



Waipara Olive Processors Ltd

(WOP)

OFFER OF SERVICE

2013

Waipara Olive Processors Ltd

331 Georges Road

RD2

Amberley 7482

Waipara Valley



Contents

Waipara Olive Processors – Contact Details	3
Location	3
Operating Hours	3
Contact Details.....	3
Mechanical Harvester.....	3
The GEA PRELUM 20 Olive Press	4
Harvest Planning.....	6
Fruit Assessment.....	6
Grove Readiness	6
Booking the Press	6
Olive Harvest	7
Hand Picking	7
Mechanical Harvesting	7
Fruit Handling	7
Bins, Storage & Transportation	7
Fruit Standards	7
Customer Protocols	8
Fruit Delivery, Oil Containers & Collection	8
Processing Records	8
On-site Health & Safety	8
Fruit Supply Notification.....	8
Processing Options	9
Terms of Trade.....	10
Olive Processing Rates - 2013.....	11
Supplier Declaration Form - 2013.....	12
Olive Harvest Information Sheet - 2013.....	13



Waipara Olive Processors – Contact Details

Location

331 Georges Road
RD2
Amberley 7482
Waipara Valley

Operating Hours

Normal operating hours are usually 8am to 6pm on processing days, however fruit will only be received between 3pm and 6pm.

Other hours by prior arrangement only and subject to confirmed bookings.

Contact Details

Tony & Cindy Millar
email: hartck@xtra.co.nz
ph: 027-654-8369 (027-OLIVENZ)

Mechanical Harvester

Malcolm and Sally McKenzie
email: bel_hamed@xtra.co.nz
ph: 027-640-8859 / 03-314-6739

Acknowledgement

WOP has utilised or researched the publications from a number of organisations both in New Zealand and abroad to assist with the production of this Offer of Service.
Entities include, but are not limited to:

GEA Westfalia; Forty Groves Ltd; The Olive Press; First Press;
Canterbury Olive Processors Ltd; Olive Agencies (NZ) Ltd; Olives NZ;
Pinehill Olives; Emery's Talc; Olives Australia; and The Olive Store.

Their continuing work to ensure the on-going progress and development of the Olive industry is gratefully acknowledged.



The GEA PRELUM 20 Olive Press

Waipara Olive Processors (WOP) has acquired a GEA Westfalia 2-phase Prelum 20 olive oil line with a capacity of is suitable for about 700 kg/h. It is a complete line from reception through to oil, was built in Germany, and contains both a decanter and separator for olive oil extraction.



The aspect of the press system that needs to be understood is that it does not have a washing facility. After much consideration, confirmed by attendance at the 2013 olive processing course, we have decided that if we are to maintain a high level of polyphenols and oxidative stability, and enhance the extractability of the oil, we must ensure that water ingress into the process is kept to the absolute minimum.

Growers can play an important role in this regard by ensuring that the fruit is as clean as possible. Livestock should be removed from the grove in good time and mud needs to be kept to a minimum on ground nets. The use of mechanical harvesting, if appropriate, can also assist in keeping the fruit clean.

In keeping with this desire to maintain the flavours, stability and oil yield we have also invested in LED lighting throughout our processing facility to reduce the amount of ultraviolet light that is able to affect the oil.

One thing to note is that the higher capacity of the press will also mean that the minimum batch requirement is 500kg per customer. Amounts less than 500kg will be consolidated at the end of the day with participants sharing the resulting oil.





Harvest Planning

Fruit Assessment

Assessment of fruit for optimum ripeness, particular flavour profiles and oil yield is the customer's responsibility. While the current practise is to use the $\frac{1}{3}$ black - $\frac{1}{3}$ red - $\frac{1}{3}$ straw rule of thumb to gauge approximate ripeness, there is of course the need to harvest prior to the winter frosts. What is clear however is that earlier harvests provide EVOO with higher levels of polyphenols, oil stability and longevity than those that are harvested later.

The best way to calculate oil and moisture content is to conduct Near Infrared (NIR) analysis. WOP is currently investigating options to offer NIR services to Canterbury customers but this is unlikely to be available for the 2013 harvest. An alternative is to utilise testing services based at Olives, c/- D & R Drew, 1162 Whangaripo Valley Road, Wellsford (09) 423 8488.

Grove Readiness

The quality of the EVOO being produced can only be as good as the fruit going in. Growers can play an important role in this regard by ensuring that the fruit is as clean as possible. Items that could either contaminate the final product or cause physical damage to the press need to be removed from the grove in good time. In particular, metal items, irrigators, livestock, dead foliage and previously-frosted fruit need to be removed prior to commencing the harvest.

Booking the Press

In order to ensure that costs are kept down WOP will operate on a demand basis and will only be available if booked. If there are no bookings, the plant will not be open. Customers need to book in good time via email and then confirm the booking the day before delivery.

Please send the olive harvest information sheet as soon as possible. WOP also needs to be aware of the customers' harvest estimate and timing, together with any special process needs. The olive harvest information form MUST accompany the supplier declaration form on or before the first fruit delivery.



Olive Harvest

Hand Picking

Although hand picking can provide a greater fruit yield per tree, it can be time consuming and prone to delays due to weather. Customers picking fruit by hand will need to be mindful of booking arrangements if their harvest is delayed by unsuitable weather conditions.

Mechanical Harvesting

Consumers need to be properly organised in order to deal with a mechanical harvester. Specific requirements will be provided by the harvest operator, however if large bins are being transported from a gravel surface it is requested that stones are not caught in the pallet base as they can get into the press via the hopper.

Fruit Handling

Bins, Storage & Transportation

WOP uses 300kg wooden bins as they closely approximate the size of the press hopper. Customers with smaller bins are responsible for unloading the fruit into the WOP bins at the press.

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. Our aim is to process fruit no later than the next processing day after delivery, which again highlights the need to plan the harvest and make bookings in good time. It remains the customer's responsibility to transport the fruit to the press and please remember that it may be wise to cover the fruit during transit to prevent contamination.

Fruit Standards

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; which can affect other customers. Therefore, WOP 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. A charge will be levied for any pre-processing fruit cleaning that might be required beyond the norm.



Customer Protocols

Fruit Delivery, Oil Containers & Collection

The minimum amount batch requirement is 500kg per customer. Amounts less than 500kg will be consolidated at the end of the day with participants sharing the resulting oil. Customers are responsible for unloading/checking weight of fruit and for uplifting oil, unless prior arrangements have been made. Stainless steel and food-grade plastic are the only approved containers within the processing facility and receptacle cleanliness is the customer's responsibility. Customers must ensure that they provide sufficient containers to capture their processed EVOO.

Processing Records

WOP 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 WOP label that's affixed to the customer's container. Any post-processing testing is the customer's responsibility.

On-site Health & Safety

The WOP processing facility is a 'work place' under the Health and Safety in Employment Act and customers are asked to observe all notices and respect all requests from staff, including instructions required under the Act.

Customers are welcome to stay and observe the process, however distractions can compromise quality and may lead to accidents. Where customers enter the premises they do so at their own risk and only with the approval of on-site WOP staff, and must comply at all times with WOP's Health & Safety requirements and standards.

Fruit Supply Notification

Before your fruit can be accepted for processing customers are required to comply with the following in order to ensure appropriate food safety and traceability standards are maintained:

- Notify WOP that you have fruit for processing and state expected harvesting date in accordance with the Olive Harvest Information Sheet.
- You have read, understood and signed the Supplier Declaration.
- Fruit supplied must be of good quality and free of contamination such as: chemical residues, fungal spores, soil and stones, bird or animal faeces, pathogenic organisms, bacteria, viruses or parasites.
- Individual crates of produce are required to be labelled clearly with the following:
 - Supplier's Name
 - Grove Name
 - Fruit type
 - Harvest date



Processing Options

WOP'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. On customer request, WOP will use food-grade mineral talc to aid processing where fruit is in less than optimal condition and will alter the grid size of the hammer mill where appropriate.

Talc

Difficult fruit creates an emulsion during the milling process. Oil droplets emulsified with water create an emulsion, meaning some oil is lost. Talc helps prevent the formation of emulsions and breaks up emulsions previously formed, allowing the oil to be extracted.

Oil may be retained within the cell walls of the olive paste rather than being released during the crushing and malaxing process. Talc will absorb the droplets of oil retained in the cell walls, forming larger drops, making it easier to extract this oil.

Oil and water may get caught in agglomerating microgels. Talc helps to break up these micro gels and release the oil. Both olive paste and talc are oleophilic. Talc counteracts the paste further releasing oil into an extractable form.

As the talc is chemically inert, it does not affect the chemical properties of the olive paste, nor the colour or flavour of the final product.

http://www.imerystalc.com/content/luzenac/Food/Functions/Processing_aid/asia.php

In addition, WOP is investigating the use of natural enzymes to assist in the oil extraction process.

Enzymes

For decades, industrial pectolytic enzymes, produced by micro-organisms, are used in fruit juice production and was therefore able to apply this concept to olive oil production. Over 30 years ago the first attempts were made by adding pectolytic enzymes to the malaxing process.

96 - 98% of the oil is found in the flesh (mesocarp) and skin (epicarp). The remaining oil is found in the pit (endocarp). The majority of the oil is located in the vacuoles but the bound oil is not accessible in the extraction process and is therefore lost in the waste.

Trials have concluded that for every 1 tonne of fruit processed you will receive an extra 1% of oil. This equates to an extra 10 litres per tonne of fruit processed.

Enzymes improve yield, storage stability and flavour, and can achieve more EVOO at less cost.

<http://www.oliveaustralia.com.au/html/enzymes.html>

Note: Talc powder and Pectinase enzymes can be used for the processing of EVOO in accordance with The Australia New Zealand Food Standard Code (ANFA Section 1.3.3).



Terms of Trade

The following provisions form part of the Terms of Trade, which, by supplying olives for processing, the Customer agrees to.

1. WOP will usually be open daily for business from 8.00am to 6.00pm during the processing season, however some flexibility may be required with processing times and dates. Customers will book the arranged date and time of processing.
2. WOP 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. If Customers cannot meet the arranged processing dates and/or times, they must contact WOP prior to delivery. WOP will do its best to accommodate any changes.
3. The minimum amount batch requirement is 500kg per customer. Amounts less than 500kg will be consolidated at the end of the day with participants sharing the resulting oil.
4. WOP reserves the right to reject any olives delivered for processing if the olives are unsuitable for processing due to spoilage or contamination.
5. Customers will bring sufficient suitable (appropriately labelled) containers (no glass) for oil collection at the time olives are delivered for processing.
6. Customers will be invoiced according to the weight and corresponding cost of each batch processed.
7. Unless alternative arrangements have been agreed to prior to processing, Customers agree to pay WOP, cheque or electronic banking transfer direct, all costs involved with processing their olives, as detailed in the current Schedule of WOP Olive Processing Rates prior to or upon collection of their oil.
8. WOP 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 WOP 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.
9. 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.



Olive Processing Rates - 2013

Option A

- Contract Pressing
- Rate per kg (exclusive of GST) as listed below
- Grower to provide own storage containers
- Payment on collection by cheque or electronic banking transfer
- Minimum volume 500kg. Smaller volumes will be batch-pressed

	Olives NZ Member	Other Grower		
Within 7-days of invoice date	\$0.90	\$0.95		
8-19 days of invoice date	\$0.95	\$1.00		
20-30 days of invoice date	\$1.20	\$1.20		
30-60 days of invoice date	\$2.00	\$2.00		
Beyond 60 days of invoice date	Oil retained by WOP and sold to defray costs	Oil retained by WOP and sold to defray costs		
Additional Charges				
Processing Aids available at growers' request (Enzyme and Talc Powder)	\$50.00 per tonne of fruit.			
Call-out Charge – outside the processing season; or outside standard operating hours during the processing season.	\$100.00 per call-out			
Additional cleaning charge - for any pre-processing fruit cleaning that might be required beyond the norm	\$100.00 per tonne of excessively dirty fruit			
Option B				
<ul style="list-style-type: none">• Contract Pressing• No cash payment for processing• Waipara Olive Processors retains 60% of Olive Oil in lieu of pressing charges• Grower to provide own storage containers for remaining oil• Minimum volume 500kg• This option is available at the sole discretion of WOP				



Supplier Declaration Form - 2013

Trade Name			
Contact Person		Olives NZ Membership Number	
Supplying Grove Name & Address			
Email Address (for invoicing)			
Mailing Address			
Phone	Wk	Mob	Hm
I declare that the following answers given are a true history of the management of the above supplying grove:			
Fertilizer History:			
Have any untreated organic fertilisers been applied since Jan 2013? e.g. chicken or sheep manure etc & includes any livestock within the supplying grove.		Yes / No If Yes: What? When?	
Spray History:			
Have any of the following spray groups been applied to any area of the above supplying grove at any time during the 40 days prior to harvest?			
Pesticides	Yes / No	What?	When?
Copper	Yes / No	What?	When?
Stroby	Yes / No	What?	When?
Fungicides	Yes / No	What?	When?
Foliar Fertilizer	Yes / No	What?	When?
Other	Yes / No	What?	When?
Processing Option:			
Do you require processing aids to be used in order to increase EVOO yield? Yes / No			
Declaration			
1. I declare that the answers above provide a true history of the management of the above supplying grove. 2. I accept the Terms of Trade of Waipara Olive processors and will adhere to them. 3. I accept responsibility for checking the condition of the processed oil upon collection from Waipara Olive Processors Limited, and I understand that no responsibility will be taken for product damaged and or contaminated once it leaves the processing plant. I have examined the oil and I am satisfied with its condition.			
Signed		Print Name	Date

Please detach this form and return completed with fruit delivery



Olive Harvest Information Sheet - 2013

Trade Name			
Contact Person		Olives NZ Membership Number	
Supplying Grove Name & Grove Address			
Email Address (for invoicing)			
Mailing Address			
Phone	Wk	Mob	Hm
Harvest Forecast:			
Variety	Number of Trees	Estimated Total Weight In kg	Anticipated Harvest Date
Processing Option:			
Do you intend to request the use of processing aids in order to increase EVOO yield?			Yes / No
Signed	Print Name		Date

Please detach this form and return ASAP to:

**Cindy Millar
331 Georges Rd
RD 2 Amberley**

Or Scan and email to:

Email: hartck@xtra.co.nz (Subject Line of Email to Include Grove Name)