

future orchards 2012

Indicators of Success

John Wilton

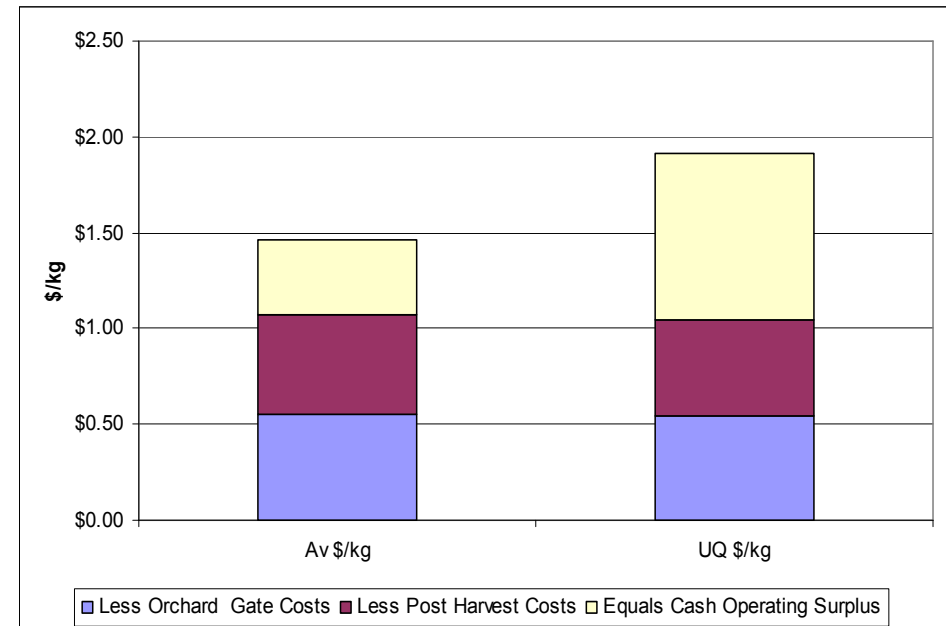
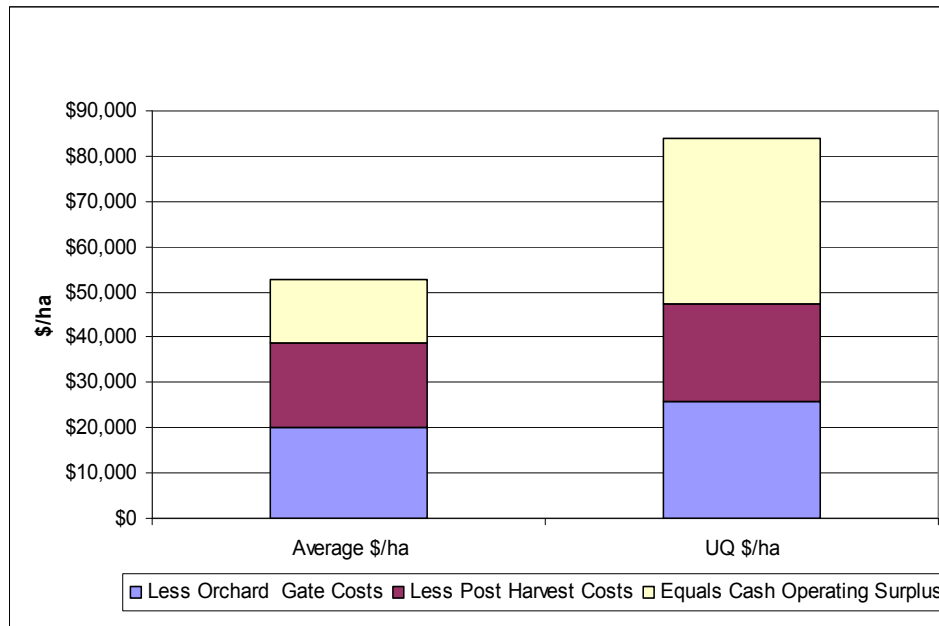
Horticultural Consultant



Upper Quartile Cash Operating Surplus Provides the Benchmark

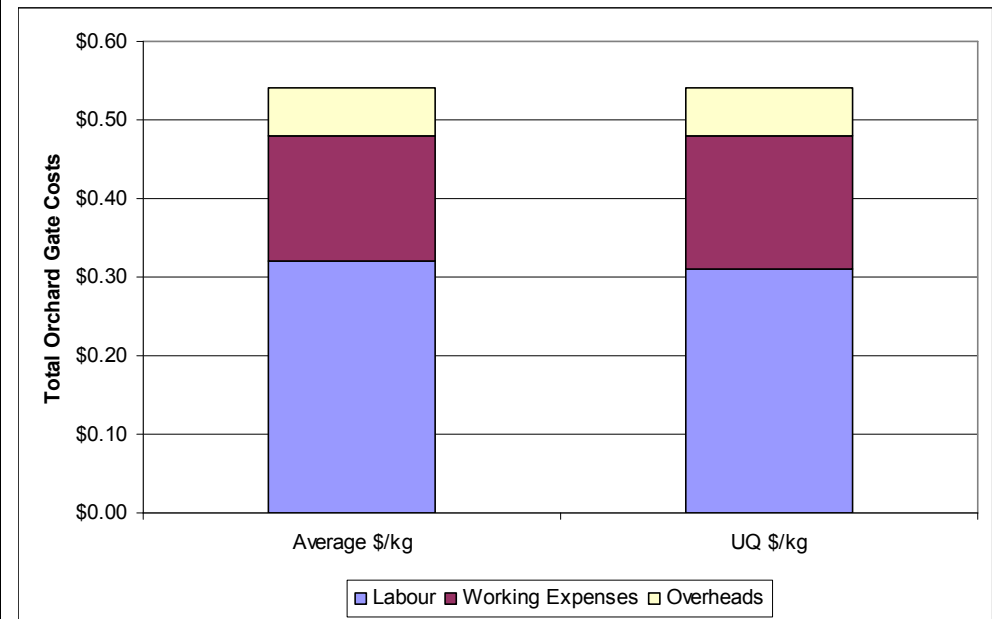
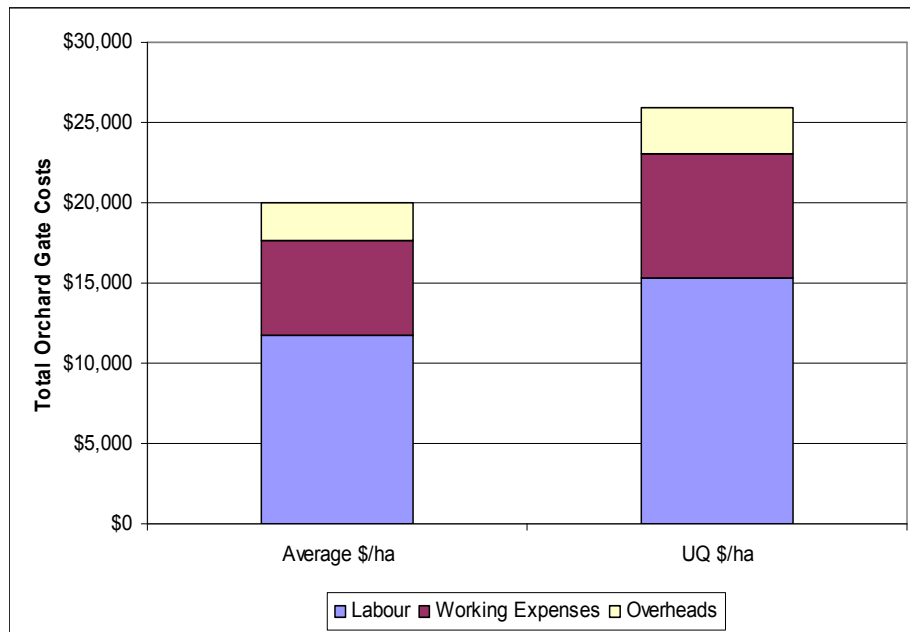


Total Revenue

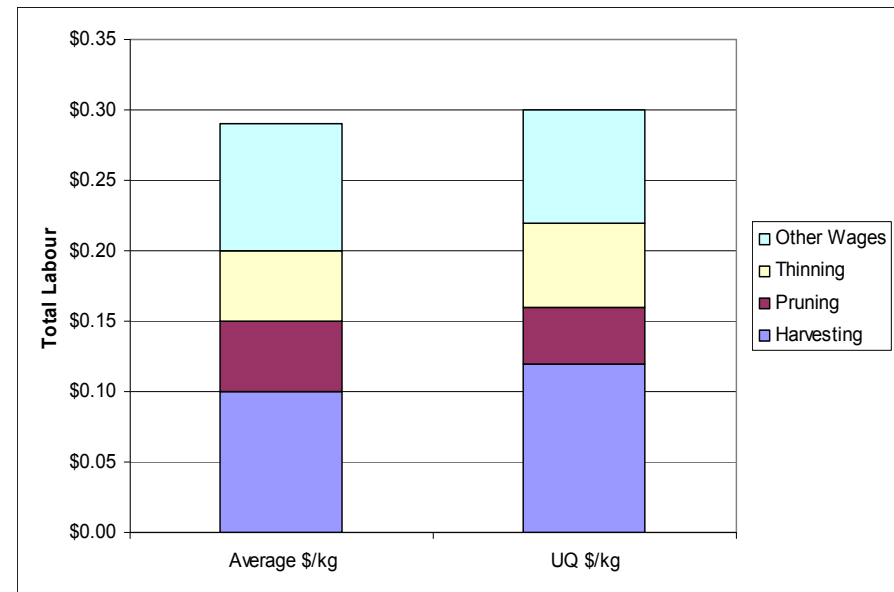
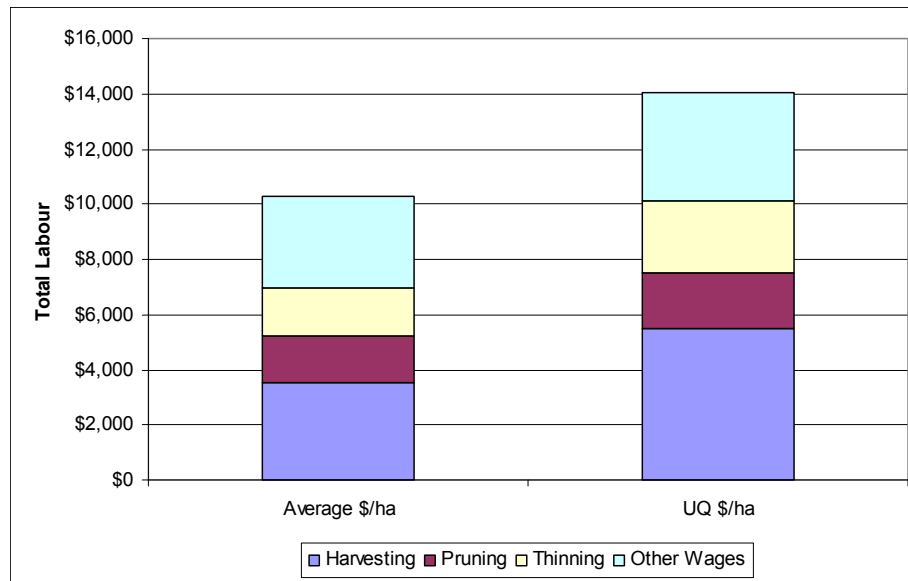


On Orchard Production Costs

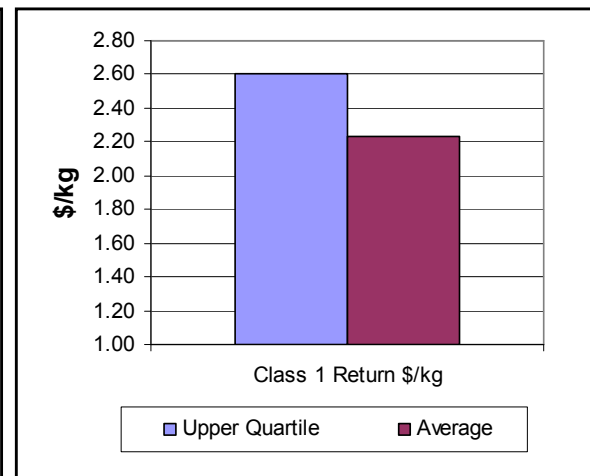
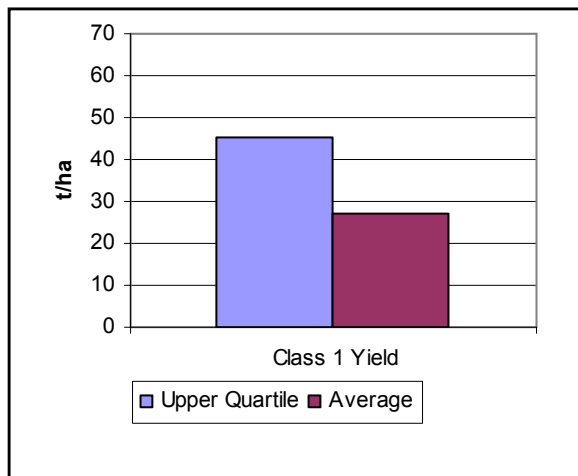
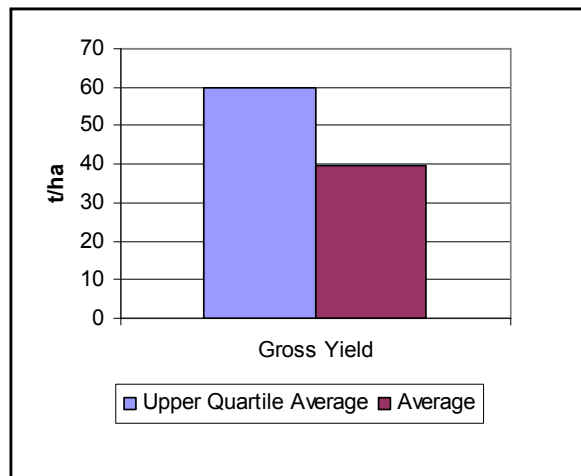
Upper quartile compared to average costs of production



Labour Costs



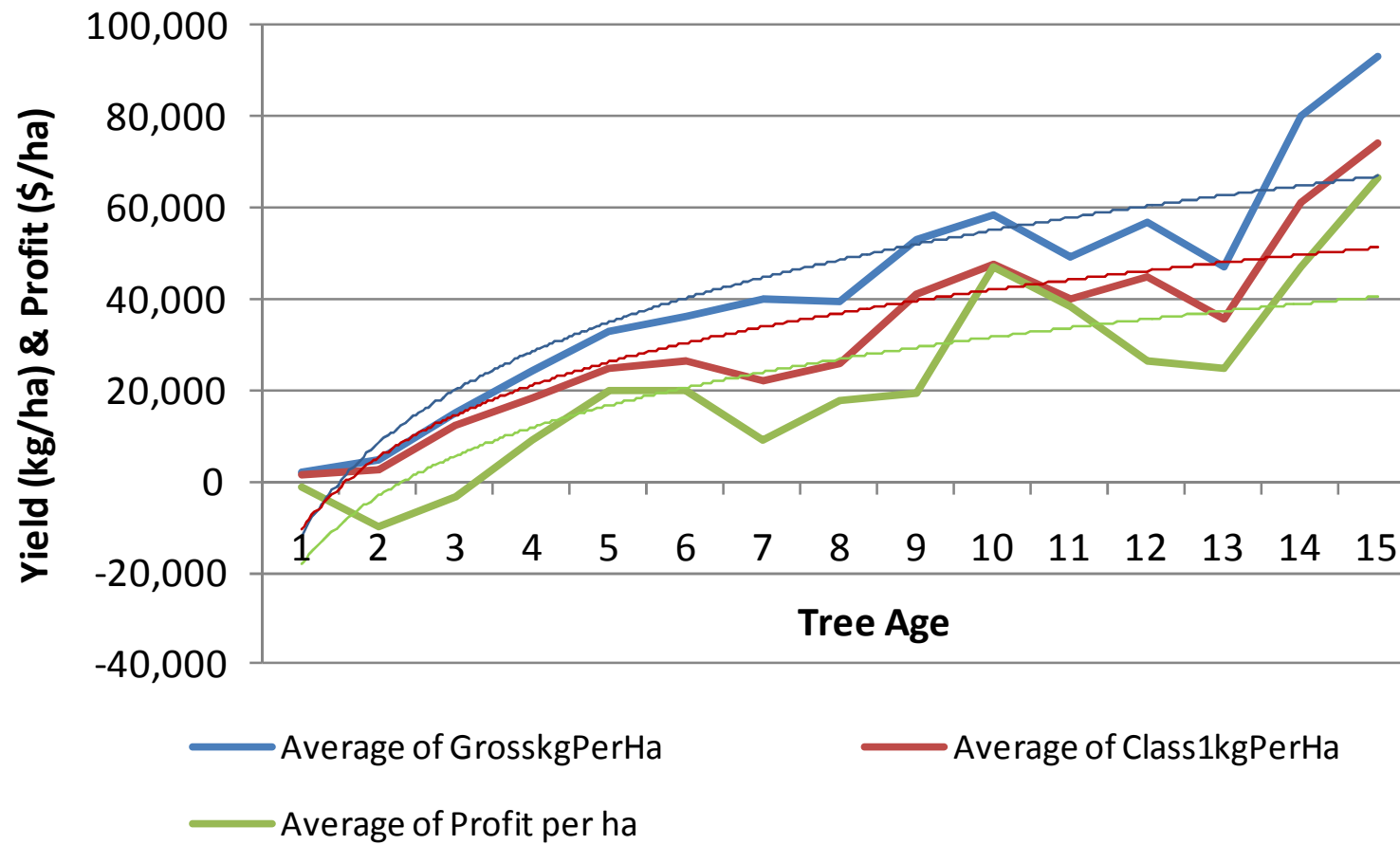
Cripps Pink



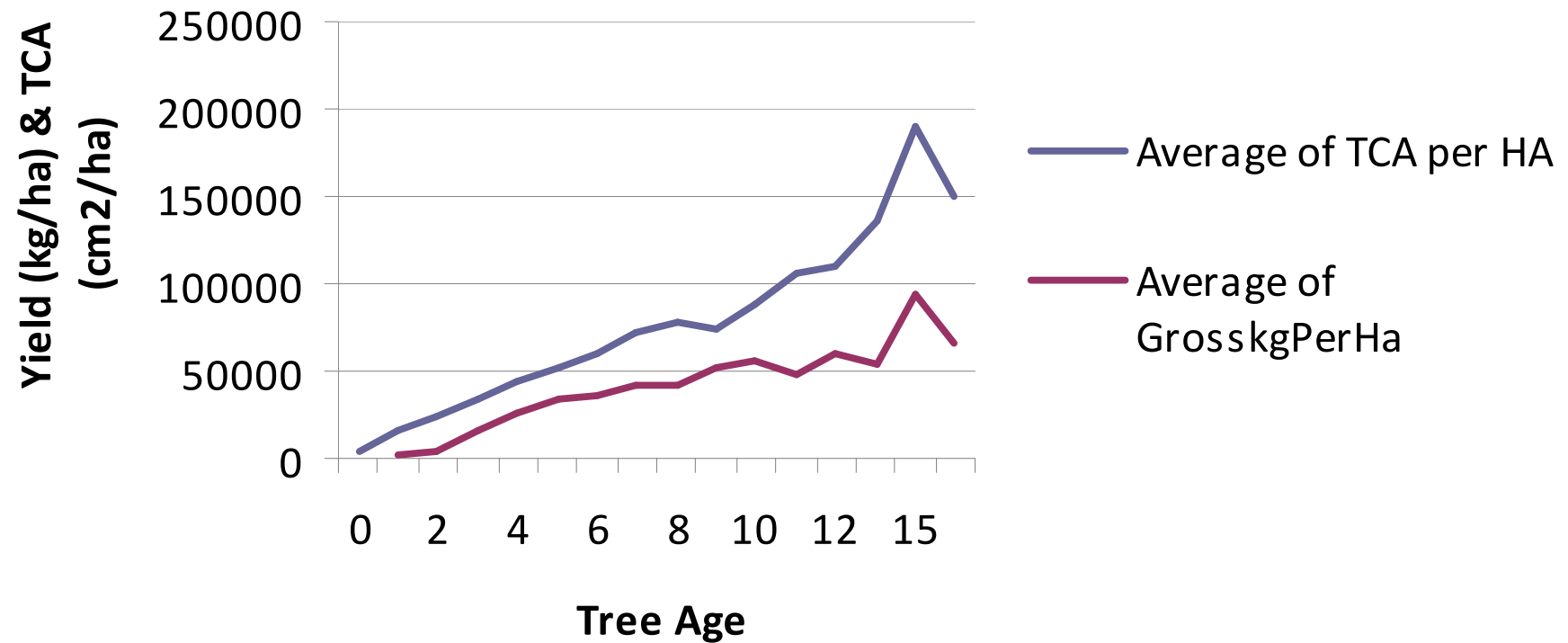
Upper quartile orchards have:

1. More yield
 2. Better Packouts
 3. Higher Prices
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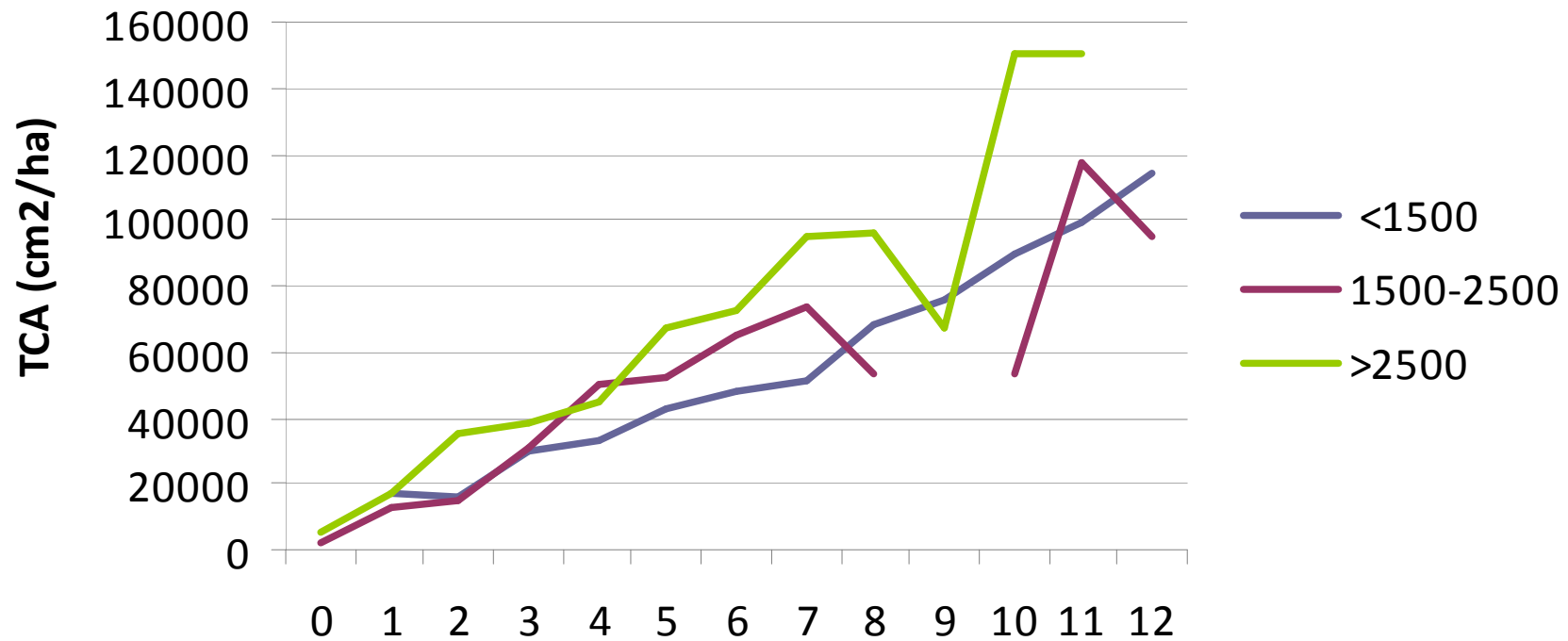
Yield and Profit



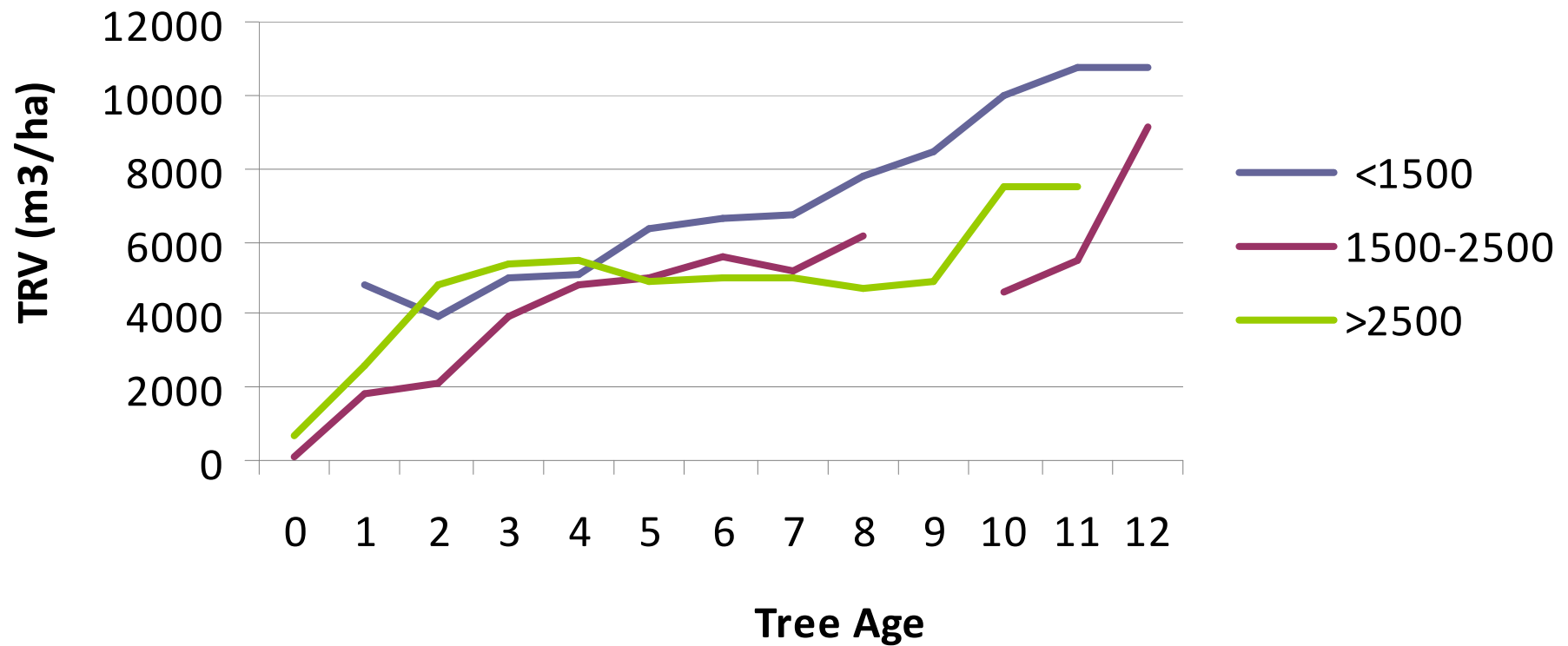
Yield vs TCA per ha



Density and TCA



Density vs TRV



An efficient compact canopy is an indicator of success





This is a good example of a mature efficient uniform canopy, cropping at about 100t / ha



**3rd Leaf Rosy Glo Intensive
Planting Efficient uniform canopy**

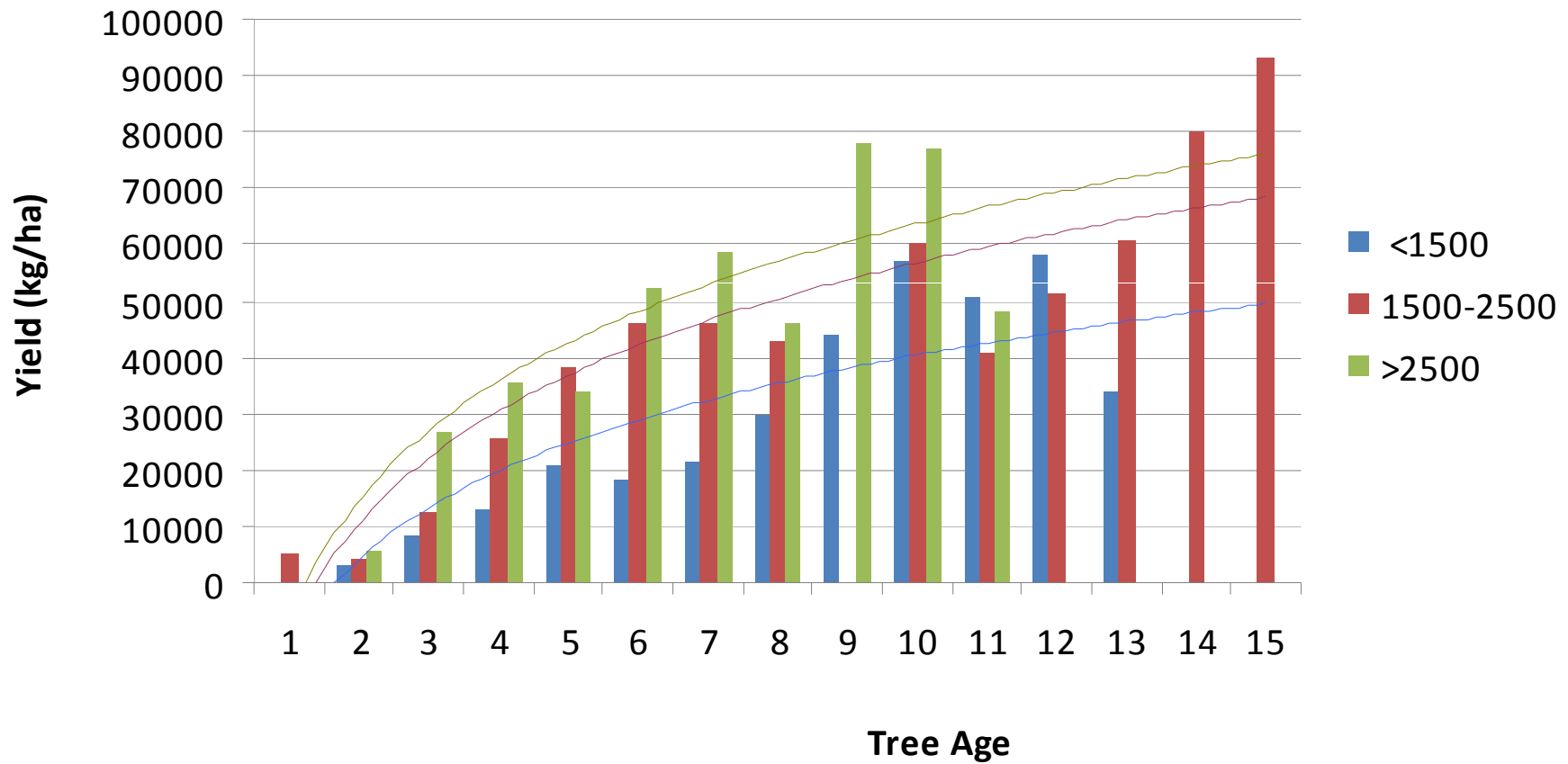


**This orchard will never be high yielding.
Too little canopy and too variable.**

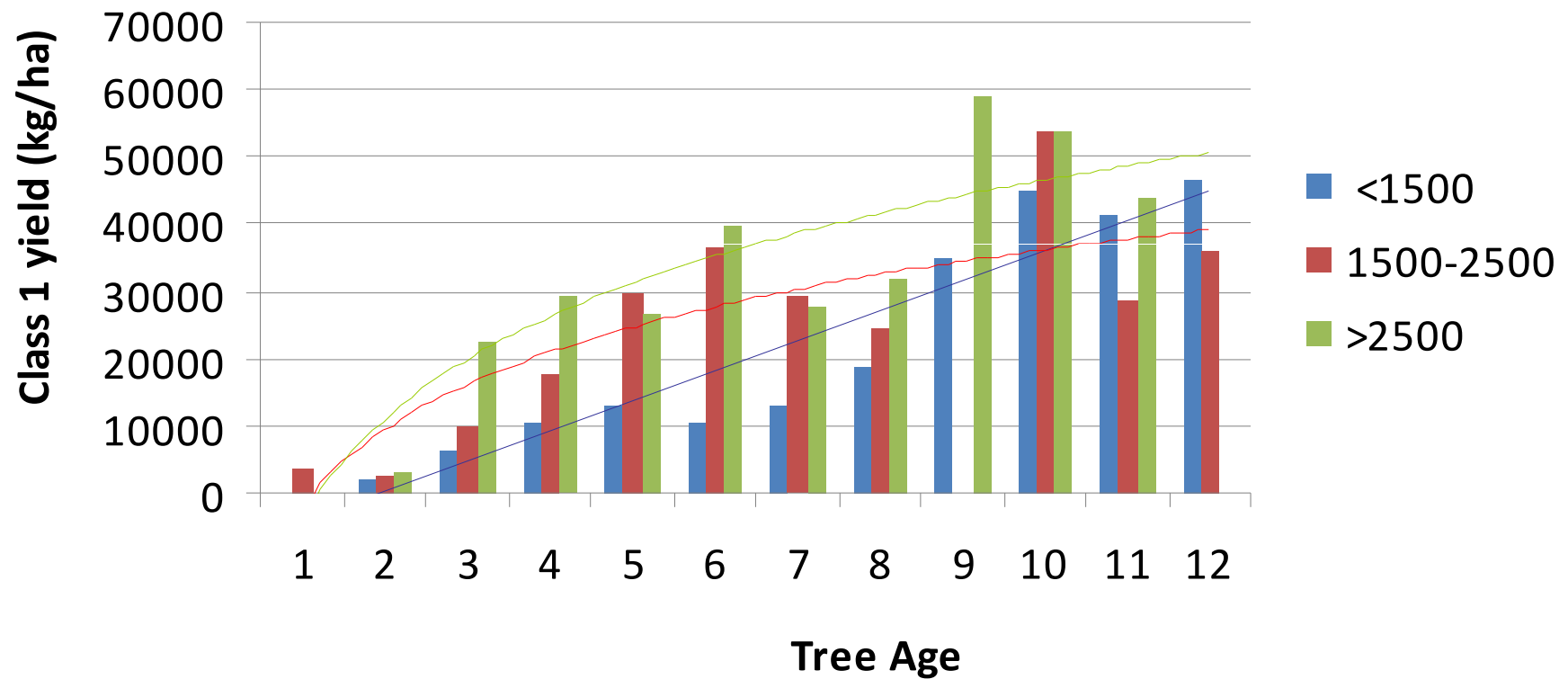


**This canopy is inefficient.
Big branches, strong growth, shading.**

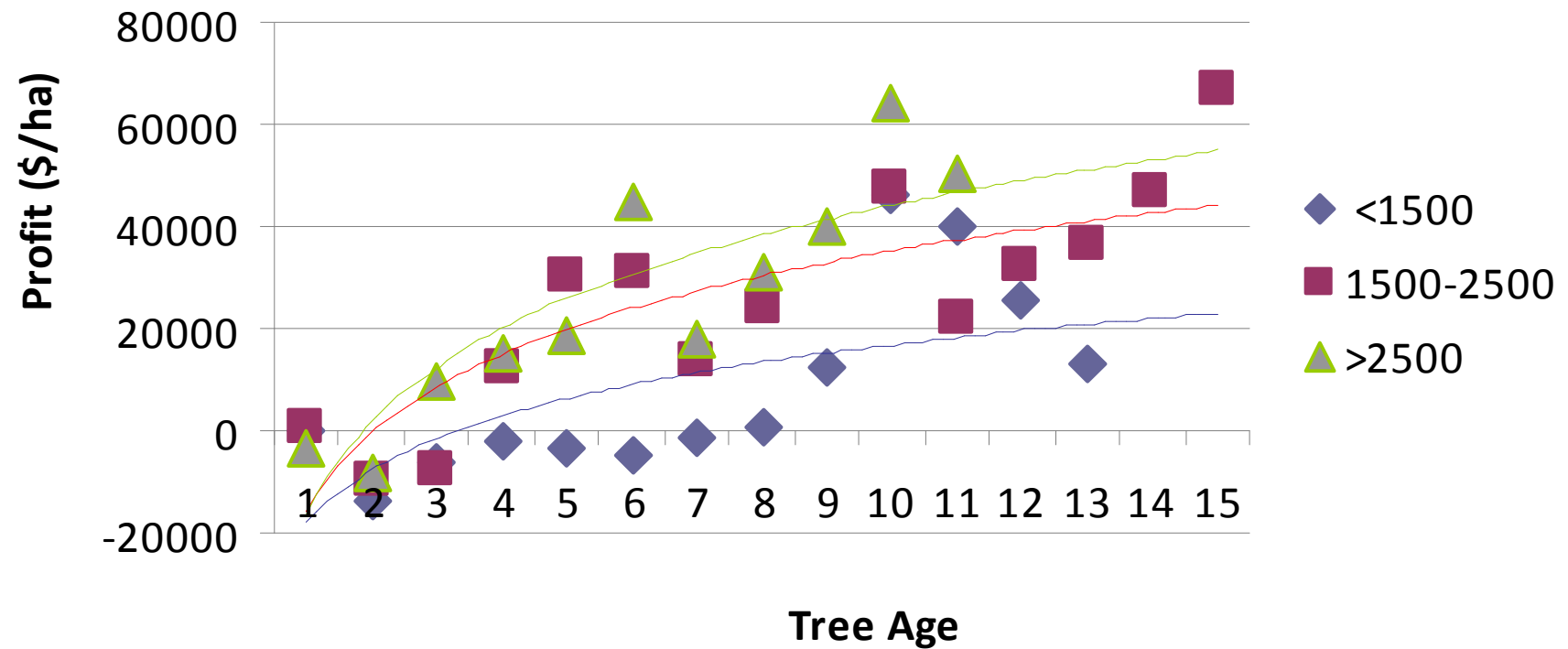
Tree Density vs Gross Yield



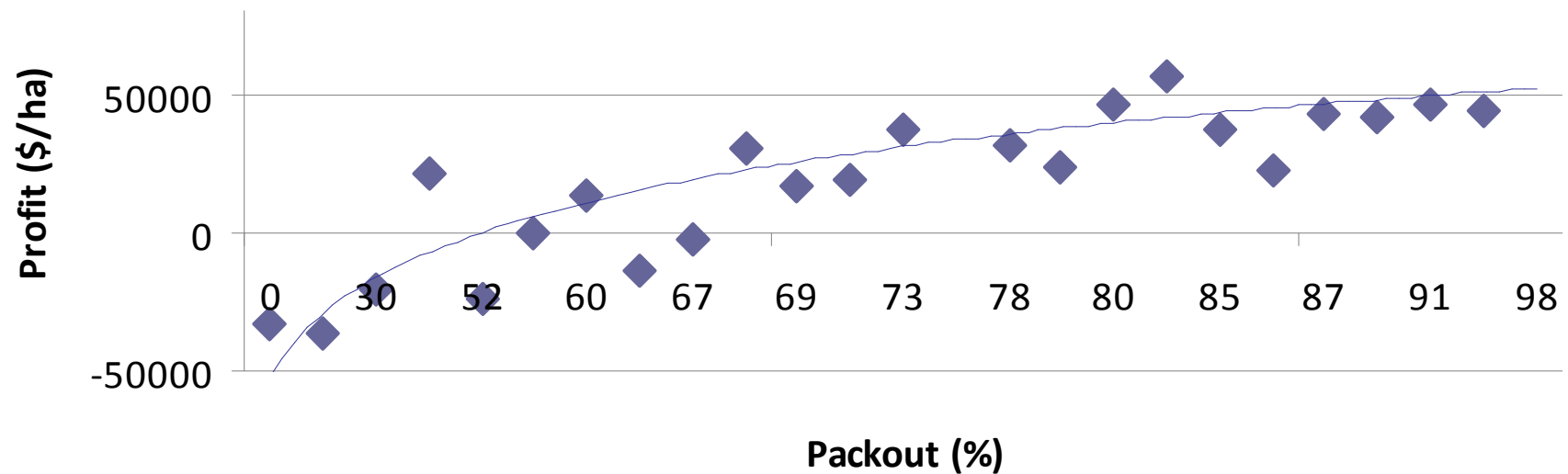
Density vs Class 1 yield



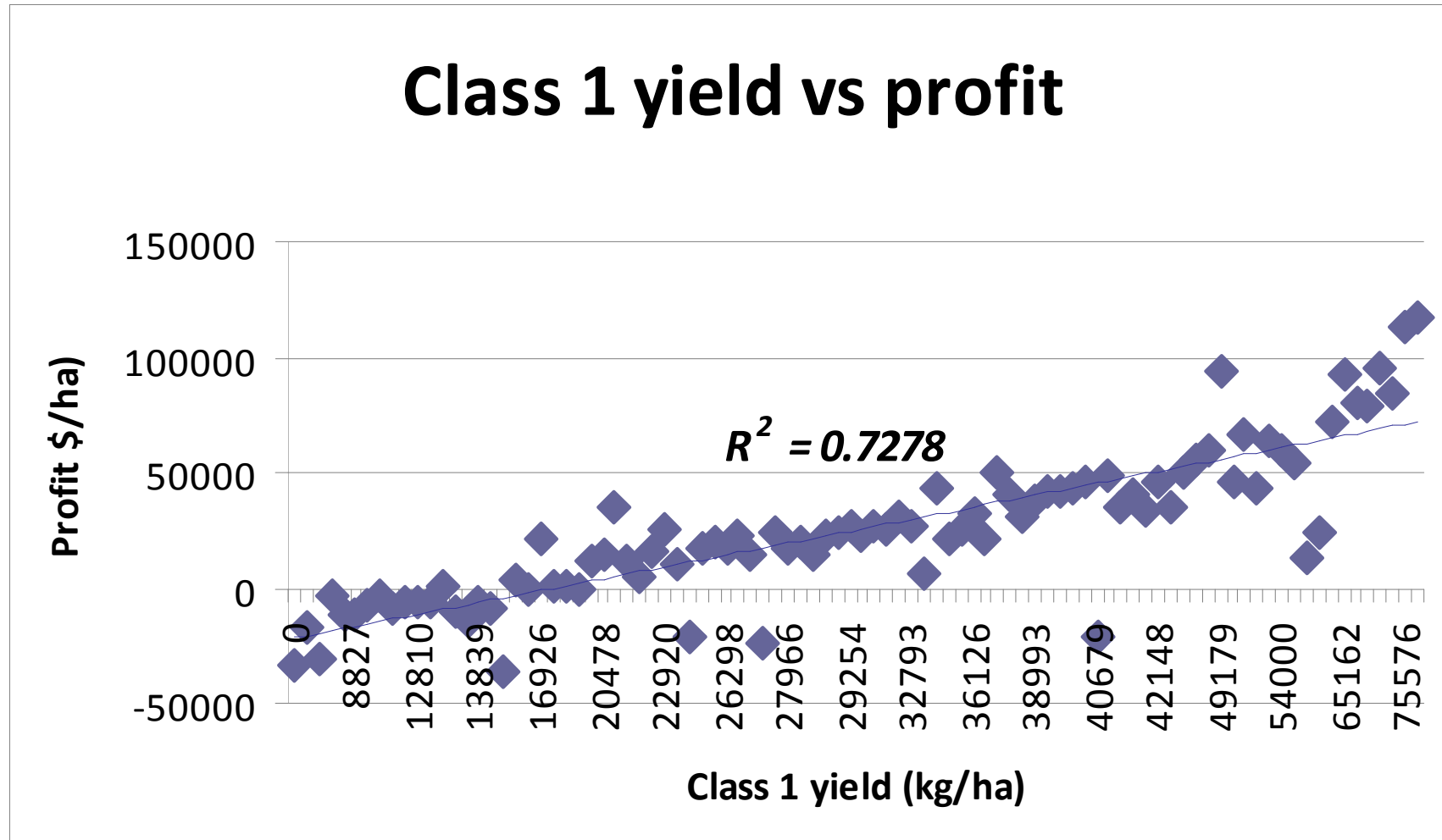
Density vs profit

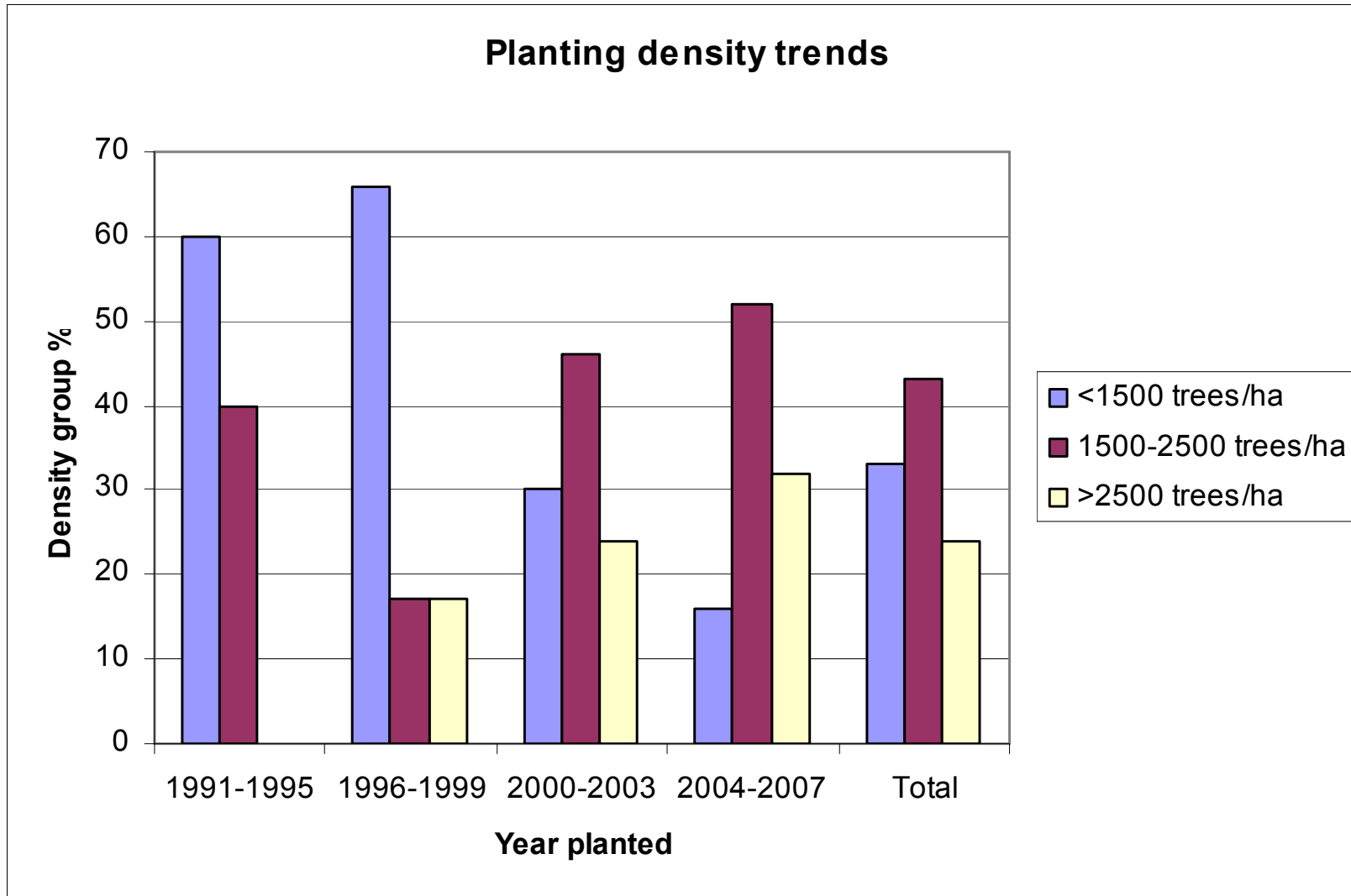


Cripps Pink Packout vs Profit (trees > 5 years)



Class 1 yield vs profit







QL7 t & r

105 t / ha • 90% • Class 1 • 100 average count size

TRV 21790m³ / ha • 1333 trees / ha • MM 106



This open Tatura has similar yields to QL7, but only half the TRV. Note numerous small fruitful branches and lack of significant branch structure on the leaders.



QL6

47 t / ha • 85% • Class 1 • Average count size

TRV 9650m³ / ha • 1000 trees / ha • MM 106



NW15 April 09

15.4 trees / ha • 85% • Class 1 • 90 Average count size

TRV 5900m³ / ha • .666 trees / ha • MM 106

Conclusions

The main indicators of success are:

1. Rapid canopy establishment
 2. Achieving early and high yields
 3. High class 1 content
 4. Focus on high orchard income rather than low costs
 5. Attention to detail is the key to performance
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