

Future Orchards 2012

Orchard walk notes

June 2007

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AgFirst

Block Profitability

This paper introduces the concept of Block Profitability (BP) and utilises the “Future Orchards 2012 (FO2012)” Cripps Pink 2006 database to demonstrate the functions and lessons learnt.

What is Block Profit (BP)?

Block Profit is the profit generated by a defined block of trees. Every year the orchard business will prepare financial statements, which calculate profitability for the entire orchard business. This is essential not only for taxation purposes but to also allow the orchard owner/manager to make strategic decisions and create management plans to either maintain or improve orchard profitability.

An orchard business is typically made up of many blocks of trees or vines. Each block will be contributing to the profit or loss of the orchard at very different levels. For the owner /manager to make more informed management decisions it is useful to know and understand the contribution each block is making to the bottom line. To do this we need to calculate Block Profit.

When calculating and comparing Block Profit we must all be comparing the same figure. In “Future Orchards 2012” BP is defined below:

Block Profit =

Income

Less

Cash Expenses (including overheads)

Interest and Lease

Depreciation

The profit figure is therefore prior to tax, reinvestment and drawings.

How do we measure block profit?

AgFirst have been trying to measure precise BP for many orchard business's for many years with limited success. This is due to the fact that most businesses do not break

down their costs or income between blocks. The effort required to do this is extreme and most orchardists do not have time efficient systems to break down all data by block.

Following many years of endeavour AgFirst have designed a simple method that although not perfect, can be completed easily by the grower, and still gives sufficient information to calculate approximate profitability, rank the contribution each block is making, and allow the grower make informed management decisions. The grower simply fills in the form shown on the following page, which collects tree statistics of the block, production data for the block, returns and the basic labour inputs.

In the Future Orchards 2012 project, for all costs other than the basic labour costs, we use an industry average figure, which is currently set at \$11,639/ha. Wages of management are assumed to be \$1500/ha.

We stress to the grower that the data collected does not need to be precisely accurate. With this data collection, it is important to be able to complete the input in a reasonable time frame otherwise growers will resent the process.

The data is then processed within a database and the grower receives reports that calculate block profit in each year (Table 1) and can also receive reports that benchmark his/her block performance with other similar blocks in the same region or country (Figure 1).

Table 1 and Figure 1 give a real example of Monitor Block No SA17. This block of Cripps Pink was planted in 2001 and includes 3 years of data. We show benchmarking reports for the 2005 and 2006 seasons.

Table 1 is an example of the report that is able to be downloaded from the Future Orchards 2012 web site for all monitor blocks.

Future Orchards 2012

Annual Performance Form

Please submit one form for each monitor block per annum.

Block Details

| | |
|-------------|--|
| Name: | |
| Block Code: | |
| Date: | |
| Crop Year: | |

| | |
|------------|--|
| Variety: | |
| Rootstock: | |
| Spacing: | |
| Area (ha): | |
| Region: | |

Production

Total of the 3 grades to equal total kgs picked

| | |
|---|--|
| Gross kgs picked | |
| Gross kgs submitted to packhouse | |
| Grade 1 Kgs packed | |
| Grade 2 Kgs packed | |
| Process Kgs | |
| Average fruit size (weighted avg fruit no. per 18 kg packed carton) | |

Definitions:
Grade 1 is fruit of a quality suitable for supermarket sale
Grade 2: is fruit quality suitable for fresh consumption but below supermarket grade.

Returns

Please provide orchard gate return achieved for each grade. For current seasons crop this will be an estimate that is updated when actuals are known.

| | |
|----------------------------|--|
| Grade 1 Return per kg | |
| Grade 2 Return per kg | |
| Process Return per kg | |
| Total Return per kg picked | |

Returns are requested to more accurately calculate profitability. This section is optional. If no data is supplied we will use an industry average

Labour Costs

Include labour only costs to complete the task including supervision and in the case of harvest, the tractor drivers.

| | |
|------------------------------|--|
| Pruning cost (\$ per tree): | |
| Thinning cost (\$ per tree): | |
| Picking cost (\$ per kg): | |

| | 2006 | | | | 2005 | | | | 2004 | | | |
|-----------------------------|---------------|---------------|----------------|----------------|---------------|---------------|----------------|-----------------|----------------|----------------|----------------|-----------------|
| Tree Number | 1999 | Age: | | | 1999 | Age: | | | 1999 | Age: | | |
| Area (ha) | 0.70 | | | | 0.70 | | | | 0.70 | | | |
| Density (trees/ha) | 2856 | | | | 2856 | | | | 2856 | | | |
| Yield | kg /tree | Gross kg/ha | Class 1 kg /ha | Tonnes /ha | kg /tree | Gross kg/ha | Class 1 kg /ha | Tonnes /ha | kg /tree | Gross kg/ha | Class 1 kg /ha | Tonnes /ha |
| Gross yield | 9.43 | 26937 | 18856 | 26.94 | 13.91 | 39720 | 33749 | 39.72 | 3.87 | 11054 | 9129 | 11.05 |
| Submitted to Packhouse | 100% | | | | 100% | | | | 100% | | | |
| Packing cost | \$0.00 | | | | \$0.00 | | | | \$0.00 | | | |
| Recovery and Returns | Class 1 | Class 2 | Process | | Class 1 | Class 2 | Process | | Class 1 | Class 2 | Process | |
| Packouts | 70% | 0% | 30% | | 85% | 12% | 2% | | 83% | 15% | 3% | |
| Returns | \$1.20 | \$0.50 | \$0.15 | | \$1.20 | \$0.50 | \$0.15 | | \$1.20 | \$0.50 | \$0.15 | |
| Average Size | | | | | | | | | | | | |
| Direct Financial Result | \$ per Tree | \$/Gross kg | \$/Class 1 kg | \$ per Hectare | \$ per Tree | \$/Gross kg | \$/Class 1 kg | \$ per Hectare | \$ per Tree | \$/Gross kg | \$/Class 1 kg | \$ per Hectare |
| Income | \$8.35 | \$0.88 | \$1.26 | \$23,839 | \$15.08 | \$1.08 | \$1.28 | \$43,074 | \$4.14 | \$1.07 | \$1.29 | \$11,809 |
| Prune | \$0.40 | \$0.04 | \$0.06 | \$1,142 | \$0.40 | \$0.03 | \$0.03 | \$1,142 | \$0.35 | \$0.09 | \$0.11 | \$1,000 |
| Thin | \$0.20 | \$0.02 | \$0.03 | \$571 | \$1.00 | \$0.07 | \$0.08 | \$2,856 | \$0.40 | \$0.10 | \$0.13 | \$1,142 |
| Harvest | \$0.75 | \$0.08 | \$0.11 | \$2,155 | \$0.97 | \$0.07 | \$0.08 | \$2,780 | \$0.31 | \$0.08 | \$0.10 | \$884 |
| Additional orchard expenses | \$4.08 | \$0.43 | \$0.62 | \$11,639 | \$4.08 | \$0.29 | \$0.34 | \$11,639 | \$4.08 | \$1.05 | \$1.28 | \$11,639 |
| Management fee | \$0.53 | \$0.06 | \$0.08 | \$1,500 | \$0.53 | \$0.04 | \$0.04 | \$1,500 | \$0.53 | \$0.14 | \$0.16 | \$1,500 |
| Total Cost of Production | \$5.96 | \$0.63 | \$0.90 | \$17,007 | \$6.97 | \$0.50 | \$0.59 | \$19,917 | \$5.66 | \$1.46 | \$1.77 | \$16,165 |
| PROFIT | \$2.39 | \$0.25 | \$0.36 | \$6,832 | \$8.11 | \$0.58 | \$0.69 | \$23,157 | -\$1.53 | -\$0.39 | -\$0.48 | -\$4,356 |

NOTES

2006 Packouts and returns not supplied by grower, so default figures have been used.

2005 Returns have not been specified by the grower, so default values have been used. Class 1 \$1.20/kg, Class 2 \$0.50/kg, Process \$0.15/kg.

2004 Returns have not been specified by grower, so default figures have been used.

NB - this report uses an "Orchard Gate" return, ie, post-harvest costs are netted off.

Analysis is based on actual yield, actual labour costs (pruning to harvest) and actual returns.

Additional orchard expenses and management fees are based on industry averages.

Grower

Future Orchards 2012
 South Australia
 Cripps Pink

Group:

AU - Australia
 Conventional/IFP
 Cripps Pink

SA17



| | 2006 | | | | 2006 Group Average | | | | 2006 Group Upper Quartile | | | |
|-----------------------------|---------------|---------------|----------------|----------------|--------------------|----------------|----------------|-----------------|---------------------------|---------------|----------------|-----------------|
| Tree Number | 1999 | | Age: | | 2478 | | | | 1369 | | | |
| Area (ha) | 0.70 | | | | 1.40 | | | | 0.68 | | | |
| Density (trees/ha) | 2856 | | | | 1837.53 | | | | 1869.14 | | | |
| Yield | kg /tree | Gross kg/ha | Class 1 kg /ha | Tonnes /ha | Kg /tree | Gross Kg/ha | Class 1 Kg /ha | Tonnes /ha | Kg /tree | Gross Kg/ha | Class 1 Kg /ha | Tonnes /ha |
| Gross yield | 9.43 | 26937 | 18856 | 26.94 | 19.44 | 31905 | 22287 | 31.90 | 27.86 | 45402 | 36918 | 45.40 |
| Submitted to Packhouse | 100% | | | | 93% | | | | 100% | | | |
| Packing cost | \$0.00 | | | | \$0.00 | | | | \$0.00 | | | |
| Recovery and Returns | Class 1 | Class 2 | Process | | Class 1 | Class 2 | Process | | Class 1 | Class 2 | Process | |
| Packouts | 70% | 0% | 30% | | 69% | 16% | 15% | | 82% | 12% | 6% | |
| Returns | \$1.20 | \$0.50 | \$0.15 | | \$1.45 | \$0.47 | \$0.12 | | \$1.65 | \$0.51 | \$0.04 | |
| Average Size | 96 | | | | 104 | | | | | | | |
| Direct Financial Result | \$ per Tree | \$/Gross kg | \$/Class 1 kg | \$ per Hectare | \$ per Tree | \$/Gross Kg | \$/Class 1 Kg | \$ per Hectare | \$ per Tree | \$/Gross Kg | \$/Class 1 Kg | \$ per Hectare |
| Income | \$8.35 | \$0.88 | \$1.26 | \$23,839 | \$21.75 | \$1.13 | \$1.53 | \$34,902 | \$39.71 | \$1.44 | \$1.75 | \$61,574 |
| Prune | \$0.40 | \$0.04 | \$0.06 | \$1,142 | \$1.30 | \$0.10 | \$0.09 | \$1,988 | \$1.58 | \$0.06 | \$0.07 | \$2,533 |
| Thin | \$0.20 | \$0.02 | \$0.03 | \$571 | \$0.78 | \$0.09 | \$0.12 | \$1,229 | \$1.23 | \$0.05 | \$0.05 | \$1,944 |
| Harvest | \$0.75 | \$0.08 | \$0.11 | \$2,155 | \$2.02 | \$0.10 | \$0.14 | \$3,200 | \$2.61 | \$0.09 | \$0.11 | \$4,037 |
| Additional orchard expenses | \$4.08 | \$0.43 | \$0.62 | \$11,639 | \$7.37 | \$5.24 | \$7.75 | \$11,639 | \$7.33 | \$0.27 | \$0.33 | \$11,639 |
| Management fee | \$0.53 | \$0.06 | \$0.08 | \$1,500 | \$0.95 | \$0.68 | \$1.00 | \$1,500 | \$0.94 | \$0.03 | \$0.04 | \$1,500 |
| Total Cost of Production | \$5.96 | \$0.63 | \$0.90 | \$17,007 | \$12.42 | \$6.21 | \$9.09 | \$19,556 | \$13.69 | \$0.49 | \$0.60 | \$21,654 |
| PROFIT | \$2.39 | \$0.25 | \$0.36 | \$6,832 | \$9.34 | -\$5.09 | -\$7.57 | \$15,346 | \$26.02 | \$0.94 | \$1.15 | \$39,921 |

NB - this report uses an "Orchard Gate" return, ie, post-harvest costs are netted off.
 Analysis is based on actual yield, actual labour costs (pruning to harvest) and actual returns.
 Additional orchard expenses and management fees are based on industry averages.

Grower

Future Orchards 2012
South Australia
Cripps Pink

Group:

AU - Australia
Conventional/IFP
Cripps Pink

SA17



| | 2005 | | | | 2005 Group Average | | | | 2005 Group Upper Quartile | | | |
|-----------------------------|---------------|---------------|----------------|-----------------|--------------------|---------------|----------------|-----------------|---------------------------|---------------|----------------|-----------------|
| Tree Number | 1999 | | Age: | | 2060 | | | | 1663 | | | |
| Area (ha) | 0.70 | | | | 0.96 | | | | 0.55 | | | |
| Density (trees/ha) | 2856 | | | | 2220.12 | | | | 3032.92 | | | |
| Yield | kg /tree | Gross kg/ha | Class 1 kg /ha | Tonnes /ha | Kg /tree | Gross Kg/ha | Class 1 Kg /ha | Tonnes /ha | Kg /tree | Gross Kg/ha | Class 1 Kg /ha | Tonnes /ha |
| Gross yield | 13.91 | 39720 | 33749 | 39.72 | 22.10 | 43644 | 29307 | 43.64 | 22.64 | 66981 | 47158 | 66.98 |
| Submitted to Packhouse | 100% | | | | 95% | | | | 97% | | | |
| Packing cost | \$0.00 | | | | \$0.00 | | | | \$0.00 | | | |
| Recovery and Returns | Class 1 | Class 2 | Process | | Class 1 | Class 2 | Process | | Class 1 | Class 2 | Process | |
| Packouts | 85% | 12% | 2% | | 67% | 14% | 19% | | 72% | 18% | 10% | |
| Returns | \$1.20 | \$0.50 | \$0.15 | | \$1.30 | \$0.47 | \$0.13 | | \$1.39 | \$0.64 | \$0.14 | |
| Average Size | | | | | 90 | | | | 55 | | | |
| Direct Financial Result | \$ per Tree | \$/Gross kg | \$/Class 1 kg | \$ per Hectare | \$ per Tree | \$/Gross Kg | \$/Class 1 Kg | \$ per Hectare | \$ per Tree | \$/Gross Kg | \$/Class 1 Kg | \$ per Hectare |
| Income | \$15.08 | \$1.08 | \$1.28 | \$43,074 | \$20.02 | \$0.97 | \$1.38 | \$40,555 | \$24.09 | \$1.14 | \$1.56 | \$68,190 |
| Prune | \$0.40 | \$0.03 | \$0.03 | \$1,142 | \$1.09 | \$0.06 | \$0.09 | \$1,879 | \$0.62 | \$0.03 | \$0.04 | \$1,802 |
| Thin | \$1.00 | \$0.07 | \$0.08 | \$2,856 | \$0.83 | \$0.06 | \$0.09 | \$1,631 | \$0.77 | \$0.04 | \$0.05 | \$2,177 |
| Harvest | \$0.97 | \$0.07 | \$0.08 | \$2,780 | \$2.00 | \$0.08 | \$0.12 | \$3,619 | \$1.50 | \$0.06 | \$0.09 | \$4,178 |
| Additional orchard expenses | \$4.08 | \$0.29 | \$0.34 | \$11,639 | \$6.65 | \$0.44 | \$0.64 | \$11,639 | \$4.25 | \$0.20 | \$0.28 | \$11,639 |
| Management fee | \$0.53 | \$0.04 | \$0.04 | \$1,500 | \$0.86 | \$0.06 | \$0.08 | \$1,500 | \$0.55 | \$0.03 | \$0.04 | \$1,500 |
| Total Cost of Production | \$6.97 | \$0.50 | \$0.59 | \$19,917 | \$11.43 | \$0.70 | \$1.03 | \$20,276 | \$7.69 | \$0.36 | \$0.50 | \$21,325 |
| PROFIT | \$8.11 | \$0.58 | \$0.69 | \$23,157 | \$8.59 | \$0.27 | \$0.36 | \$20,279 | \$16.40 | \$0.78 | \$1.07 | \$46,865 |

NB - this report uses an "Orchard Gate" return, ie, post-harvest costs are netted off.
Analysis is based on actual yield, actual labour costs (pruning to harvest) and actual returns.
Additional orchard expenses and management fees are based on industry averages.

What drives Block Profitability?

Variety, Productivity, Packout, Price, Expenditure, Risk Mitigation

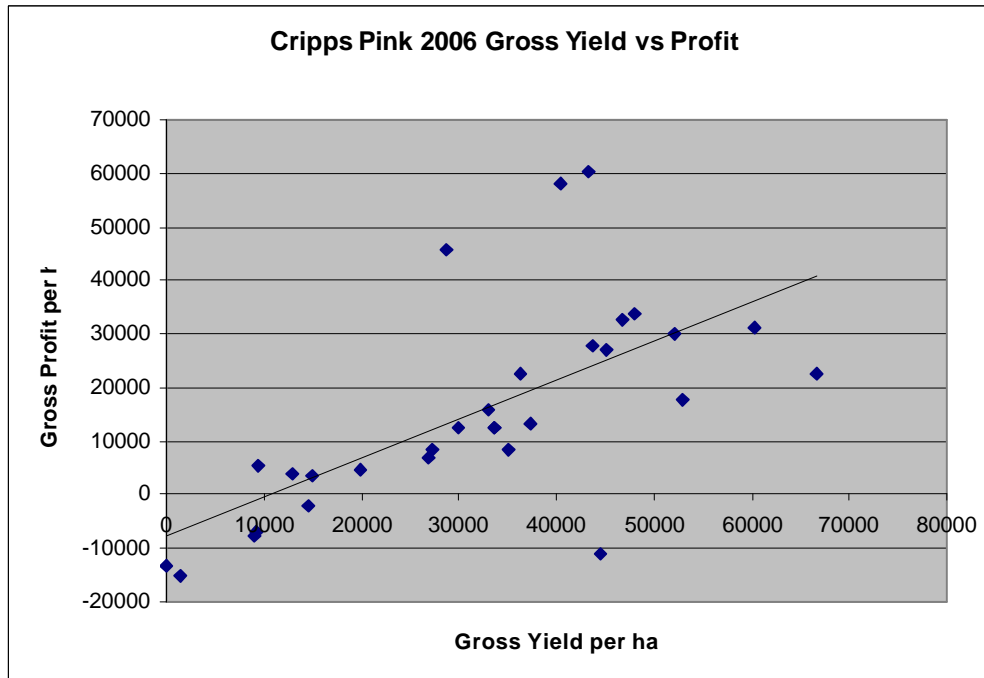
Variety

The variety grown must have the capability of achieving a profit on a sustainable basis. This means that it must have overall profitability through all variables an orchard will experience, eg climatic disasters, difficult markets, biennial bearing, high exchange rates. It is not sufficient to only make moderate profits in the good years and losses every other year. Like women's fashion, fruit varieties have come in and out of favour although fortunately over longer time frames Profitable blocks must be planted in varieties that can make profits in most years for the foreseeable future.

Productivity

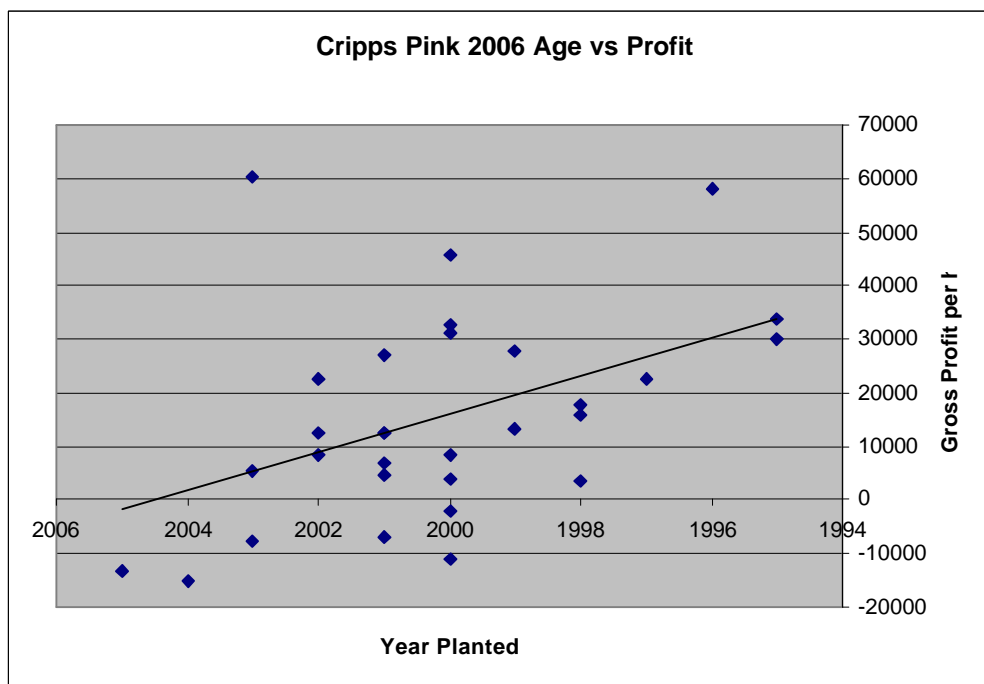
By productivity, we refer to gross yield harvested per hectare. For obvious reasons the higher the gross yield per ha, the higher potential gross income per hectare (see Figure 2 below). There will be a limit where gross yield increases will lead to lower fruit size and fruit quality below optimum in terms of BP. For all blocks on an orchard, the grower must define the yield target and then set in place a strategy to achieve that target.

Figure 2 FO2012 Cripps Pink 2006 Gross Yield (kg/ha)vs Block profit (\$/ha)



For young blocks the quicker the block can achieve high mature gross yield the better the BP and Internal Rate of Return (IRR) will be. Tree density and rapid tree establishment are keys to increasing yield and BP in a young block. Figure 3 shows increasing BP with increasing age. Interesting to note the extreme variation between blocks that were all planted in the Year 2000 with the same variety. BP ranges from a loss of \$11,000 to a profit of \$46,000/ha. This demonstrates the massive variation present within the industry.

Figure 3 FO2012 Cripps Pink 2006 Tree Age (Year of Planting) vs Block profit (\$/ha)



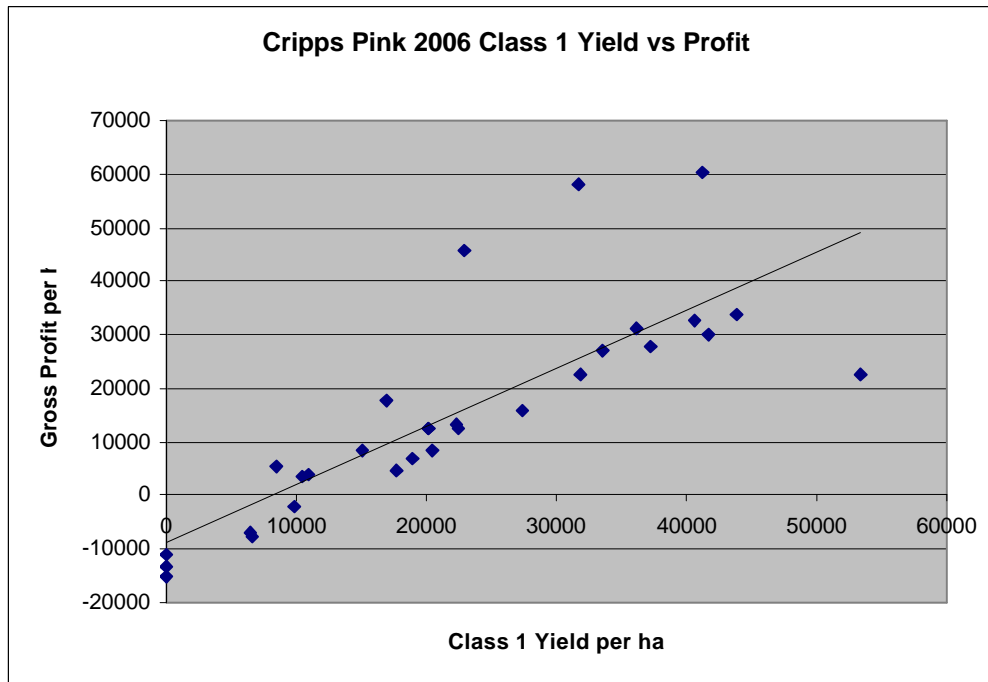
Packout

The key driver we are referring to is Class 1 recovery. The combination of Class 1 recovery and Gross Yield determine Class 1 volume per ha. For most fresh market varieties, it is the Class 1 portion of the crop that achieves returns that are the single biggest contributor to profit. All efforts need to be made to maximise Class 1 recovery.

Examples to maximise recovery include:

- ❖ Well pruned trees allowing good light penetration and hence fruit colour
- ❖ Thinning strategies eg fruit spacing on differing wood ages, placement and number of fruit per spur per spur, that maximise fruit quality.
- ❖ Use of reflective mulches where colour development is in adequate
- ❖ Vigour controlling techniques to improve colour, fruit size and quality
- ❖ Excellent harvest management etc etc

Figure 4 FO2012 Cripps Pink 2006 Class 1 Yield (kg/ha) vs Block profit (\$/ha)



Price

Often the single biggest driver of profit is price received for the product. Variety will play a key role in price determination but many other factors will come to play. Market strategy and timing will be critical, fruit size will play a key role as will fruit quality.

Figure 4 above shows all blocks within a very tight band with the exception of three blocks at the top of the graph. In the FO2012 project, most monitor blocks are not able to calculate returns per kg therefore we have used industry average orchard gate values of \$1.20/kg Class 1 and \$0.50/kg Class 2. The three high blocks in Fig 4 supplied actual returns with the three averaging \$2.50/class 1 kg. This explains why they don't fit within the band. It also demonstrates the power of price with the Block Profitability.

Expenditure

The old saying holds true,

“Maximise Income and Manage the Expenditure”.

All growers should place most of their energy and focus on maximising income, but they must also be mindful of expenditure. When comparing growers and even blocks of trees within orchards, the cost structure to produce a class 1 kg can vary greatly. The key reasons for expenditure differences are :

Yield, Packout, Scale, Simplicity, Efficiency, Planning, and Reliability.

- ❖ Yield: With many costs on the orchard unrelated to yield, the better the yield the lower the unit costs per kg marketed.
- ❖ Packout ; If packouts are maximised the costs per Class 1 kg are minimised.
- ❖ Scale: orchards that have scale have the potential to spread overheads over larger areas and greater volumes. Scale can however work against you if that increased scale is not well managed. Bigger orchards can make bigger losses.
- ❖ Simplicity: With most of the orchard labour being unskilled and expensive, the way in which an orchard is set up can have a large influence on the unit labour costs per Class 1 kg. Large blocks of trees with simple repetitive structures can be significantly cheaper to run.
- ❖ Efficiency. Minimising downtime, managing resources appropriately
- ❖ Planning: Staff having clear plans on requirement allowing them to maximise their working day
- ❖ Reliability: Staff and equipment

How to improve Block profitability

Once a block profit is recorded and understood, the most important part is the objectives and action plans that the grower decides appropriate with the aim of continual improvement. Continual improvement is the objective. Stay the same and slowly you will go backwards.

Block profit analysis should assist the grower set the management objectives of the block. These should include:

Market strategy, target prune, thin and harvest costs, pruning strategy, set optimum crop loads for the block, chemical and hand thinning strategies, vigour management techniques eg use of Regalis™, cincturing, need for reflective mulches, harvest strategy etc etc.

Figure 5 below shows the BP for the past 3 years and includes the Management Objectives in a text box below.

Figure 5 Block profit of a block of Royal Gala and management objectives

| ROYAL GALA THO | | | | | | | | | | | | |
|---|--------------|--------------|---------------|-----------|--------------|--------------|---------------|-----------|--------------|--------------|---------------|-----------|
| | 2005 | | | | 2006 | | | | 2007 | | | |
| Tree Number | 540 | | | | 540 | | | | 540 | | | |
| Area (ha) | 1.06 | | | | 1.06 | | | | 1.06 | | | |
| Tree Density (trees/ha) | 509 | | | | 509 | | | | 509 | | | |
| | | | | | | | | | | | | |
| Gross Yield | TCE per Tree | Gross TCE/ha | Export TCE/ha | Tonnes/ha | TCE per Tree | Gross TCE/ha | Export TCE/ha | Tonnes/ha | TCE per Tree | Gross TCE/ha | Export TCE/ha | Tonnes/ha |
| | 6.47 | 3296 | 2044 | 59,329 | 8.51 | 4335 | 3035 | 78,035 | 6.89 | 3510 | 2808 | 63,180 |
| Submitted to Packhouse | 88% | | | | 95% | | | | 100% | | | |
| Gross Packing Cost (\$/tce) | \$2.34 | | | | \$2.63 | | | | \$2.55 | | | |
| Recovery and Returns | Export | Local | Process | Fruit No. | Export | Local | Process | Fruit No. | Export | Local | Process | Fruit No. |
| Packouts | 62% | 0% | 38% | | 70% | 0% | 30% | | 80% | 0% | 20% | |
| Returns | \$15.00 | \$3.60 | \$1.08 | | \$20.00 | \$3.60 | \$1.08 | | \$18.00 | \$0.00 | \$1.08 | |
| Average Size | 100 | | | | 105 | | | | 110 | | | |
| Loss (thin to pick) | 10% | | | | 10% | | | | 10% | | | |
| | | | | 712 | | | | 993 | | | | 934 |
| Direct Financial Result | \$ Per Tree | \$/gross TCE | \$/export TCE | \$ Per Ha | \$ Per Tree | \$/gross TCE | \$/export TCE | \$ Per Ha | \$ Per Tree | \$/gross TCE | \$/export TCE | \$ Per Ha |
| INCOME | \$62.83 | \$9.71 | \$15.66 | \$32,008 | \$121.90 | \$14.32 | \$20.48 | \$62,099 | \$100.70 | \$14.62 | \$18.27 | \$51,302 |
| Winter Prune | \$3.00 | \$0.46 | \$0.75 | \$1,528 | \$2.75 | \$0.32 | \$0.46 | \$1,401 | \$2.75 | \$0.40 | \$0.50 | \$1,401 |
| Cincture | \$0.40 | \$0.06 | \$0.10 | \$204 | \$0.40 | \$0.05 | \$0.07 | \$204 | \$0.40 | \$0.06 | \$0.07 | \$204 |
| Summer Prune/Thin | \$1.00 | \$0.15 | \$0.25 | \$509 | \$0.00 | \$0.00 | \$0.00 | \$0 | \$0.00 | \$0.00 | \$0.00 | \$0 |
| Thin | \$3.00 | \$0.46 | \$0.75 | \$1,528 | \$4.80 | \$0.56 | \$0.81 | \$2,445 | \$3.20 | \$0.46 | \$0.58 | \$1,630 |
| Harvest | \$11.65 | \$1.80 | \$2.90 | \$5,933 | \$15.32 | \$1.80 | \$2.57 | \$7,804 | \$12.76 | \$1.85 | \$2.31 | \$6,494 |
| Freight | \$1.49 | \$0.23 | \$0.37 | \$758 | \$1.96 | \$0.23 | \$0.33 | \$997 | \$1.68 | \$0.23 | \$0.29 | \$807 |
| Packing | \$13.32 | \$2.06 | \$3.32 | \$6,787 | \$21.26 | \$2.50 | \$3.57 | \$10,832 | \$17.57 | \$2.55 | \$3.19 | \$8,951 |
| Packaging | \$14.44 | \$2.23 | \$3.60 | \$7,357 | \$20.25 | \$2.38 | \$3.40 | \$10,318 | \$19.02 | \$2.76 | \$3.45 | \$9,688 |
| Coolstorage | \$7.62 | \$1.18 | \$1.90 | \$3,683 | \$8.34 | \$0.98 | \$1.40 | \$4,249 | \$8.27 | \$1.20 | \$1.50 | \$4,212 |
| TOTAL DIRECT EXPENDITURE | \$55.92 | \$8.64 | \$13.94 | \$28,487 | \$75.08 | \$9.82 | \$12.60 | \$38,249 | \$65.54 | \$9.51 | \$11.89 | \$33,386 |
| SURPLUS | \$6.91 | \$1.07 | \$1.72 | \$3,518 | \$46.82 | \$5.50 | \$7.86 | \$23,850 | \$35.17 | \$5.10 | \$6.38 | \$17,916 |
| Additional orchard expenditure | \$23.41 | \$3.62 | \$5.83 | \$11,924 | \$23.56 | \$2.77 | \$3.95 | \$12,000 | \$23.56 | \$3.42 | \$4.27 | \$12,000 |
| Management Fee | \$2.94 | \$0.46 | \$0.73 | \$1,500 | \$2.94 | \$0.35 | \$0.49 | \$1,500 | \$2.94 | \$0.43 | \$0.53 | \$1,500 |
| PROFIT | -\$19.44 | -\$3.01 | -\$4.85 | -\$9,608 | \$20.32 | \$2.39 | \$3.41 | \$10,350 | \$8.67 | \$1.26 | \$1.57 | \$4,416 |
| Management Objectives: Target yield of 4000 tces/ha @ 105 equates to 934 fruit/tree, aim for lift packout to 80% recovery Try to bring the block early. Use Hicane, Extenday at petal fall. Cincture all blocks at petal fall to reduce vigour (no Ethrel or Regalis). Increase chemical thinning to compensate Don't overprune or overthin bottoms of trees Summer rip and then summer prune if necessary | | | | | | | | | | | | |