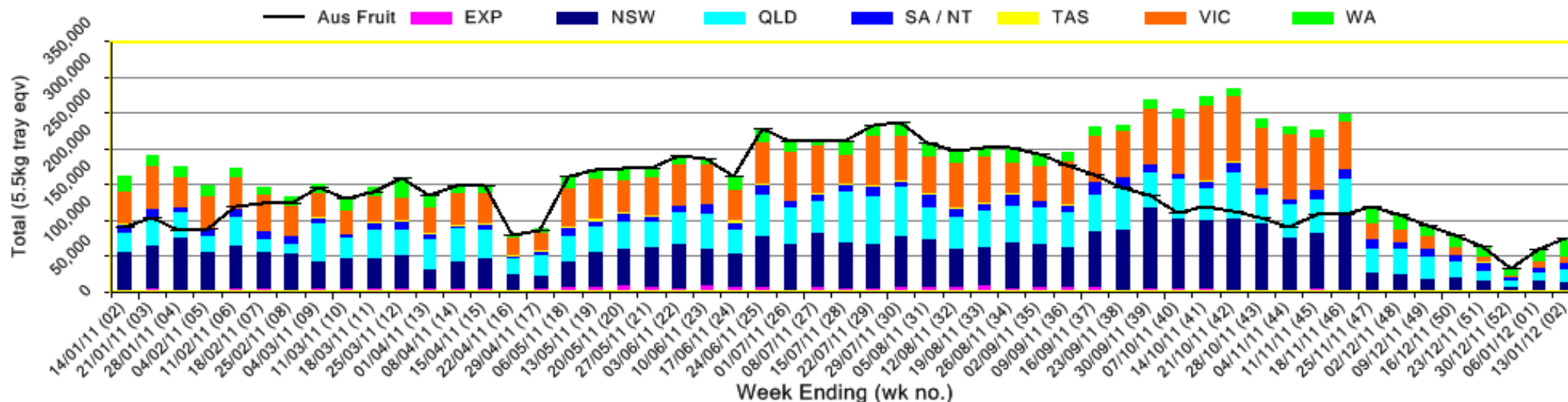


INFOCADO WEEKLY REPORT: 7th - 13th January 2012 (Wk 2)

Industry Dispatches By Destination State and Count Size : 7th January - 13th January 2012 (Wk 2)

Dest. State	5.5kg	5.5kg	5.5kg	5.5kg	5.5kg	5.5kg	5.5kg	5.5kg	5.5kg	5.5kg	Trays - Total	Bulk	P/PK	5.5Kg Eqv	
	<16	16	18	20	22	23	25	28	28+	5.5Kg Eqv	10Kg	Kg	Total		
EXP									1,278	24	1,302				1,302
NSW	436	898	2,340	1,481	152	860	628	796			7,591	2,050	183		11,351
QLD	2,306	1,120	3,933	1,664	1,064	926	1,284	853			13,150	2,535	445		17,840
SA / NT	4	308	2,044	1,969	912	1,466	1,830	485	60		9,078	541			10,062
VIC	830	1,772	1,324	1,586		940	204	258	61		6,975	1,305			9,348
WA	469	955	1,825	6,450		4,938	3,751	1,026	26		19,440	2,141			23,333
Total	4,045	5,053	11,466	13,150	2,128	9,130	7,697	4,696	171		57,536	8,572	628		73,235

Throughput Australian & NZ avocados by destination state
Throughput 1st January 2012 to date = 130,796 5.5kg tray eqv



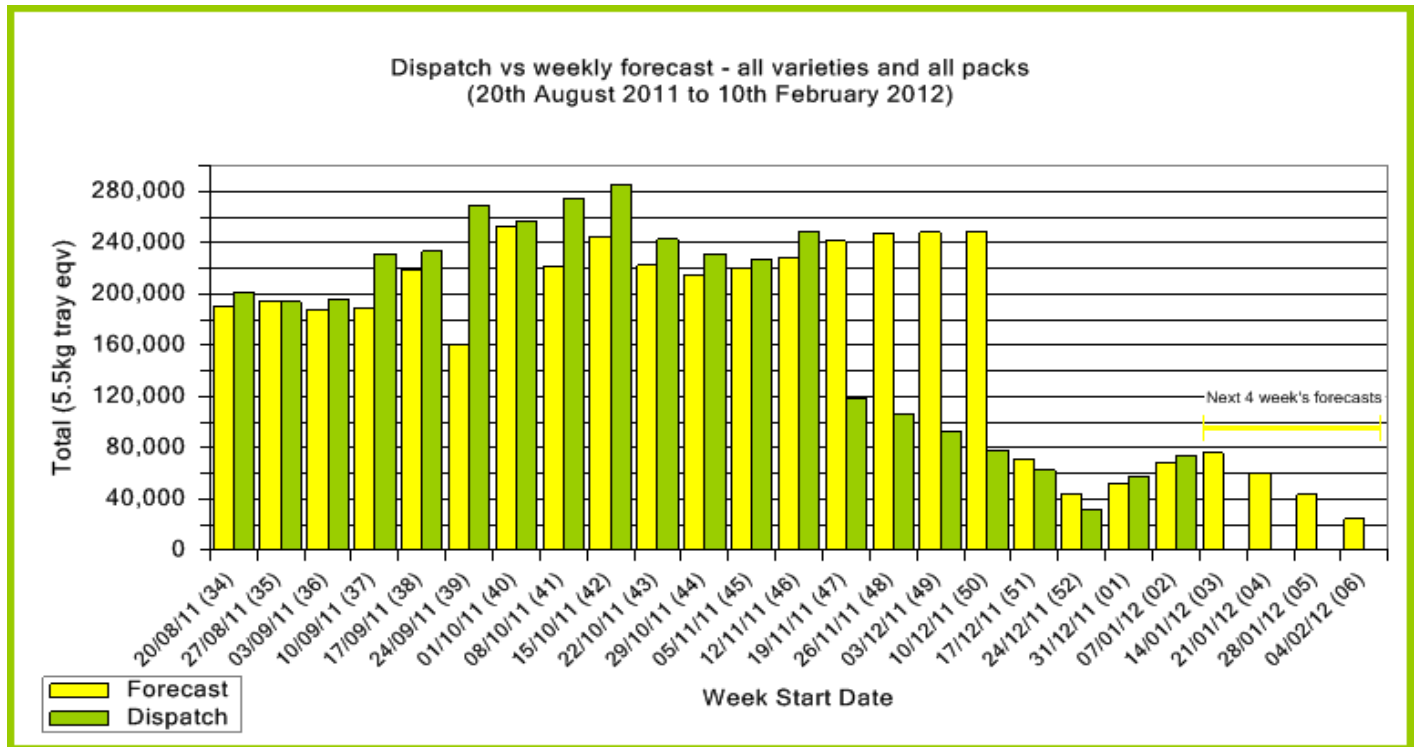
Comments

- NZ dispatches and forecasts are not included in this week's report.
- Australian fruit volumes have increased slightly over the last week and should be stable of the next few weeks.
- Australian fruit will begin to increase in approximately four weeks, with the NQ Shepard crop beginning.
- NZ volumes continue to remain stable, fruit in storage will be a problem for coming weeks, a stabilized market is still the aim and growers, wholesales and marketers are working hard to make this happen.
- The four week forecast needs updating, NQ packhorses are asked to enter their data into the Infocado system as soon as possible. Planning for crop volumes is essential, surprise extra fruit will only drive the market in a downwards direction.



Forecast Data (Week 2 - 6)				
Variety	Trays - Total	Bulk	Proc	All - Total
	5.5Kg Eqv	10Kg	Kg	5.5Kg Eqv
Week 2 - begin 07/01/2012				
Gwen	400	100		582
Hass	51,940	7,701		65,942
Lamb Hass	450	100		632
Reed	1,236			1,236
Week Total	54,026	7,901		68,391
Week 3 - begin 14/01/2012				
Gwen	250		850	405
Hass	54,244	7,540		67,953
Lamb Hass	2,000	400		2,727
Reed	3,789			3,789
Shepard	1,000			1,000
Week Total	61,283	7,940	850	75,874
Week 4 - begin 21/01/2012				
Gwen	600		1,700	909
Hass	45,200	5,455		55,118
Lamb Hass	2,500	350		3,136
Shepard	1,000			1,000
Week Total	49,300	5,805	1,700	60,164
Week 5 - begin 28/01/2012				
Gwen	1,000		3,700	1,673
Hass	27,700	5,005		36,800
Lamb Hass	1,500	300		2,045
Reed	570	176		890
Shepard	2,000			2,000
Week Total	32,770	5,481	3,700	43,408
Week 6 - begin 04/02/2012				
Gwen	1,000		4,000	1,727
Hass	13,200	1,405		15,755
Lamb Hass	1,000	200		1,364
Reed	1,000	350		1,636
Shepard	4,000			4,000
Week Total	20,200	1,955	4,000	24,482

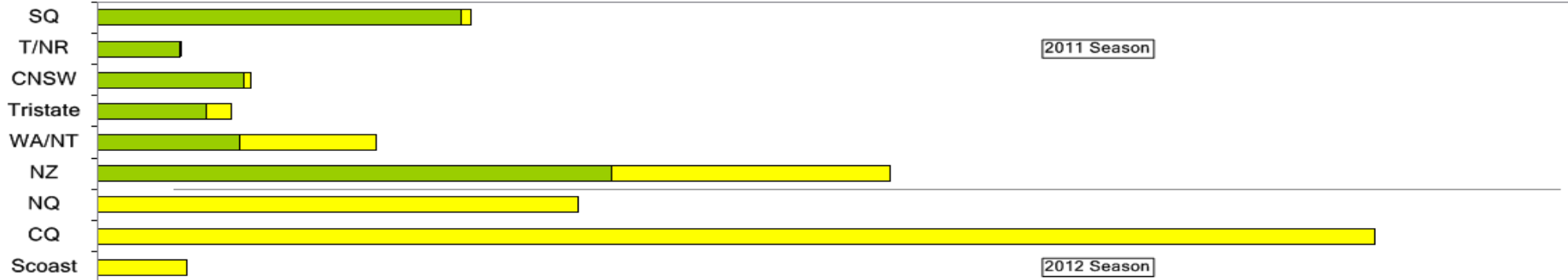
Green shading indicates dispatch data		Yellow shading indicates forecast data		
Dispatch Data (Week 2 - begin 7/01/2012)				
Variety	Trays	Bulk	P/PK	5.5Kg Eqv
	5.5Kg Eqv	10Kg	Kg	Total Trays
Gwen	598	203		967
Hass	52,265	8,181	628	67,254
Lamb Hass	529	181		858
Reed	4,144	7		4,157
Total	57,536	8,572	628	73,235



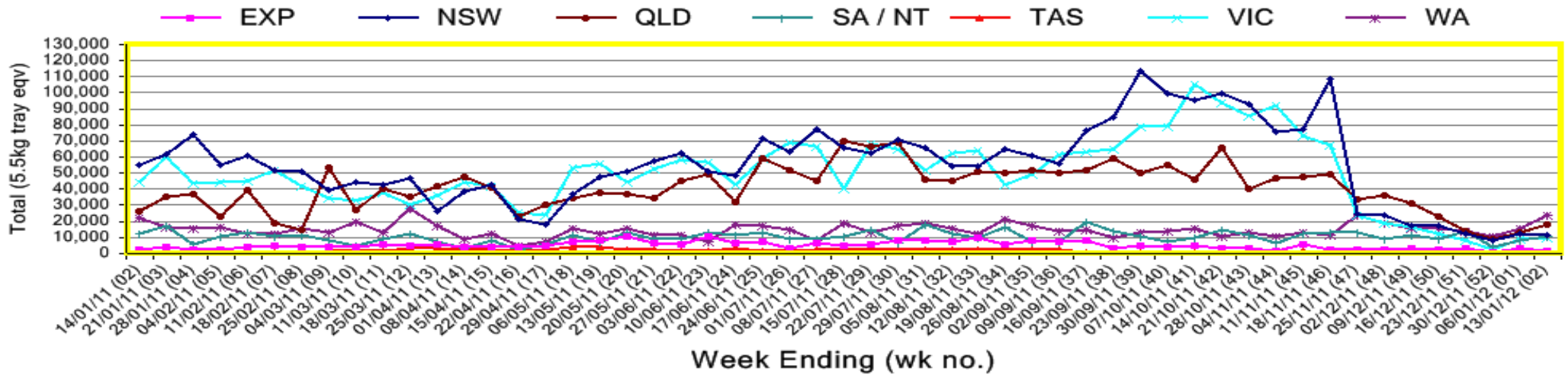
New Zealand Avocado Exports—Forecast v Import Statistics (5.5kg eqv trays) August 2011–April 2012										
Export Dest'n	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	Total to date
NZ Export to Australia Forecast	33,520	313,264	508,152	667,235	591,141	660,876	305,159	26,101	10,208	3,115,656
Australia		314,209	617,690	655,540						1,587,439
USA		11,782	47,380	36,098						95,260
Japan	818	24,196	106,337	123,344						254,695
Total	818	350,187	771,407	814,982						1,937,394

Percentage dispatched by region (Based on seasonal forecast - 2012)

■ Dispatch for season so far as a proportion of regional forecast
■ 12 month relative regional Forecast



Throughput Australian & NZ avocados by destination state
Throughput 1st January 2012 to date = 130,796 5.5kg tray eqv



Week 2 contributors - Packhouses

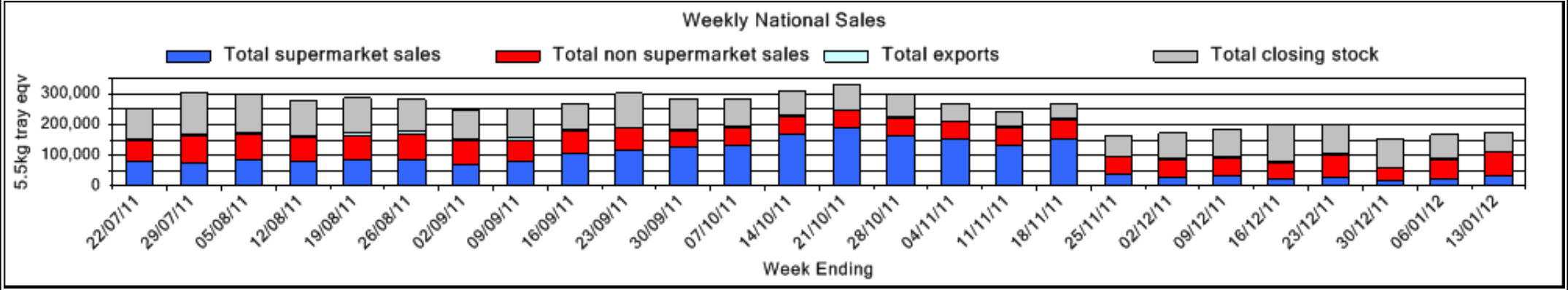
Advance Packing & Marketing Services P/L	Delroy Orchards
Ashbourne Hills Avocados	I & A Tolson
Avonova	Mariners Rest
C F Fechner	Midcoast Avocados
Chinoola Orchards	Natures Fruit Company
Chislett Developments Pty Ltd	Sunfresh
Coastal Avocados	VP & EA Farrell

Week 2 contributors - Wholesalers

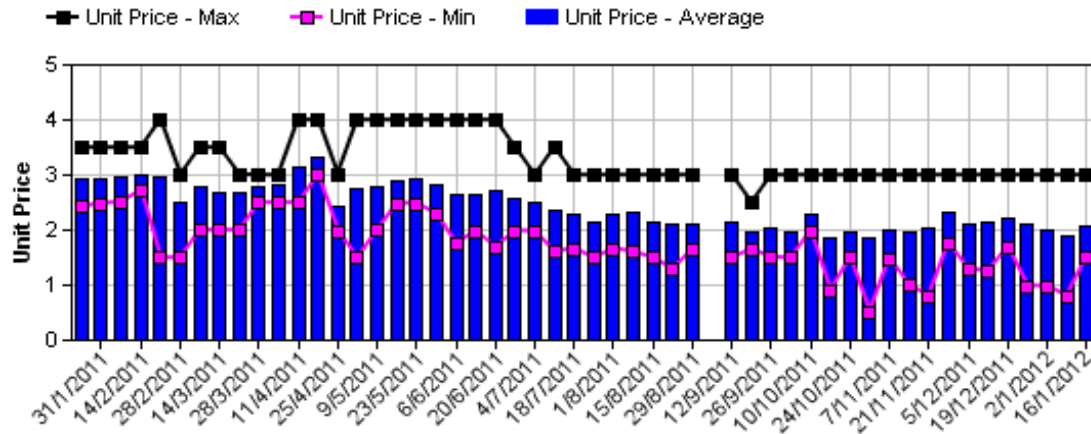
Allcrops Pty Ltd (Sydney)	Freshmax Pty Ltd (Brisbane)
Avanti Fresh Produce Pty Ltd (Melbourne)	Murray Bros (Brisbane)
Costa Farms (Adelaide)	Sculli & Co Pty Ltd (Melbourne)
Costa Farms (Melbourne)	Sinclair & Antico (Aust) Pty Ltd (Sydney)
Costa Farms (Perth)	The La Manna Group (Adelaide)
Dykes Bros (Melbourne)	The La Manna Group (Brisbane)
Etherington (Perth)	The La Manna Group (Melbourne)
Exotic Fruit Traders (Sydney)	United Fresh (Adelaide)
Fresh Choice Pty Ltd (Perth)	

Sales Report including Direct Sales from Packhouses, Wholesale Sales and Stock on Hand at Wholesale Level

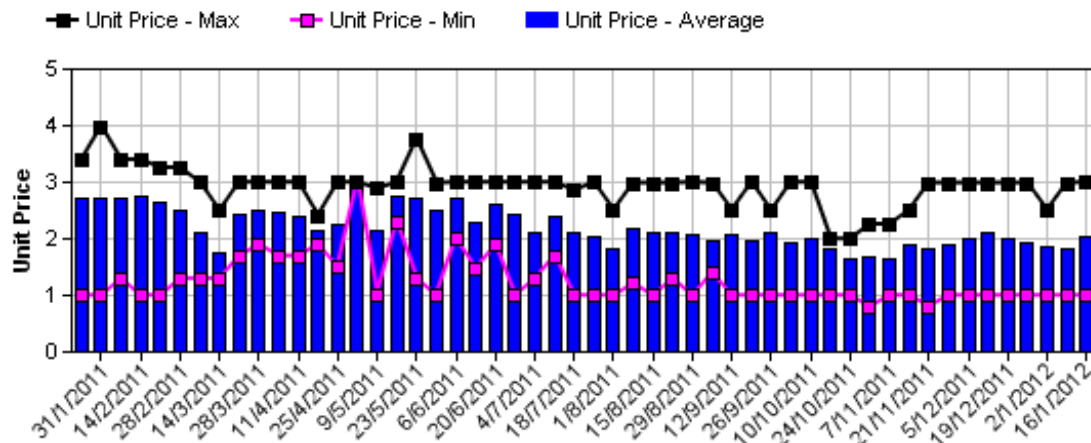
	Trays 5.5kg eqv (incl. Mod6 & P84)				Bulk 10Kg Cartons					Pre-Pack Kg					Total (5.5Kg Eqv)			
	Hass	Shepard	Other	Total	Hass	Shepard	Other	Total	5.5Kg Eqv	Hass	Shepard	Other	Total	5.5Kg Eqv	Hass	Shepard	Other	Total
NSW																		
Total supermarket sales																		
Total non supermarket sales	11,495			11,495	1,673		97	1,770	3,218					14,537			176	14,713
Total exports																		
Total sales	11,495			11,495	1,673		97	1,770	3,218					14,537			176	14,713
Total Stock on Hand	6,739			6,739	70		45	115	209					6,866			82	6,948
QLD																		
Total supermarket sales	7,374		2,416	9,790	167			167	304					7,678		2,416		10,093
Total non supermarket sales	25,376		609	25,985	624		29	653	1,187					26,511			662	27,172
Total exports	250			250										250				250
Total sales	33,000		3,025	36,025	791		29	820	1,491					34,438			3,078	37,516
Total Stock on Hand	14,697		413	15,110	439			439	798					15,495			413	15,908
SA & TAS																		
Total supermarket sales	10,854			10,854										10,854				10,854
Total non supermarket sales	5,113		166	5,279	713			713	1,296					6,409			166	6,575
Total exports																		
Total sales	15,967		166	16,133	713			713	1,296					17,263			166	17,429
Total Stock on Hand	15,195		613	15,808	481		340	821	1,493					16,070			1,231	17,301
VIC																		
Total supermarket sales																		
Total non supermarket sales	16,303		1,293	17,597	944		1	945	1,718					18,020			1,295	19,315
Total exports																		
Total sales	16,303		1,293	17,597	944		1	945	1,718					18,020			1,295	19,315
Total Stock on Hand	13,781		910	14,691	149		14	163	296					14,052			935	14,987
WA																		
Total supermarket sales	12,629			12,629	240			240	436					13,065				13,065
Total non supermarket sales	5,369			5,369	1,045			1,045	1,900					7,269				7,269
Total exports	1,052			1,052										1,052				1,052
Total sales	19,050			19,050	1,285			1,285	2,336					21,386				21,386
Total Stock on Hand	6,808			6,808	637			637	1,158					7,967				7,967
Total																		
Total supermarket sales	30,857		2,416	33,273	407			407	740					31,597			2,416	34,013
Total non supermarket sales	63,656		2,068	65,725	4,999		127	5,126	9,320					72,746			2,299	75,045
Total exports	1,302			1,302										1,302				1,302
Total sales	95,815		4,484	100,300	5,406		127	5,533	10,060					105,645			4,715	110,360
Total Stock on Hand	57,220		1,936	59,156	1,776		399	2,175	3,955					60,449			2,661	63,111



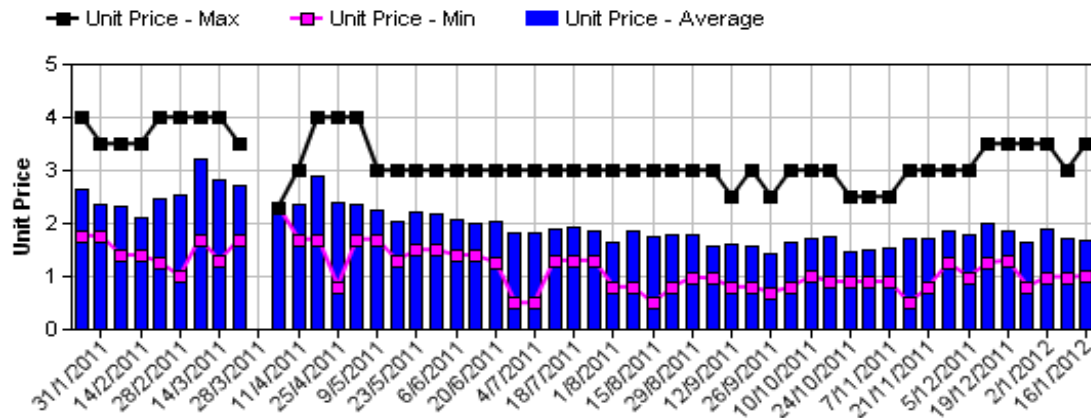
Hass Avocado Average Retail Prices - Sydney



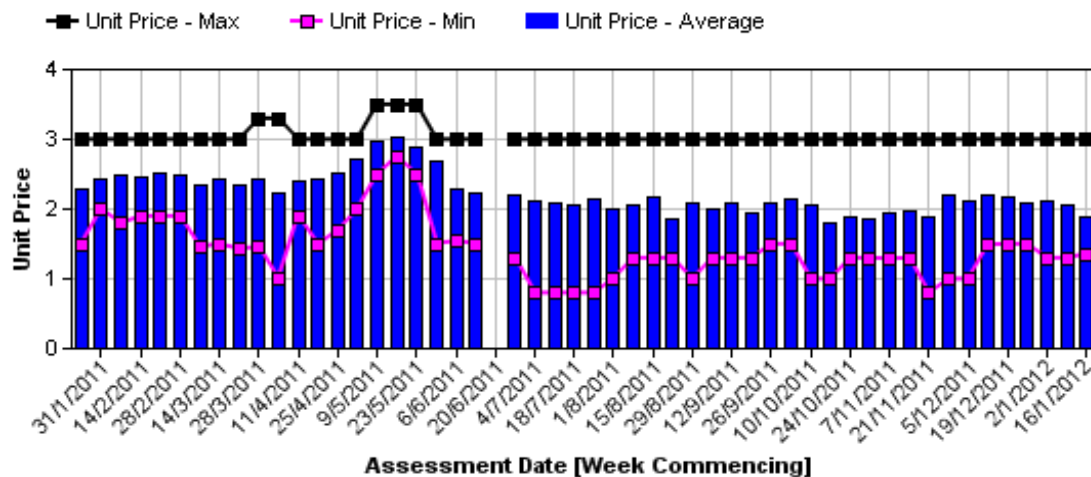
Hass Avocado Average Retail Prices - Melbourne



Hass Avocado Average Retail Prices - Brisbane

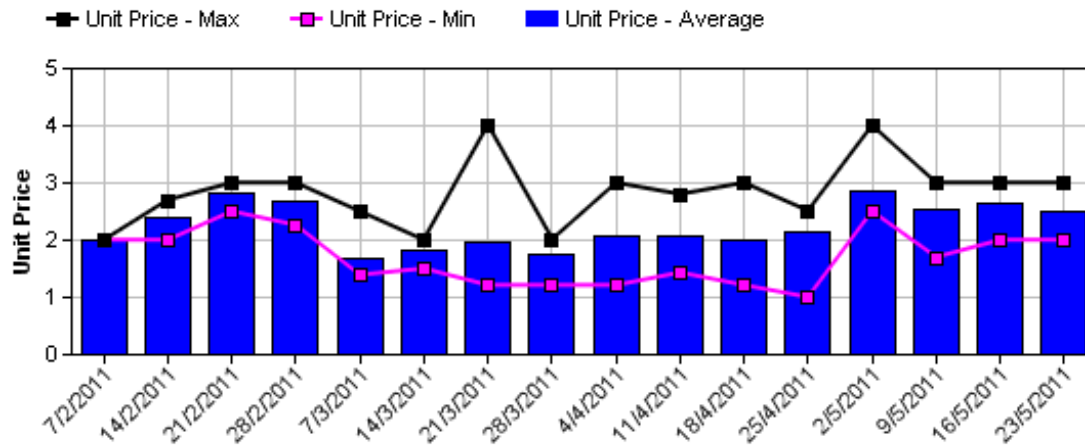


Hass Avocado Average Retail Prices - Perth

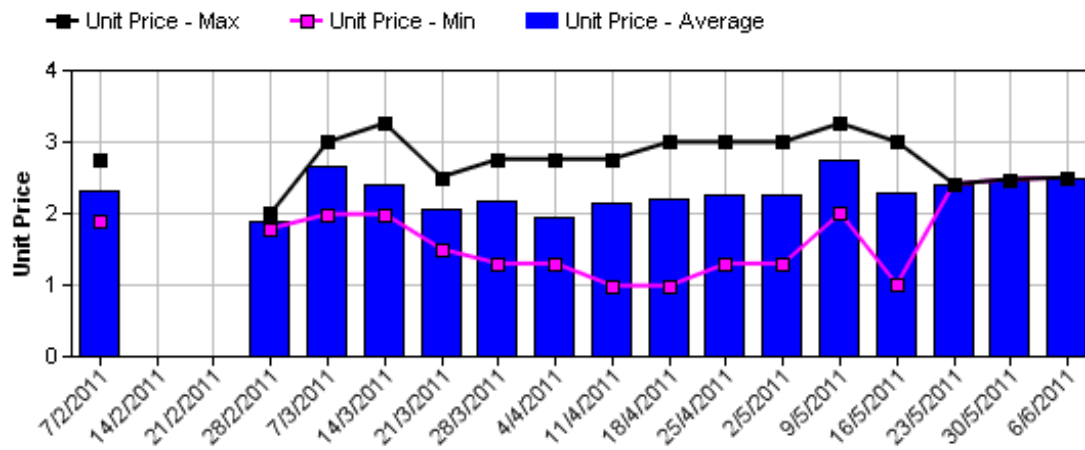


Assessment Date [Week Commencing]

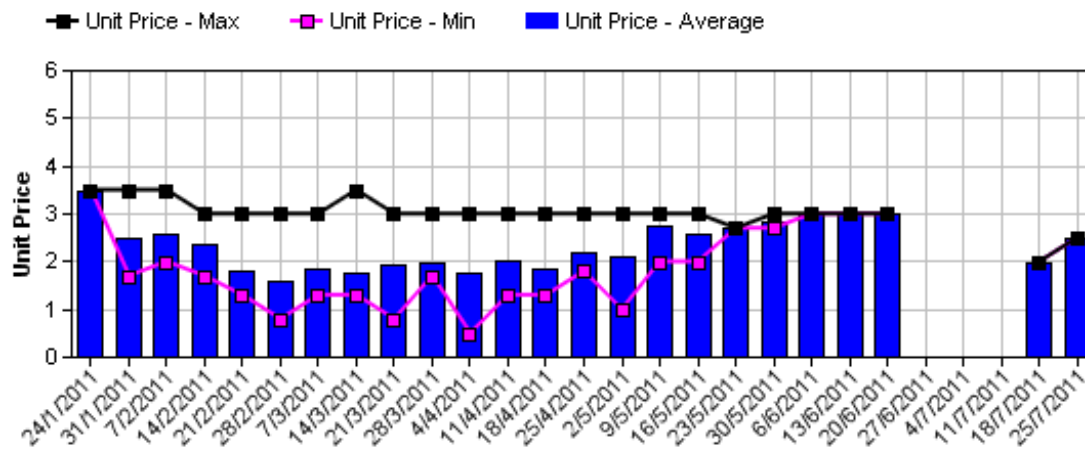
Shepard Avocado Average Retail Prices - Sydney



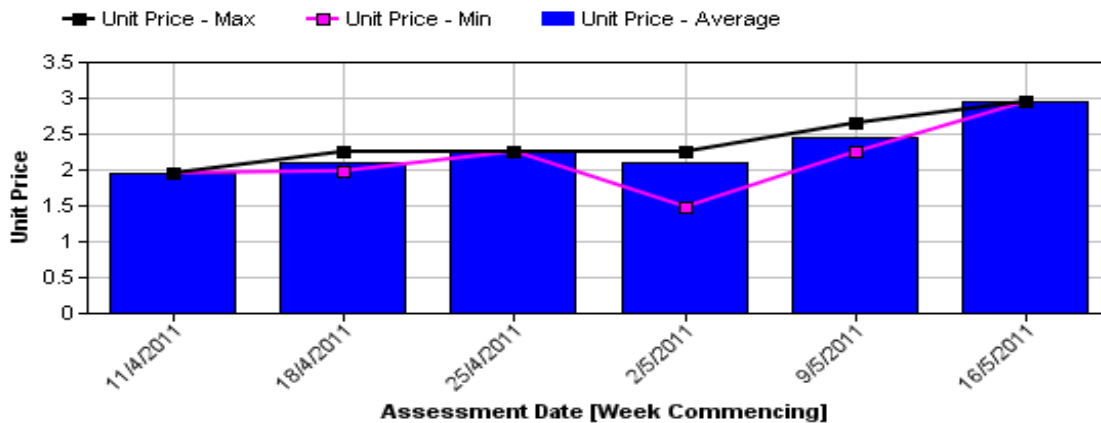
Shepard Avocado Average Retail Prices - Melbourne



Shepard Avocado Average Retail Prices - Brisbane



Shepard Avocado Average Retail Prices - Perth



Assessment Date [Week Commencing]

Retail Prices by City, Store and Variety - 16th January 2012

Store	Var	Av Wt (g)	Unit Price	Special	Country of Origin	Store	Var	Av Wt (g)	Unit Price	Special	Country of Origin																		
SYDNEY						MELBOURNE																							
Woolworths	Hass	270	1.50	No	NZ	I	Hass	240	0.99	No	NS																		
Woolworths	Hass	250	1.50	No	NZ	I	Hass	254	1.50	No	Aus																		
Woolworths	Hass	260	1.50	Store	NZ	IS	Hass	265	1.69	No	NZ																		
Coles	Hass	210	1.75	No	Aus	Safeway	Hass	275	1.98	No	NZ																		
Coles	Hass	250	1.78	No	NZ	Safeway	Hass	270	1.98	No	NZ																		
Coles	Hass	265	1.78	No	NZ	Coles	Hass	290	1.98	No	NZ																		
IGA	Hass	260	1.79	No	NZ	Coles	Hass	260	1.98	No	NZ																		
I	Hass	290	1.99	No	Aus	Safeway	Hass	255	1.98	No	NZ																		
I	Hass	350	1.99	No	Aus	Coles	Hass	275	1.98	No	NZ																		
I	Reed	430	1.99	No	Aus	I	Hass	260	1.98	No	Aus																		
I	Hass	300	1.99	Store	Mixed	I	Hass	255	1.99	No	NS																		
I	Hass	310	2.49	No	Aus	IGA	Hass	270	1.99	No	Aus																		
Foodworks	Hass	310	2.49	No	Aus	I	Hass	255	2.69	No	NZ																		
I	Hass	270	2.50	No	Aus	I	Hass	285	2.99	No	NS																		
I	Hass	310	2.50	No	Aus	I	Hass	285	2.99	No	NS																		
IGA	Hass	310	2.50	No	Aus	PERTH																							
I	Hass	335	2.99	No	Aus	Woolworths	Hass	240	1.35	Cat	Aus																		
BRISBANE						Coles	Hass	290	1.35	Cat	Aus																		
IGA	Hass	180	0.99	Store	Aus	Woolworths	Hass	200	1.35	Cat	Aus																		
Coles	Hass	225	1.00	Store	NZ	Coles	Hass	285	1.35	Cat	Aus																		
Coles	Hass	220	1.00	Store	NZ	Coles	Hass	290	1.35	Cat	Aus																		
Coles	Hass	275	1.00	Store	NZ	Woolworths	Hass	225	1.35	Cat	Aus																		
I	Hass	200	1.19	Store	NS	IS	Hass	280	1.50	Store	Aus																		
Woolworths	Hass	235	1.20	Store	NZ	IGA	Hass	210	1.99	Store	Aus																		
Woolworths	Hass	180	1.20	No	NZ	I	Hass	285	1.99	No	Aus																		
IGA	Hass	220	1.29	Store	Aus	I	Hass	270	1.99	No	Aus																		
I	Hass	250	1.29	Store	Aus	I	Hass	260	1.99	No	Aus																		
IGA	Hass	195	1.64	No	NZ	I	Hass	245	1.99	No	NS																		
Woolworths	Hass	200	1.68	Store	NZ	IGA	Hass	260	1.99	Store	Aus																		
I	Reed	600	1.99	No	Aus	IGA	Hass	280	2.49	No	Aus																		
I	Hass	279	1.99	Store	Aus	IGA	Hass	360	2.99	No	NS																		
I	Hass	350	1.99	Store	NZ	I	Hass	280	2.99	No	Aus																		
I	Wurtz	330	2.49	No	Aus	<table border="1" style="width: 100%; text-align: center;"> <thead> <tr> <th colspan="2">Size ranges based on 5.5kg trays</th> </tr> <tr> <th>Size</th> <th>Weight Range</th> </tr> </thead> <tbody> <tr> <td>28</td> <td>185 - 208g</td> </tr> <tr> <td>25</td> <td>208 - 230g</td> </tr> <tr> <td>23</td> <td>230 - 245g</td> </tr> <tr> <td>22</td> <td>245 - 263g</td> </tr> <tr> <td>20</td> <td>263 - 290g</td> </tr> <tr> <td>18</td> <td>290 - 325g</td> </tr> <tr> <td>16</td> <td>325 - 363g</td> </tr> </tbody> </table>						Size ranges based on 5.5kg trays		Size	Weight Range	28	185 - 208g	25	208 - 230g	23	230 - 245g	22	245 - 263g	20	263 - 290g	18	290 - 325g	16	325 - 363g
Size ranges based on 5.5kg trays																													
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I	Reed	456	2.49	Store	Aus	<table border="1" style="width: 100%;"> <thead> <tr> <th colspan="2">Special Codes</th> </tr> </thead> <tbody> <tr> <td colspan="2">Cat = fruit is on catalogue special for that city this week</td> </tr> <tr> <td colspan="2">Store = fruit is on special in that store only this week</td> </tr> </tbody> </table>						Special Codes		Cat = fruit is on catalogue special for that city this week		Store = fruit is on special in that store only this week													
Special Codes																													
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Store = fruit is on special in that store only this week																													
I	Hass	295	2.89	Store	Aus	<table border="1" style="width: 100%;"> <thead> <tr> <th colspan="2">Store Codes</th> </tr> </thead> <tbody> <tr> <td colspan="2">I = Independent Fruit and Vegetable stores</td> </tr> <tr> <td colspan="2">IC = Independent Fruit and Vegetable store Chains</td> </tr> <tr> <td colspan="2">IS = Independent Supermarkets</td> </tr> </tbody> </table>						Store Codes		I = Independent Fruit and Vegetable stores		IC = Independent Fruit and Vegetable store Chains		IS = Independent Supermarkets											
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I	Hass	350	2.99	Store	Aus																								
I	Wurtz	245	2.99	Store	Aus																								
I	Hass	246	3.49	Store	Aus																								

Country of Origin Codes

Aus = display sign indicates fruit is from Australia
 NZ = display sign indicates fruit is from New Zealand
 NS = display sign doesn't say where fruit is from

Store Codes

I = Independent Fruit and Vegetable stores
 IC = Independent Fruit and Vegetable store Chains
 IS = Independent Supermarkets