractile – less than or equal to 113.7 degrees
Green Modified Brix	Gold – Protocol B
<ul style="list-style-type: none"> • 90 fruit sample • Brix Fractile is greater or equal to 5.2 degrees • TZG is greater or equal to 0.30 • 97% black seeds • Brix measured at blossom end of fruit 	<ul style="list-style-type: none"> • 90 fruit sample • Green Fractile – less than or equal to 111.1 degrees
	<p>Gold – Protocol C</p> <ul style="list-style-type: none"> • 90 fruit sample • Green Fractile – less than or equal to 109.3 degrees
Green – Main Pack	Gold – Protocol N
<ul style="list-style-type: none"> • 30 fruit sample • Mean of 6.2 degrees Brix with not more than 9 fruit is less than or equal to 5.7 degrees Brix • Brix measured at both ends of fruit 	<ul style="list-style-type: none"> • 90 fruit sample • Green Fractile - less than or equal to 107.5 degrees

AgFirst Charges for Wasteful Tests:

- Charge \$200 if average Brix is less than 4.8 degrees
- Charge \$200 if % Black Seeds are less than 50%

Harvest Planning

Harvest Managers:

- Paul Jones (Kiwistart)
- Phill Reha (Te Puke)
- Tom Doughty (Tauranga/Katikati)
- Matt Moore (Gold Category)

Kiwistart – First Past the Post

ZESPRI allows early harvest of fruit under modified clearance criteria with “caps” or limits of supply in order to place product into the marketplace to gain maximum marketing leverage. This early supply is rewarded with payment incentives to compensate for disadvantage to the grower through loss of fruit weight or reduced dry matter accumulation between early harvest and traditional May harvest.

The clearance criteria for Kiwistart are based on a 90-fruit sample.

The taste ZESPRI Grade (TZG), Brix level (Green only), the Green Fractile (Gold only) and seed colour (Green only), will be key criteria used to determine suitability of fruit for Kiwistart. Refer to “Clearance Process Details” for details.

Fruit which has passed all clearance criteria (including spray diary clearance) can be packed until the volume required by ZESPRI has been entered into coolstore inventory.

Period 1 Supply Cap / Contract Allocation Summary				
Fruit Group	Procurement Type	Taste Bands	Week	2011 Feb
HW1CK Hayward	FPP (First Past the Post)	Y,T,M	12-13	3,000,000
HW1CK Hayward	Contract allocation	Y, T, M	14	2,000,000
HW1CK Hayward	Contract allocation	Y, T, M	15	1,500,000
HW1CK Hayward	Contract allocation	Y, T, M	16	1,500,000
HW1CK Hayward	Contract allocation	Y, T, M	17	2,000,000
HW1CK Hayward	Contract allocation	Y, T, M	18	2,000,000
HW1CK Hayward	Flexible Cap/Contract Volumes			3,700,000
Total				15,700,000
HW10B Hayward Organic	FPP	Y, T, M	11-18	300,000
HW10B Hayward Organic	Flexible Cap/Contract Volumes	Y,T,M		0
Total				300,000
GK1CK Gold	FPP: A,B,C,N division	Y,T,M	11-14	3,200,000
GK1CK Gold	FPP: B,C,N division	Y,T,M	15-17	3,000,000
GK1CK Gold	Flexible TBA Cap	TBA		4,500,000
Total				10,700,000
GK10B Gold Organic	FPP Protocol A,B,N	Y,T,M	11-14	100,000
GK10B Gold Organic	FPP Protocol B.N	Y,T,M	15-17	80,000
Total				180,000

*Please note: as DMS packs approximately 6% of total Industry Hayward, our allocation volume is based on 6% of the weekly allocation.

Green Kiwistart – Contract Allocation Period

The same clearance criteria are used for this period as for the “First Past the Post” (FPP) period. The DMS policy for the allocation period is as follows:

- On the day that the FPP volume is filled, all Kiwistart maturity areas that have a chance of passing, will be submitted to AgFirst on the same day. Those which fail will be out. Those which pass will be ranked by Brix (within the same Brix average, they will be ranked by Brix Fractile).
- This forms the priority list for the allocation period. If the week cutoff straddles two or more equally ranked maturity areas, the volume available is pro-rated.
- If a grower chooses not to pack KPIN’s ranked beneath on the list move forward.

Modified Brix

Should ZESPRI require additional fruit after the Kiwistart Period but prior to Mainpack additional fruit may be packed as “Modified Brix.”

The clearance criteria are described in the Clearance Process section. Clearance criteria may be subject to change by ISG to reflect seasonal needs.

Mainpack – early (late April, early March)

The clearance criteria for Mainpack Hayward is based on a 30 fruit sample as described in the Clearance Process section.

DMS will be actively seeking fruit in this period to fully utilize packing capacity and will be encouraging growers to pick once their fruit has met the clearance criteria

Mainpack 9th May onwards

Brix levels in orchards are monitored by the DMS lab. Clearance criteria is as per Mainpack – early season. Picking will be scheduled to prioritise:

- Maturity Areas with Brix which have achieved optimal levels
- Girdled maturity area
- Frost prone orchards
- Fruit which is softening

Our overall policy is to pick in order of Brix (i.e. highest Brix first).

Picking Policy

DMS will train contractors, auditors and supervisors using the DMS “harvester training” module and will provide contractors with a copy of this for their reference so they in turn train their pickers certifying them once trained. Only pickers who have been certified by the contractor as having completed this module will be used.

DMS will supply at least one auditor per orchard for each day of picking with a DMS crew. DMS reserves the right to place an auditor in “self pick” orchards.

The main points of the picker training are as follows:

- All pickers and people handling fruit in the field must wear picking gloves to help avoid fingernail damage
- Picking bags should be selected which are appropriate for the variety of fruit being picked and the physical stature of the picker
- Ensure the picking bag is adjusted so that the weight is distributed evenly across the picker’s shoulders. The picker must also be able to reach to the bottom of the bag to allow them to place the fruit at all times
- Pickers must develop a technique that removes the stalk from the fruit during picking as stalks are a major cause of physical damage
- All orchard hygiene rules are to be observed at all times
- Gold Kiwifruit must be placed into the bag sideways to help prevent the beaks from causing physical damage to other fruit while the bag is being emptied
- Green Kiwifruit must be placed into the picking bag and not dropped into the bag from height as this will cause bruising which can cause early softening in storage and subsequent fruit loss. Fruit should not be released until the pickers hand is inside the bag unless it has been fitted with a soft-handling attachment to the top of the bag
- Picking bags should not be overfilled. Overfilled bags lead to many problems. Fruit is likely to drop on the ground, fruit can be damaged on the bin edge during emptying and premature tiring of the picker is likely to occur
- Extreme care must be taken when emptying the picking bag. Pickers should not:
 - Rest bag on bin edge
 - Knock bag against the bin when lifting bag over bin side
 - Empty fruit vigorously out of bag especially into empty bin
 - Push fruit roughly by hand around the bin
 - Overfill bins. This will cause fruit to be damaged during bin handling
 - Put dropped or bruised fruit into the bin
 - Store bins in direct sunlight

- Bins should be level filled to minimize carting costs
- Picking crews must be controlled in number and two tractors provided per team so that pickers are not waiting for empty bins to arrive
- Tractors must be driven safely at a sedate pace so as to avoid damage to fruit and to reduce risk to personnel operating in the harvest zone
- No riding in bin trailers
- Bin cards must be applied immediately to bins once delivered to marshalling area
- Loader forks must be appropriate length for the bins being used. Fork length that is too long or too short will cause damage to bins and fruit
- Gold bins will be unloaded from bin trailer with forks and not dumped under any circumstances
- Trucks should be loaded from both sides and bins not pushed across the deck
- Empty bins should be handled with care. When tipped onto their side awaiting loading onto the picking trailer, the maximum stack height is two. Stacks higher than two must not be tipped as this will damage the bins
- Unauthorised personnel must be restricted from the bin loadout and marshalling areas
- Grower attendance is encouraged and appreciated during harvesting as the extra presence helps keep pickers focused
- We request Growers to ensure that orchard tracks and loadout areas should be smooth and pothole free to further reduce damage to fruit during transport and marshalling

Psa Protocols for Harvest 2011, as at 10 March 2011

Psa is a major threat to our industry. Realistically it is very unlikely that it can be eradicated, so our focus must be on minimising the rate and extent of its spread.

In this regard, it is the Italian-isolate of Psa that is of concern. (The Asian-like isolate appears to be widespread and quite benign). The protocols and procedures referring to Psa are for the Italian-isolate, now called “Psa –V”. The Psa –V zone is the zone shown on the KVH website which is an area in central Te Puke encompassing the known Psa –V orchards, plus a buffer area.

DMS as a packer/coolstorer and as a large grower is absolutely committed to preventing the spread of Psa. Our interests are totally aligned with our growers. It is our intention to follow all protocols and procedures required by KVH. DMS has developed our own procedures in parallel with KVH and in many aspects these are more stringent than required and we are exceeding the standard.

A summary of the procedures to be followed by DMS are:

Key:	✓ = Compulsory
	- = Good Practice

HARVESTING	TE PUKE ORCHARDS	TAURANGA/ KATIKATI ORCHARDS	OTHER REGIONS
No vehicles to be parked under vines	✓	✓	-
Access ways to loadout area are to be trimmed to prevent kiwifruit vines touching vehicles/trucks	✓	✓	✓
All tractors/bin trailers are to be cleared of plant material and sanitized on entry and exit to the orchard. Plant debris is to be bagged up and disposed of via the DMS packhouse Psa control process.	✓	✓	-

HARVESTING	TE PUKE ORCHARDS	TAURANGA/ KATIKATI ORCHARDS	OTHER REGIONS
Picking bags will be sanitized on entry to orchard	✓	✓	-
No bins on bare ground under vines	✓	-	-
Pickers will use a new set of gloves for each orchard	✓	✓	-
Disinfect hands and footwear on entry to and exit from the orchard – all personnel	✓	✓	✓

TRANSPORT	TE PUKE FRUIT	TAURANGA/ KATIKATI FRUIT	OTHER REGIONS
Bins are to be in a tautliner or covered by tarpaulin.	✓	-	-
Hard-stand loadout area is to be provided.	✓	-	-
Truck decks to be cleared of any debris and sanitized after unloading bins at packhouse.	✓	✓	✓

PLANT MATERIAL/WASTE	TE PUKE FRUIT	TAURANGA/ KATIKATI FRUIT	OTHER REGIONS
All plant material collected on packhouse sites (leaves/stalks/dust) shall be disposed of according to KVH requirements (still to be finalised).	✓	✓	✓
Reject fruit from the Psa-V zone is to be disposed of no closer than 10 kilometres from any Kiwifruit orchard.	✓	✓	✓
All other reject fruit to be disposed of no closer than 1 kilometre from any Kiwifruit orchard.	✓	✓	✓

BINS	DMS PUKEPACK	DMS TE PUNA	DMS TRAYPAC
All empty bins will be cleared of plant material and sanitized before leaving the packhouse. Every trip.	✓	✓	✓

ZONE BOUNDARIES
No Psa positive fruit shall be packed at DMS Te Puna.
DMS will submit its Psa Management Protocols to KVH for independent audit.
DMS will include the Psa Management Protocols in our Documented Quality System. This will ensure protocols are subjected to both our internal audit process and to audit by external auditors.

How Growers Can Help

Not everything is under the direct control of the DMS operation. We need you to:

- Provide a designated parking area for vehicles (pickers and others). We suggest you meet the harvest team on arrival at the orchard and show them where to park
- If at all possible, provide a hard-stand loadout area if you do not have one. Mud on bins will not be acceptable
- Provide a washdown area for vehicles, if possible. (This is likely to become mandatory in the future)
- Trim the vines along accessways
- Ensure your signage is adequate, directing all visitors to management
- Ensure all relevant information is shown on your map
- Assist our auditors in monitoring compliance
- Let us know if you have any additional requirements

DMS is committed to ensuring a smooth and successful 2011 harvest, one that does not spread Psa. Please help us by reading our procedures and assisting our staff in ensuring compliance.

Bin Transport



DMS'S trucking policy is to minimize the number of bins awaiting trucking to the packhouse, i.e. the trucking operation will be collecting full bins during the day. Our target is to have no more than two truckloads of bins awaiting pick-up at any time. This will enhance the flow of fruit to the packhouse and will reduce pressure on loadout sites. When necessary, fruit may be transported to a packhouse that is not necessarily the closest packhouse.

DMS Cartage Supplier Requirements as follows:

All loads to be secured as per Land Transport Safety Authority (LTSA) specifications.

All fruit must be covered with tarpaulins in transit if wet weather is a risk.

Gold fruit – please note there is a requirement to have air bag suspension while transporting Gold fruit.

Organic fruit – The following Organic picking and transport protocols apply to all conversion and full Bio-Gro organic fruit.

Loading Bins on Roadsides

Loading bins on roadsides is attracting increasing attention from Police, Department of Labour and neighbours and is not sustainable in the future. Ideally all properties should develop a hard-stand loadout area within the property boundaries - it is likely that this will become mandatory soon.

Curing

Green

Curing refers to the time that fruit is held prior to packing. During curing there is a degree of water loss, which is desirable in terms of hardening the fruit and closing off the picking scar to minimise Botrytis. The NZKGI Fruit Loss Review identified that two days curing is normally sufficient to mitigate Botrytis risk and DMS policy is to keep our bin stocks in the curing shed to this level. If bin stocks build to the point where there are more than two days packing held, then the additional bins may be placed in the coolstore for short-term storage.

DMS policy is to cure Green fruit for two days (plus or minus a day depending on weather/fruit maturity/firmness).

This planning allows sufficient buffer stock to pack through short periods of wet weather. If bin stocks are insufficient then the operation is vulnerable to closure every time it rains and that extends the harvest season.

Empty bins will not be provided to picking crews if bin stocks at the packhouse exceed three days curing.

Fruit from each Maturity Area will be tested on arrival at the packhouse for Brix and temperature to determine optimal curing time and packing order.

Gold

Curing practice will be aimed at ensuring damaged fruit (i.e. cut, scuffs and punctures) have coloured sufficiently to be easily identified and graded out at packing. This will promote the best opportunity for long term product storage. Fruit temperature throughout the curing period will be monitored. Optimum curing times for Gold depend on the maturity Protocol of the crop.

Packing Policies

Growers are encouraged to visit the packing operation to inspect the processing of their fruit. They will receive a phone call or text from the packhouse on the day their fruit is being packed indicating the approximate time of packing.

Packout results (tray numbers and fruit size) will be verbally communicated to crop owners within twenty four hours of completion of packing.

A written report will be issued within five working days of completion of packing the entire KPIN. Post season, Grower reports are reissued to include comparative analysis on ranking within the DMS pool and industry/packhouse information.

All payments are passed on to the Grower within twenty four hours of receiving the funds from ZIL and full documentation is provided.

- Taste ZESPRI – Grower receives total TZG income from their crop
- Market Delivery Premium – funds received are pooled into separate pools, Japan and Korea Markets. The pool proceeds are paid over all eligible crops in each pool
- Non Standard Supply (NSS) payment for size 46 Green, and 42 Gold are pooled

Class II/Non Standard Supply

DMS supplies Australia with our own label Emerald Fresh Class II product. We decide when to export to Australia depending on market forecasts. ZESPRI Class II will be packed according to ZESPRI policy. Any returns from Green and Gold Class II and Non-Standard Supply are made to Growers after deducting the costs of marketing, coolstorage, packing and packaging. Growers are not liable for any loss made by DMS from Class II/Non Standard Supply.



Coolstorage

Temperature Management

DMS records fruit temperature from each Maturity Area on arrival at the packhouse. Following packing, full pallets are placed in coolstores or pre-coolers within thirty minutes of completion. Our coolstore temperature chain is then measured at three levels:

1. The Coolstore Management Team checks fruit temperatures manually as part of their daily routine in addition to the automatic computer-controlled temperature monitoring systems in place.
2. DMS has a strong internal audit programme which ensures that temperature measurements are made and recorded accurately. Fruit is maintained at the correct temperature throughout the storage period.
3. ZESPRI also audits coolstore records to ensure that ZESPRI specifications are being met.

Ethylene Management and Monitoring

DMS policy is to have ethylene scrubbers in all Coolstores and to take action on ethylene at 0.02ppm (ZESPRI spec 0.03ppm). Ethylene removal strategies are used in addition to scrubbers.



Loadout Inventory Management and Drawdown

DMS manages fruit lines to **maximise** the return for the pool and to **minimise** repacking costs to each individual Grower. Through the use of orchard inspections, monitoring programmes, historical data and condition checking, DMS categorises all storage fruit lines into the following:

- **Category One and Category Two**
Fruit scheduled for early movement
- **Category Three**
Fruit scheduled for mid term movement/steady movement
- **Categories Four and Five**
Fruit scheduled for late movement

Lines are re-classified regularly as condition checking and ECPI information is analysed. Poor storing lines then receive priority attention.

The drawdown percentage shipped, Condition Checking and Repacking status of each crop will be reported to Growers on a monthly basis.

Growers are encouraged to visit the repacking operations to understand and view the condition of their fruit and will be notified if any significant change to fruit quality is observed.

Inventory management is based on shipping “worst first”, i.e. category one if it meets the order specifications. This is managed by the DMS inventory manager. Restrictions by fruit size, pack type and market restriction due to sprays, pests or dry matter status may reduce our ability to ship by storage status.

It is almost impossible to give any Grower “industry average” movement. If a Grower’s fruit is packed in Kiwistart or early (before week nineteen), then it will have faster than average movement. If packed later than week nineteen it will probably have slower than average movement.



Increasing Grower Profit

Other Services Provided by DMS

Orchard Management

DMS is a major orchardist responsible for the management of 103 Kiwifruit orchards, a total of 401 canopy hectares. We are totally focused on maximizing orchard productivity and profitability. The orchards we manage consistently outperform our non-managed client orchards and we pride ourselves on the quality of our orchard management.

DMS provides a full orchard management service that will maximise orchard production. Our managers insist on high standards and value for money.

DMS Managed orchards are spread from Katikati to Paengaroa and vary from under one hectare to twenty hectares. Average production per hectare across the DMS Managed orchards is consistently above Industry Average.

The DMS orchard managers have a high level of direct communication with orchard owners. Managers set performance targets (in consultation with orchard owners) incorporated in an annually written Orchard Management Plan, determine contract rates, employ appropriate contract teams, and provide supervision and monitoring, e.g. winter bud counts for all work completed. Orchard Managers authorise accounts, before they are presented to the owners for payment.

If total orchard management is required the base cost averages in the range of:

- Green variety, \$18,000 - \$20,000 per canopy hectare
- Gold variety, \$28,000 - \$32,000 per canopy hectare

If orchards require labour only input (for vine work) with employed gangs trained and supervised to DMS standard, this can be provided to whatever extent is required. As an indication our charge out rate per hour for labour as at 31 March 2010 was:

- | | |
|--------------------------------------|------------------|
| • Orchard Manager: | \$50.00 per hour |
| • Kiwigreen: | \$21.00 per hour |
| • Repairs and Maintenance Structures | \$25.00 per hour |
| • Other | \$20.00 per hour |

N.B. All figures exclude GST and are subject to annual review

Specific arrangements are made to customise management services to each owner's requirements.

Technology Transfer and Innovation

DMS employs a full-time Technology Manager. The role ensures that DMS Growers are kept informed of all new developments and technology within the Kiwifruit industry after full evaluation on controlled orchards. We carry out an extensive trial programme, and only recommend new techniques to Growers when they are proven.

We communicate these innovations directly with Growers through the Client Services Managers when there is a specific topic to be aware of. Examples are extended reflective cloth trials, weather forecasting service, frost warnings, changes to girdling practice, winter chill information etc.

DMS is significantly involved in commercial trials of all ZESPRI new varieties and, within the limit of ZESPRI policy, can advise Growers on all issues relating to new varieties.

Practical Assistance

DMS provides a range of practical assistance including:

- Cost benefit analysis of orchard processes such as pergola conversions, girdling frost protection, and New Varieties
- Dry matter and Brix testing
- Kiwigreen Monitoring
- Soil and Leaf Sampling
- Providing Contractor options
- Budgeting
- Provision of GPS maps
- New Varieties advice

Grower Shareholding

DMS Progrowers Ltd gives Growers the option of becoming shareholders, which is achieved as a rebate against the packing charge. We do not however require Growers to become shareholders and we are always prepared to negotiate a highly competitive packing rate.

Shares are issued as fully paid \$1.00 shares with a dividend paid annually. Once a Grower achieves a shareholding of one share per tray the rebate is paid in cash as well as the dividend. Growers can purchase shares directly as well as acquire by rebate. Shares can be re-sold to the company or to any other investor.



DMS - A leading Kiwifruit and Avocado Management and Post Harvest Operator offering a complete service to Growers and Industry Investors in the Bay of Plenty.

www.dms4kiwi.co.nz

Notes:

