



Waipara Olive Processors Ltd

331 Georges Road RD2

Amberley 7482

Waipara Valley

info@waiparagroves.co.nz

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2015 OLIVE HARVEST

Dear Grower,

Welcome to the 2015 Offer of Service for Waipara Olive Processors (WOP). We've heard mixed reviews on the fruit set this year – but hopefully it will remain dry!

This year marks our third year in operation and we are continuing to make process improvements as we learn our craft. As harvest time approaches 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 need 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 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. **Calculation of Yield.** WOP calculates yield based on weight, which is the international standard. That is, x kg of fruit “in” divided by x kg EVOO “out”, expressed as a percentage. After receiving a number of queries we have realised that other processors have calculated volume (litres) out instead of weight. This method is not as accurate as the WOP method and results in an apparent (and false) yield approximately 10% greater than the approved method.

- e. **Provision of Containers.** During previous seasons, we had a number of growers who had higher than expected yields and did not provide enough containers for all of their EVOO. We were able to loan additional containers in most cases but we have a limited supply this year. Please be sure to bring along enough containers.

Please find enclosed the formal Offer of Service. Base pricing remains lower than was the norm before WOP commenced operations 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 - 2015