



## Invitation to be a part of the Future Orchards Business Development Program

Dear Grower,

Following the successful launch of the Future Orchards Business Development (BD) program in 2010/12, APAL is pleased to advise that the program can be expanded in 2012 and 2014, the next two years. Last year 300 blocks of trees were involved in the program and this year we have the opportunity to increase that to 1200.

The Business Development program is designed for growers who want to work **on** their business, and not just **in** their business. The program enables growers to actively manage their orchard business on a block by block basis using OrchardNet®. OrchardNet is an online orchard database program that is able to manipulate your block data in a number of ways making management decisions more precise. Many of the tools used in the Future Orchards project are included within the program and it also has the ability for you to make confidential comparisons both interstate and nationally.

For an online demo, go to <http://www.hortwatch.com/orchardnet/>. Enter the User Name : Augrower and Password: cobber. Once in, have a look around. Click on the graphics icon to go to reports.

In the past 2 years most growers used the tool to track fruit growth rates and compare their blocks, on a real time basis, with other blocks regionally and nationally. Over the next 2 years we will be encouraging growers to use the many other tools within the system including productivity and financial tools.

For all growers wanting to participate in the program in 2012/14 there is a minimum commitment. It is that blocks using the program will enter production data and track fruit size. For those growers wanting to participate with a large number of blocks, APAL is willing to accommodate most of these requests this year as the system has the capacity to include a large number of blocks. If the program becomes oversubscribed, APAL would use its discretion to involve as many growers and blocks as possible right across Australia.

The minimum data required for APAL to fund the BD program for 2012/14 is:

- Block setup details eg tree numbers, spacing, areas, etc
- Last 2 years' crop history (yield, pack-outs and fruit size)
- Forecast yield
- Key metrics e.g. Full Bloom dates, fruit numbers post thinning etc.
- Fruit Size Monitoring throughout the season (min 6 readings but preferably more)

Growers will be able to enter data onto OrchardNet themselves. Their local Front Line Advisor's are trained in the use of the program and are there as a resource to help with the system.

The Front Line Advisors and their contact details are shown in the Table 1 below.

Table 1 Front Line Advisors for each Region of Australia

Region	First	Family	Mobile	Email	Office	Company	Address	Town
Sthn Victoria	Virginie	Gregoire	0400795539	ido@fgv.com.au	03 5825 3700	Fruit Growers Victoria	PO Box 612	MOOROPNA
Nthn Victoria	Michael	Crisera	0418 379 746	fido@fgv.com.au	03 5825 3700	Fruit Growers Victoria	PO Box 612	MOOROPNA
Stanthorpe	Stephen	Tancred	0407 762 888	stephen.tancred@bigpond.com	07 4681 2931	Orchard Services	36 Short Street,	STANTHORPE
Orange	Stephen	Tancred	0407 762 888	stephen.tancred@bigpond.com	07 4681 2931	Orchard Services	36 Short Street,	STANTHORPE
WA	Martine	Combret	0427 476 487	martine.combret@agric.wa.gov.au	08 97 806 272	Department of Agriculture and Food, WA	P. O. Box 1231,	BUNBURY
Batlow	Kevin	Dodds	0427 918 315	kevin.dodds@industry.nsw.gov.au	02 6947 4188	NSW Department of Primary Industries	PO Box 3	TUMUT
SA	Paul	James	0419 826 956	paul@lenswoodcoop.com.au	08 8389-8300	Lenswood Co-Op	Cold Store Road	LENSWOOD
Tasmania	Nigel	Bartels	0419304769	nbartels@serve-ag.com.au	03 62648390	Serve-Ag Ltd	193A Main Rd,	HUONVILLE
WA 2	Stephanie	Faggetter	0409 681 574	stephanie@fruitwest.org.au	(08) 9368-3235	FruitWest	PO Box 7198	KARAWARA

All growers wanting to participate in the program and use the management support of OrchardNet, should fill in the attached form and send it to your Front Line Advisor. Entering your previous production data on the form will enable the system to be set up for you to use immediately.

Ross Wilson AgFirst

Project Leader



To register your interest in the Business Development program, please fill in the following information:

Company/Business Name \_\_\_\_\_

## User Logins

### Grower Details:

First Name: \_\_\_\_\_  
Surname: \_\_\_\_\_  
Email address: \_\_\_\_\_  
Phone: \_\_\_\_\_

### Second user required:

If another person needs to have login rights to your business (eg, your manager), please provide details below.

First Name: \_\_\_\_\_  
Surname: \_\_\_\_\_  
Email address: \_\_\_\_\_  
Phone: \_\_\_\_\_

### Confidentiality

All individual data can be viewed by AgFirst as owners of the software. Agfirst will not release individual data without their consent. APAL and your FLA can only see your data with your permission. APAL and your FLA would like to be able to assist growers with their data hence we recommend you allow their access but this is your choice.

Are you happy to let APAL view your individual data? YES or NO

Are you happy to let your FLA view your individual data? YES or NO

Grower signature: \_\_\_\_\_ Date: \_\_\_\_\_

Orchard Business Name:  
 Property Name  
 Bin Size avg

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_ kgs



Block Name	Variety	Rootstock	Year Planted	Tree No	Row Space (m)	Tree Space (m)	Area (ha)	Bin No 2011	Class 1 % 2011	Avg Fruit weight 2011(gms)	Bin No 2012	Class 1 % 2012	Avg Fruit weight 2011(gms)

Please use one page per property. We are willing to include as many blocks as our budget will feasibly allow. If you need more blocks please duplicate the page. If the APAL budget is exceeded which is highly unlikely, large growers will be able to register additional blocks directly with AgFirst.



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