

How to Produce Quality Table Olives

Geoff Crawford Telegraph Hill



agenda

Growing

Harvest

Fermenting

Processing

\$ Returns

Eaten One at a time



Growing

Healthy tree

=

Healthy Olives



Growing targets

15 kg per tree net

17mm width manzanillo, 75% green

14mm width kalamata, black

Zero disease

Zero frost



Growing requirements

Tractor

Spray program

Annual pruning

Record keeping



Harvest timing

March 9th Green UDP

March 30th Manzanillo

May 30th Kalamata



At Harvest

De-leaf

Size grade

Wash

Brine



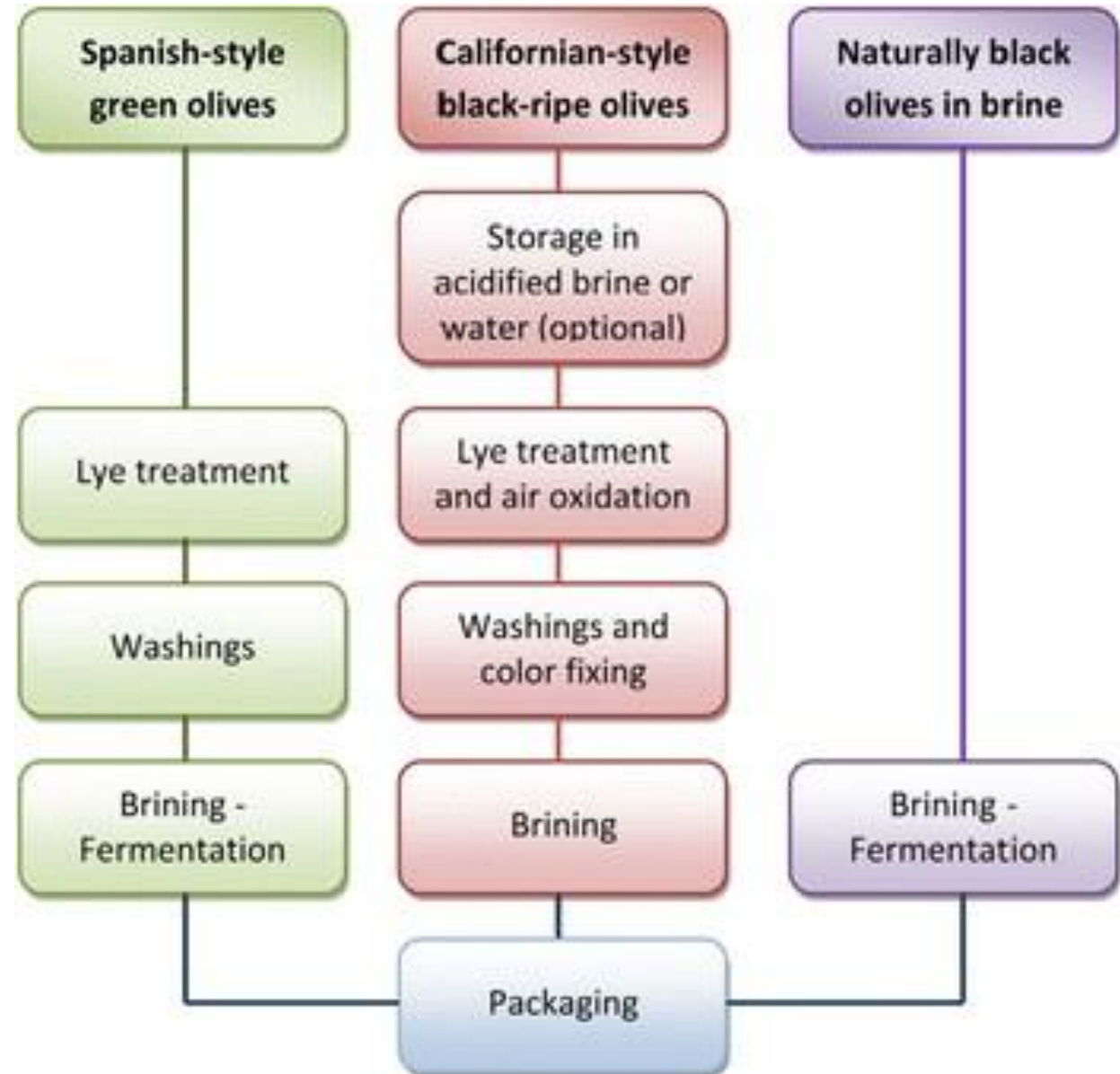
Put to bed

200 litre Drum
140kg olives
90 litres brine
submerge



Three methods to produce table olives

Californian
Lye
Natural



Speed up fermentation

Lye

Temperature control



Natural is Simple

Pick, wash, sort

Brine 10%

Check, raise salt weekly

Check monthly adjust salt pH

Wait 6-8 months



Minimum requirements

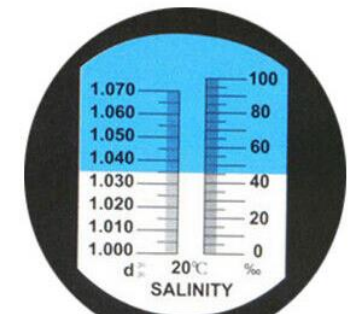
NP3

Salinometer

pH meter

Thermometer

Holy bucket



Wake 'em up

Grading

Stalks

Bird damage

Wrinkles



Packing olives for sale

pH meter

Salinometer

Calibrated scales

Thermometer

Pasteurisation

Record keeping



Processing is simple

Grade for blemish, Check salt & pH, adjust, Pack in fresh brine with flavours, BB 18 – 24 months, Record, Sell, Shelf samples

| | A | B | C | D | E | F | G | H | I | J | K | L | M | N | O | P | Q | R | S | |
|----|------------|-----------------|-------------------|-----------|--------------|----------|------------|-----------------------------------|----------------|----------------|---------------------------|---------------------------|-------------------------|--------------------------------------|-------|-------|-----------------------|--|--|--------|
| | Date | Bulk Batch Date | Potassium Sorbate | Pouch Box | Olive Barrel | Oil Used | Product | CCP1 pH of finished product ≤ 4.3 | pH Olive ≤ 4.2 | pH Brine ≤ 3.6 | Product Process Temp CCP1 | Product Process Time CCP2 | Number of products made | QCP1 Check weight of 3 products made | | | pH calibrated @ 7 & 4 | Thermometers Calibrated against each other | QCP 3 Process equipment & area clean. No foreign matter seen. Visual, Taste & Smell OK | Profit |
| 74 | 10/09/2024 | | ✓ | | 2.1 | ARB 12/6 | BUROV1 | 3.7 | 3.9 | | 65 | 25 | 210 | 225 | 225 | 225 | | | ✓✓✓✓ | A |
| 75 | 11/09/2024 | BVB 3/9 | x | | | | BV2 | 3.3 | | | | | 706 | 250 | 250 | 250 | | | ✓✓✓✓ | A |
| 76 | 11/09/2024 | BVB 3/9 | x | | | | MSBV2 | 3.3 | | | | | 735 | 250 | 250 | 250 | | | ✓✓✓✓ | A |
| 77 | 11/09/2024 | | ✓ | | | | OZV1 | | | | | | 42 | 90 | 90 | 90 | | | ✓✓✓✓ | A |
| 78 | 12/09/2024 | mustard 19/4 | ✓ | | 2244/2243 | | MARV1 | 3.3 | | | 65 | 25 | 240 | 300 | 300 | 300 | | | ✓✓✓✓ | A |
| 79 | 12/09/2024 | | x | | | | CDB | 3.0 | | | | | 4 | 65000 | 65000 | 65000 | | | ✓✓✓✓ | A |
| 80 | 12/9/204 | | x | | | ARA 6/6 | EVO6M | | | | | | 1 | 5000 | | | | | ✓✓✓✓ | G |
| 81 | 12/9/204 | | x | | | ARA 6/6 | EVO2 | | | | | | 1 | 500 | | | | | ✓✓✓✓ | G |
| 82 | 12/09/2024 | | ✓ | | | | OLIVE SALT | | | | | | 1 | 90 | | | | | ✓✓✓✓ | A |
| 83 | 13/09/2024 | | ✓ | | 2.1 | | TTB1 | | 3.9 | 3.5 | 65 | 25 | 20 | 2200 | 2200 | 2200 | | | ✓✓✓✓ | A |
| 84 | 16/09/2024 | | x | | | | CSMJ | 3.8 | | | 65 | 25 | 574 | 185 | 185 | 185 | 7/4 | 72/72 | ✓✓✓✓ | A |
| 85 | 16/09/2024 | | x | | | ARA 6/6 | EVO6RG | | | | | | 1 | 5000 | | | | | ✓✓✓✓ | A |
| 86 | 16/09/2024 | | x | | | | BVB | 3.3 | | | | | 2 | 80000 | 80000 | | | | ✓✓✓✓ | A |
| 87 | 17/09/2024 | | x | | | | BVB | 3.3 | | | | | 2 | 80000 | 80000 | | | | ✓✓✓✓ | A |
| 88 | 17/09/2024 | | x | | | | MSCB | 3.3 | | | | | 4 | 200 | 200 | 200 | | | ✓✓✓✓ | A |
| 89 | 17/09/2024 | | ✓ | | 2229 | | KTB1 | | 3.9 | 3.5 | 65 | 25 | 33 | 2200 | 2200 | 2200 | | | ✓✓✓✓ | A |
| 90 | 18/09/2024 | 12/9 | x | | | | CD1 | 3.0 | | | | | 745 | 250 | 250 | 250 | | | ✓✓✓✓ | A |

Commercialise it

Mechanise as much as possible, remove labour units

17 lifts to 1 lift

De - Stalker

Bin tipper

forklift

Larger batch sizes



Returns

Per tree

| | Table Olives | Oil |
|-----------|--|---|
| Wholesale | $\$25/\text{kg} \times 15\text{kg per tree} = \375 | $\$40/\text{litre} \times 3 \text{ litre per tree} = \120 |
| Retail | $\$50/\text{kg} \times 15\text{kg per tree} = \750 | $\$80/\text{litre} \times 3 \text{ litre per tree} = \240 |
| | | |
| | | |
| | | |

Plan long term

Grapes for children

Olives for grandchildren

Harvest 2023

Ready to eat Feb 2024

Used through to Feb 2025

Dated BB Feb 2027



Thank You

Recommended Resource: Producing Table Olives. S Kallis and D Harris