



Gold3 TZG by Size

TZG by size
from
clearance
samples

Fruit packed
by size

Best sample
weighted
TZG
calculated

Fruit
shipped, TZG
payments
from July



How do we calculate your highest TZG?

Size	Sample 1	Sample 2	Sample 3	Gross Submit
16	0.93	0.85	0.99	0
18	0.86	0.70	0.95	27
22	0.76	0.60	0.84	774
25	0.68	0.55	0.69	1,829
27	0.60	0.50	0.59	2,826
30	0.45	0.45	0.50	3,632
33	0.40	0.40	0.41	5,271
36	0.30	0.30	0.30	3,944
39	0.15	0.20	0.21	2,368
42	0.10	0.10	0.14	0
Total				20,672
Weighted Average	0.43	0.40	0.45	

From clearance samples

Zespri calculation of best sample to use for payment

➤ Sample 3 has the highest gross submit weighted TZG



Submit Weighted Average TZG

		Count Size									
		16	18	22	25	27	30	33	36	39	42
Trays Gross Submit	(A)	0	0	124	549	1,140	1,987	2,556	3,027	1,536	581
TZG	(B)	0.98	0.9	0.71	0.52	0.4	0.3	0.21	0.13	0.07	0.04
Gross Submit x TZG	(A)x(B)=(C)	0	0	88	285	456	596	537	394	108	23
Total of Gross Submit x TZG	(C)	2,487									
Total of Gross Submit	(A)	11,500									
Submit weighted average TZG	(C)/(A)	0.22									

The gross submit weighted average TZG of every clearance sample for the maturity area is calculated and the sample with the highest submit weighted average TZG is used for Taste payments. This allows the Taste payment to be based on what is actually submit into inventory.



How do we pay your highest TZG?

Size	Maximum Taste Payment	Trays Shipped	TZG by size	Taste payment by size
16	\$6.91	0	0.99	\$0
18	\$6.91	26	0.95	\$171
22	\$6.91	759	0.84	\$4,387
25	\$6.91	1,793	0.69	\$8,565
27	\$6.91	2,771	0.59	\$11,338
30	\$6.91	3,561	0.50	\$12,290
33	\$6.91	5,168	0.41	\$14,491
36	\$6.91	3,867	0.30	\$8,104
39	\$6.91	2,322	0.21	\$3,363
42	\$6.91	0	0.14	\$0
Total		20,267		\$62,709
Weighted Average			0.45	\$3.09

The sample 3 TZG by size is applied to the MTP and trays shipped to determine the Taste Payment by Size.