



Waipara Olive Processors Ltd

331 Georges Road RD2

Amberley 7482

Waipara Valley

15 April 2013

2013 OLIVE HARVEST

Dear Grower,

Welcome to the inaugural Offer of Service for Waipara Olive Processors (WOP). Based on reported fruit set, it is expected that 2013 will produce an above-average harvest – certainly better than 2012! The extended dry weather may even see a slightly earlier harvest than in previous years.

We are still getting equipment fitted and tested, but are well on schedule to be ready of operations by the middle of May. Local authorities are currently reviewing the draft Food Safety Plan, and this should be approved in good time. As we approach harvest time there are couple of points that may worthy of consideration:

- a. **Stand Down Periods.** Foliar spraying should be completed in good time to ensure that no residues are retained on the fruit. Grazing livestock also needs to be cleared out of the grove to prevent contamination of the fruit. When calculating stand down periods it may be wise to consider the earliest that you may need to harvest, such as in response to an unexpected frost.
- b. **Irrigation.** Irrigation needs to be ceased at an appropriate time in order to allow oil to build up in the fruit. Too much moisture in the fruit can cause difficulties during processing and of course it is the frozen water that is responsible for cell damage during post-frost thawing.
- c. **Equipment Preparations.** Now is the time to consider the state of your harvest equipment to ensure that you are ready for harvest and are ready to respond to early frosts.
- d. **Processing Aids.** We intend to offer talc and enzymes to assist in oil extraction. Some experiments have concluded that an average increase of about 3% yield could be expected depending upon variety, moisture content and ripeness.

Please find enclosed the formal Offer of Service. Base pricing is slightly lower than in the past and demonstrates our commitment to drive down the costs for the grower where possible. If you require any further information or have any queries or scheduling needs please call. An early indication of tonnages, varieties you require to be processed, and expected timing, will assist us with planning and scheduling of your processing.

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Enclosure:

1. Waipara Olive Processors Offer of Service - 2013