



The Olive Press
10 Pragnell Street
Solway
Masterton 5810

2013 Season

Olive Processing

Handbook



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The Olive Press – Essential Information

Location

10 Pragnell Street (off Judds Road)
Solway
Masterton 5810

Operating Hours

Normal operating hours are usually 8am to 6pm on processing days.
Other hours by prior arrangement only and subject to confirmed bookings.

Contact Details

Bookings	Bill Hey	(06) 379 9082 (027) 271 6949 olivemanbill@gmail.com
Operations	Bill Hey	(06) 379 9082 (027) 271 6949 olivemanbill@gmail.com
Board	Bruce McCallum Deputy Chairman	(021) 537 680 bruce@touchstonecapital.co.nz

Mechanical Harvester

Forty Groves	Andrew Taylor	(06) 844 9069 (027) 611 9703 forty.groves@paradise.net.nz
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Standards & Certification

Processing Standards

This is TOP's thirteenth consecutive harvest. Over this time, we have processed fruit from all over the North Island and have accumulated extensive experience of the differing regional climates and other factors involved.

TOP's operations manager Bill Hey attended the ONZ Processors Course conducted in April 2008 at the Suminovich Estate in Pukekohe, and the ONZ Advanced Processors Course in March 2013 in Auckland.

Food Safety/HACCP Programme

TOP's food safety/HACCP plan was developed by Food & Health Standards 2006 Ltd under the ONZ Food Safety Programme and approved in October 2009 by the NZ Food Safety Authority. The plan's key principles are reflected in this revised booklet and the attached declaration. The programme requires TOP to be regularly audited under the Authority's auspices.

Demeter-Approved Processing for Biodynamic Customers

In 2006, TOP was approved by the Biodynamic Farm Association to process olives presented by certified biodynamic customers. The approval under the Demeter standard requires biodynamic product to be processed first each day following a complete wash down at the end of processing the previous day.



Pre-harvest Assessment & Planning

Fruit Assessment

Assessment of fruit for optimum ripeness, particular flavour profiles and oil yield is the customer's responsibility. However, TOP can facilitate assistance for those uncertain as to the ideal harvest conditions for their grove.

Please refer to our schedule of charges for such services.

For those wanting to do their own thing, the $\frac{1}{3}$ black - $\frac{1}{3}$ red - $\frac{1}{3}$ straw rule remains the most reliable if non-scientific method for guesstimating oil yield.

Infrared Analysis of Fruit

Customers wanting a more precise method for determining the oil and moisture content in their fruit can now send 250gm samples off to a 'near infrared analysis' testing facility in Auckland.

For best results, it's recommended a range of samples be submitted over the ripening period as this will assist in assessing the optimum time to harvest.

Those interested should contact Parkhill Olives for more details. They are located at 788 Whangaripo Road, Wellsford, Auckland, phone (09) 423 8488.

Grove Readiness

Pine needles, plastic irrigators, various metal objects and other unwanted contaminants – these items still find their way into the system despite screens, blowers and washers deployed at various stages throughout the process.



To maintain the integrity of TOP's processing standards, not to mention the grower's fruit and oil quality, it is important these unwelcome nasties are kept out of the pressing process by giving the grove a good once-over prior to harvesting. Clearing or pruning away excess dead foliage will also help immeasurably.

Those using a mechanical harvester will also need to keep the bottom metre of tree trunk clear to ensure the harvester can maximise its vibration technology.

Booking the Press

Although our processing season typically runs from May though August, we still operate on a 'demand' basis only – if there are no bookings, the plant will not be open – which is why it's essential to book.

Please send Bill the olive harvest information sheet as soon as possible.

Customers should also let us know as soon as possible their harvest estimate and timing, together with any special process needs e.g. Demeter – you can help by first returning the supplier declaration form at the back of this handbook.

Customers must book directly with Bill, and then confirm their booking with him the day before delivery. TOP will always try to accommodate urgent bookings where possible, on a 'first come/first served' basis, but please don't leave it to chance. Finally, the olive harvest information form MUST accompany the supplier declaration form on or before the first fruit delivery.



Fruit Picking

Picking by hand offers customers a selective if time-consuming method for harvesting olives – it's ideal for maximising tree yield when faced with 'sticky' fruit or avoiding those that are damaged, and essential for harvesting table olives.

However, hand pickers are hard to find so plan well ahead if utilising this method. Harvesting by hand can also be problematic during poor weather – wet olives cannot be held for long before pressing; and mud from nets (especially from clay soils) can survive fruit washing at the press thus compromising oil quality.

Customers picking fruit by hand will need to be mindful of booking arrangements if their harvest is delayed by unsuitable weather conditions.

Mechanical Harvesting

With a cropping rate of 60+ trees per hour, customers need to be properly organised when using a mechanical harvester – you should have cropping trees selected; fruit bins* at the ready (with in-grove labour to operate forklift tractor); and transport to TOP arranged, all by the time the harvester arrives on site.

A reminder – under the Health and Safety in Employment Act, olive groves are workplaces – so keep plenty of protective gear handy, including hats, boots, gloves and ear muffs/plugs – you are obliged to comply with any H&S plan.

If transporting bins from a gravel platform, please ensure stones are not caught on the pallet base as these can drop into the press hopper during unloading.

* CHEP bins supplied by TOP are only available to customers utilizing TOP's processing facilities



Fruit Containers, Storage & Transport

Fruit Bins & Trays

Most customers are now using the ventilated CHEP Shuttle Bin SB1 available through TOP to store and transport their fruit. These bins work well with our rotating-head forklift and are at their most efficient cost-wise when deployed in-grove with a mechanical harvester. If required, they must be pre-booked through Bill - see schedule of charges.

Customers with smaller crops will find the 15kg ventilated stacker tray or something similar very effective (please, no plastic bags or cardboard boxes!) provided they remember they are responsible for unloading the fruit at the press.

Where pressing efficiency is concerned, more fruit the better. Quite apart from the reduced processing costs that come with volume the malaxing process works best with full vats (600-700kgs).

Storing & Transporting Fruit

Provided harvested fruit is dry, disease/frost free, and kept cool, it can be held safely (including undercover in the grove) for up to 24 hours before processing.

Subject to prior booking arrangements, TOP can provide a 'same day' pressing service. Otherwise, our aim is to process fruit no later than the next processing day after delivery. Customers should consider overall hold time when booking.

Getting the fruit to the press remains the owner's responsibility – please remember to cover fruit in transit, especially on dusty gravel roads. Those requiring transport should contact Bill Hey directly for arrangements and rates.



Fruit Presentation & Processing

Fruit Standards

All our customers understand that clean, ripe fruit usually delivers the best quality oil and yield. Fruit that's too dry/shrivelled or affected by disease, frost or hail will not only produce a less than ideal result it could also compromise our pressing process. To avoid such a situation potentially affecting others, customers need to be aware - TOP has the right to refuse badly damaged or diseased fruit.

The press can handle some leaf and twig but excess amount will affect oil yield and quality. Mud, particularly from heavy clay soils, can also taint the resulting oil. These factors need to be managed in-grove during harvesting, especially if a food safety plan applies to a grove. A charge will be levied for pre-processing fruit cleaning.

Processing Standards & Options

TOP's goal is to extract the maximum amount of the available oil present in the customer's fruit. Needless to say, fruit ripeness, variety, quality and many other environmental factors have the capacity to influence the achievement of this goal.

We use a food-grade co-adjuvant (mineral talc) to aid processing where fruit is in less than optimal condition e.g. not fully ripe or high moisture content, and have a temperature-controlled container to settle oil faster if desired (cost on request).

By prior arrangement, customers also have the option of adding approved natural infusion products e.g. cut up lemons to their fruit during the pressing process. These products will be weighed with olives and pressed at the end of the day and prior to a special wash down (which will attract an additional charge of \$200 spread across all infused pressings that day).



Please note – for plant operational efficiency, we cannot process at more than a ratio of 20% infusing material to olives. A handling fee will be charged if batch output is required to be racked off into small containers.

Fruit Supply Notification

(Formal Advice to Olive Suppliers under our Food Safety Plan)

Before your fruit can be accepted for processing, you need to comply with the following:

- 1 Notify us that you have fruit for processing and state expected harvesting date (see OLIVE HARVEST INFORMATION sheet).
- 2 You have read, understood and signed the SUPPLIER DECLARATION.
- 3 Quality of fruit supplied must be free of contamination such as: chemical residues, fungal spores, soil and stones, faeces of wild or domestic birds or animals, pathogenic organisms, bacteria, viruses or parasites.
- 4 Individual crates of produce are required to be labelled clearly with the following information:

Supplier's name

Fruit type

Harvest date

Our rationale for the above requests are:

- Site Operational Scheduling and ability to process on day of harvest
- Requirement under HACCP based generic ONZ Food Safety Programme / Code of Practice
- Control of food safety hazards from external sources.
- Product identification and traceability.

Thank you for your co-operation.

(see olive harvest information sheet and supplier declaration form appended to this booklet)



Oil Receptacles, Storage & Collection

Small Volume Oil Containers

TOP will accept only two types of container to receive a customer's oil – stainless steel and food-grade plastic – glass and other types of non-approved containers will be refused on food and/or workplace safety grounds – unless special arrangements have been made e.g. on-site bottling outside processing hours.

Receptacle cleanliness and hygiene are the customer's responsibility - please ensure each container has an efficient sealing device to retain the food-quality nitrogen that TOP adds to the oil after processing (to inhibit oxidation).

Most important – TOP has a very limited supply of its own receptacles, so to avoid embarrassment can customers please ensure they have sufficient containers to receive the oil – we suggest you err on the optimistic side!

Customers providing smaller containers should aim to collect their oil from the press within 24 hours of processing as TOP has limited space available on site for long-term non-bulk storage.

High Volume Oil Storage

By prior arrangement, customers have the option of storing their oil on site in 500/1000-litre unicons or 200-litre drums, both with food-grade liners. TOP has a high-speed oil pump and replacement liners for those customers wanting on-site oil storage and management – see schedule of charges.

Subject to TOP's prior approval and compliance with its food safety/ HACCP plan, customers may use their own bulk receptacles.



Customer Protocols

Fruit Delivery & Oil Collection

Customers are responsible for unloading/checking weight of fruit and for uplifting oil, unless prior arrangements have been made for bulk deliveries & collection.

Processing Records

TOP records all the relevant processing data – date & time, batch number, fruit variety & weight, oil yield (by weight & %) and any other relevant factors.

The key data is then noted on a TOP label that's affixed to the customer's container. Any post-processing testing is the customer's responsibility.

On-site Health & Safety

Customers are asked to observe all notices and respect all requests from staff, including instructions required under the Health & Safety in Employment Act.

Customers are welcome to stay and observe the olive pressing process if they wish – but from a safe distance.

Main hazards include moving conveyor belts, moving forklift, noise and oil fumes when close to malaxing bins – eye and ear protection recommended.

Customers are asked to exercise judgment in conversing with staff during processing – distraction can compromise quality and may lead to accidents.

Where customers enter the premises for processing purposes (e.g. introducing infusion material) they do so at their own risk and must comply at all times with TOP's Health & Safety requirements and standards.



Olive Industry Co-operation

In the interests of developing a viable New Zealand olive industry, TOP is keen to foster co-operative commercial relationships with other industry suppliers and purchasers, both for our own benefit and those of our customers.

However, to avoid any misunderstanding and minimise the potential for conflicts of interest, we need to stress that any involvement is limited to facilitation – we are happy to act as ‘go between’ for our customers and other businesses - but we are not agents and therefore cannot accept liability for the arrangements or transactions our customers and other businesses may enter into.

So with that in mind, buyers and sellers of either fruit or oil are invited to contact Bill Hey (on a confidential basis if required) to:

- Indicate their buying or selling interest
- Advise broad expectations they are happy to have circulated to the market
- Provide Bill with contact details so he can facilitate the connection



Terms of Trade

1. TOP will usually be open daily for business from 8.00am to 6.00pm during the processing season, with variable hours available according to processing demand.
2. Customers will book the arranged date and time of processing olives with TOP. Some flexibility may be required with processing times and dates.
3. TOP reserves the right to change any arranged processing dates and times, or hold over until the next processing day any olives delivered for processing, but will give Customers as much notice as possible of any change.
4. If Customers cannot meet the arranged processing dates and/or times, they must contact TOP prior to delivery. TOP will do its best to accommodate any changes.
5. TOP reserves the right to reject any olives delivered for processing if the olives are unsuitable for processing due to spoilage or contamination.
6. Customers will bring sufficient suitable containers (no glass) for oil collection at the time olives are delivered for processing.
7. Customers will be invoiced according to the weight and corresponding cost of each batch processed. Customers subsequently qualifying for a seasonal volume rebate will be refunded at the conclusion of the processing season and in any event no later than 31 August.
8. Unless alternative arrangements have been agreed to prior to processing, Customers agree to pay TOP, by cash, cheque or direct credit, all costs involved with processing their olives, prior to or upon collection of their oil.
9. TOP will comply with the highest standards applicable to the olive processing services.
Please note however:
 - (a) Except as expressly otherwise provided above, all representations or warranties (statutory, express or implied) except any which may not lawfully be excluded, are expressly excluded.
 - (b) The Customer agrees for the purposes of the above that the olive processing services are provided to it for the purposes of business and accordingly the provisions of the Consumer Guarantees Act 1993 do not apply to the provision of such services.
 - (c) Under no circumstances will TOP or any of its officers, employees, contractors or agents be liable to the Customer in contract, in tort (including but not limited to negligence), in equity for breach of statutory duty or otherwise for loss (whether direct or indirect) of profits, revenue, business, data or anticipated savings or for any indirect or consequential loss whatsoever.
 - (d) These provisions form part of the Terms of Trade which by supplying olives for processing the Customer agrees to.
10. For the avoidance of doubt, any insurance relating to the Customer's property including (but not limited to) olive fruit, olive oil, processing products and containers, will be the Customer's sole responsibility.



2013 Olive Harvest Information Sheet

Trade Name:

Contact Person:

Grove Address:

.....

Mailing Address:

(for invoicing)

.....

Phones:

(Home) (Work)

Mobile:

Email:

Harvest Forecast Info (optional):

1. Varietal no.of trees est. total weight (kgs)
2. Varietal no.of trees est. total weight (kgs)
3. Varietal no.of trees est. total weight (kgs)
4. Varietal no.of trees est. total weight (kgs)
5. Varietal no.of trees est. total weight (kgs)
6. Varietal no.of trees est. total weight (kgs)

Anticipated Harvest Start Date:

Please detach this form and return ASAP to: Bill Hey

115 Riversdale Road

RD 2 Carterton

Email: olivemanbill@gmail.com



2013 Processing Rates/Schedule of Charges

2013 Pricing Policy

Prices for the 2013 processing season (including the administration charge) have been held at last year's rates; the minimum batch weight has been reduced from 1000kgs to 700kgs; and a comprehensive scale of charges has been added for our other services.

ALL RATES & CHARGES ARE EXCLUSIVE OF GST.

Processing

Batch Weight	Price Per Kg (plus GST)
Up to 999kgs	\$1.00
1000 – 1999 kgs	99¢ @ 1000 kgs proportionally reducing to 71¢ @ 1999 kgs
* 2 tonnes	<i>72¢ @ 2 tonnes, proportionally reducing to 68¢ @ 2.999 tonnes</i>
* 3 tonnes	<i>67¢ @ 3 tonnes, proportionally reducing to 63¢ @ 3.999 tonnes</i>
* 4 tonnes	<i>62¢ @ 4 tonnes, proportionally reducing to 58¢ @ 6.999 tonnes</i>
* 7 tonnes	<i>57¢ @ 7 tonnes, proportionally reducing to 53¢ @ 9.999 tonnes</i>
* 10 tonnes	<i>52¢ @ 10 tonnes, proportionally reducing to 48¢ @ 14.999 tonnes</i>
* 15 tonnes	<i>47¢ @ 15 tonnes, proportionally reducing to 43¢ @ 19.999 tonnes</i>
* 20 tonnes	<i>42¢ @ 20 tonnes, proportionally reducing to 38¢ @ 24.999 tonnes</i>
* 25 tonnes	<i>37¢ @ 25 tonnes, proportionally reducing to 33¢ @ 49.999 tonnes</i>
+* 50 tonnes	<i>32¢ @ 50 tonnes, proportionally reducing to 30¢ @ 99.999 tonnes</i>
+* 100 tonnes	<i>29¢ @ 100 tonnes and above</i>

- * Customers who process more than 2 tonnes for the season will be charged a flat rate according to seasonal throughput rather than individual batch weights, subject to minimum batch weights of 700 kgs. (A batch is defined as the total amount of fruit available for continuous processing in a single day, including any fruit held over from the previous day's delivery). Customers qualifying for a seasonal volume rebate will have such rebate refunded after the conclusion of the processing season and in any event no later than 31 August 2013.
- + Minimum of 5 tonnes per daily batch required to qualify for 50-tonne rate; minimum of 10 tonnes to qualify for the 100-tonne rate.

Administration Charge – \$25.00 per batch.

Pre-processing Fruit Cleaning – where necessary to remove debris, foreign objects etc – at a rate of \$100 per tonne.



CHEP SB1 Shuttle Bins – \$12.00 per hire, per day.

Oil Bladders – 200 litre top fill and 200/1000 top & bottom fill (Bill to advise).

Enzymes – at suppliers request (Bill to advise).

Other Services

Adding Approved Natural Infusion Material – \$200 wash down charge per day.

Storage & Racking off –

- Containers, bottles, boxes etc - \$104.00 per cubic metre per annum
- Oil storage in heated facility - \$1.00 per cubic metre per day
- Racking off - \$60.00 per hour

Bottling – set up and clean down - \$60.00; bottling 75¢ per bottle.

Oil Pump Hireage – \$50.00 per hire for up to 5 days, subject to availability.

Fruit Assessment – \$60.00 plus mileage.

Truck hire – by arrangement (contact Bill).

Call-out Charge – \$125.00 per call-out outside the processing season; and outside standard operating hours during the processing season.

Payment Terms

Invoices will usually be generated at the time of processing or supply of other services or soon after. TOP requires payment by direct credit or cheque prior to collection of oil, unless alternative arrangements have been made.

Oil processing accounts remaining unpaid after 20 August 2013 will incur an interest charge of 1.75% per calendar month until paid; after 31 December 2013, oil may be sold to recover unpaid accounts plus interest.

Invoices for other services are payable by 20th of the month following. Interest as above and any costs to recover unpaid accounts will be charged thereafter.