



Waipara Olive Processors Ltd  
(WOP)  
OFFER OF SERVICE  
**2015**

Waipara Olive Processors Ltd  
331 Georges Road  
RD2  
Amberley 7482  
Waipara Valley



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## Waipara Olive Processors – Contact Details

### Location

331 Georges Road  
RD2  
Amberley 7482  
Waipara Valley

### Operating Hours

Operating hours are usually 8am to 6pm (available 7 days a week during peak season). Fruit will normally be received between 3pm and 6pm, unless by prior arrangement only and subject to confirmed bookings.

### Contact Details

Tony & Cindy Millar  
email: [info@waiparagroves.co.nz](mailto:info@waiparagroves.co.nz) *(Subject Line of Email to Include Grove Name)*  
ph: 027-654-8369 (027-OLIVENZ) / 021 389 950 (Cindy)

### 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) operates a GEA Westfalia 2-phase Prelum 20 olive oil line with a capacity of is suitable for about 750 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, including observations of harvest-time rainfall and attendance at the 2013 olive processing course; we have decided that if we are to maintain a high level of polyphenols, oxidative stability and oil extractability, 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, is the best way to ensure that the fruit is kept 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.



## Harvest Planning

### 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.

### 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 ⅓ black - ⅓ red - ⅓ 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 2015 harvest. An alternative is to utilise testing services based at Olives, c/- D & R Drew, 1162 Whangaripo Valley Road, Wellsford (09) 423 8488.

During the 2013 season we saw a number of examples where the fruit was clearly not ready (over 90% green) or too cold (less than 6degC) to expect any meaningful yield to accrue. Growers are therefore advised that fruit that clearly cannot be effectively processed will be refused. However, if cold fruit must be harvested WOP can hold the product undercover to allow it to warm up prior to processing.

### 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. We will endeavour to fit in last minute bookings if possible but pre-booked customers will always take priority.

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.



## **Fruit Handling**

### **Olive Harvest**

Although hand picking can provide a greater fruit yield per tree, it can be time consuming, prone to weather delays and can result in dirty fruit. Customers picking fruit by hand will need to be mindful of booking arrangements if their harvest is delayed by unsuitable weather conditions. WOP also has a manual net/umbrella available for hire which can be quite useful to help keep fruit off the ground.

### **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 arrange transportation of 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 is too dry or shrivelled or affected by disease, frost or hail will not only produce a less than ideal result it could also compromise our pressing process; affecting other customers. Therefore, WOP has the right to refuse badly damaged or diseased fruit. It is also appropriate to note that fruit harvested too early should not expect to achieve high oil yields. In 2013 we found that some fruit, while not frosted, was too cold to elicit a reasonable yield.

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

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 from outside the factory as distractions can compromise quality and lead to accidents. WOP has limited staff and there is no one available to conduct tours. Customers may only enter the premises with the express approval of on-site WOP staff and they do so at their own risk. All visitors 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 (**Form 1**).
- You have read, understood and signed the Supplier Declaration Form (**Form 2**). This form is to accompany the fruit to the processor.
- Fruit supplied must be of good quality, ready for harvest 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 information:

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.

We use food-grade mineral talc and natural enzymes to assist in the oil extraction process to aid processing and will alter the grid size of the hammer mill where appropriate. Some experiments have concluded that an average increase of about 3% yield could be expected depending upon variety, moisture content and ripeness.

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).

### **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](http://www.imerystalc.com/content/luzenac/Food/Functions/Processing_aid/asia.php)

### **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 productions. 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>



## Terms of Trade

1. The following provisions form part of the Terms of Trade, which, by supplying olives for processing, the Customer agrees to.
2. WOP will usually be open daily for business from 8.00am to 6.00pm, when booked, during the processing season however some flexibility may be required with processing times and dates. Customers will book the date and time of processing olives with WOP.
3. 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.
4. WOP reserves the right to reject any olives delivered for processing if the olives are unsuitable for processing through a lack of ripeness or, 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 - 2015

General Requirements				
<ul style="list-style-type: none"> <li>• Contract Pressing</li> <li>• Rate per kg (exclusive of GST) as listed below, per batch</li> <li>• Grower to provide own storage containers</li> <li>• Payment on collection by cheque or electronic banking transfer</li> </ul>				
Quantities	ONZ Member	Other Grower	Beyond 20-days of Invoice	Beyond 60-days of Invoice
200kg - 400kg	\$1.00	\$1.00	\$1.50	Oil retained by WOP and sold to defray costs
401kg – 2000kg	\$0.85	\$0.95	\$1.50	
Above 2000kg	\$0.80	\$0.90	\$1.50	
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.		\$125.00 per call-out		
Additional cleaning charge - for any pre-processing fruit cleaning that might be required beyond the norm. This includes the requirement to clean the plant as a result of having to process hard, unripe fruit. WOP is the sole arbiter of what fruit requires additional cleaning.		\$125.00 per tonne of excessively dirty fruit		

**Form 2 - Supplier Declaration Form - 2015**

<b>Trade Name / Grove Name</b>			
<b>Contact Person</b>		<b>Olives NZ Membership Number</b>	
<b>Supplying Grove Name &amp; Address</b>			
<b>Email Address (for invoicing)</b>			
<b>Mailing Address</b>			
<b>Phone</b>	<b>Wk</b>	<b>Mob</b>	<b>Hm</b>
<b>I declare that the following answers given are a true history of the management of the above supplying grove:</b>			
<b>Fertilizer History:</b>			
Have any untreated organic fertilisers been applied since March 2015?		<b>Yes / No</b>	
e.g. chicken or sheep manure etc & includes any livestock within the supplying grove.		<b>If Yes:</b>	
		<b>What?</b>	
		<b>When?</b>	
<b>Spray History:</b>			
Have any of the following spray groups been applied to any area of the above supplying grove at any time during the 30 days prior to harvest?			
<b>Pesticides</b>	Yes / No	What?	When?
<b>Copper</b>	Yes / No	What?	When?
<b>Stroby</b>	Yes / No	What?	When?
<b>Fungicides</b>	Yes / No	What?	When?
<b>Foliar Fertilizer</b>	Yes / No	What?	When?
<b>Other</b>	Yes / No	What?	When?
<b>Processing Option:</b>			
Do you require processing aids to be used in order to increase EVOO yield? <b>Yes / No</b>			
<b>Declaration</b>			
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.			
4. I understand that fruit that is unduly 'green', cold or wet will tend to attract a lower yield.			
<b>Signed</b>		<b>Print Name</b>	<b>Date</b>

**Please detach this form and return completed with fruit delivery**



## Form 1 - Olive Harvest Information Sheet - 2015

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

**Please detach this form and return to:**

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

**Or Scan and email to:**

**Email: [info@waiparagroves.co.nz](mailto:info@waiparagroves.co.nz) (Subject Line of Email to Include Grove Name)**