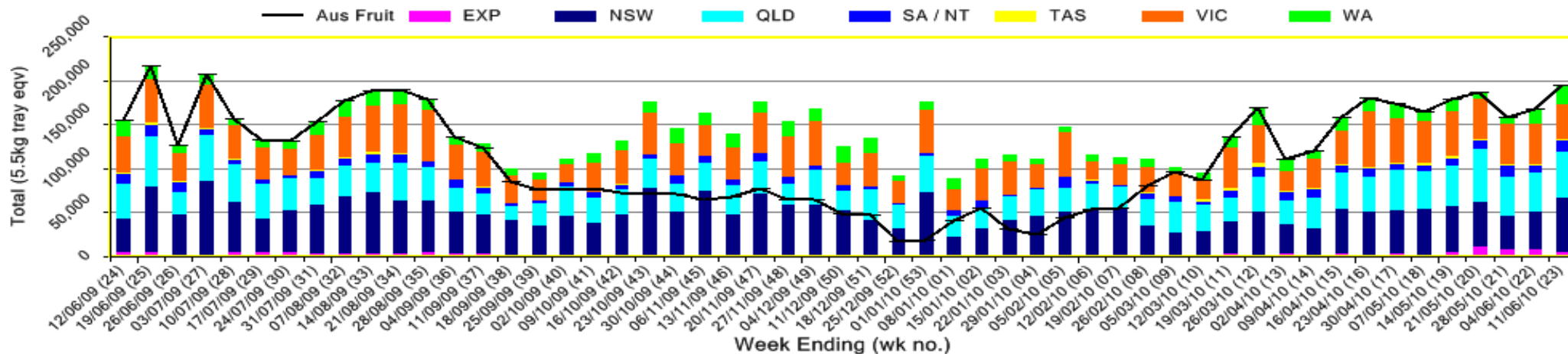


# INFOCADO WEEKLY REPORT: 5th June - 11th June 2010 (Wk 23)

## Industry Dispatches 5th June - 11th June 2010 (Wk 23)

| 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         | Other          | 5.5Kg Eqv |
|--------------|--------------|--------------|---------------|---------------|--------------|---------------|---------------|---------------|--------------|----------------|---------------|---------------|--------------|----------------|-----------|
|              | <16          | 16           | 18            | 20            | 22           | 23            | 25            | 28            | 28+          | 5.5Kg Eqv      | 10Kg          | Kg            | Kg           | Total          |           |
| EXP          |              |              |               |               |              |               |               |               | 2,216        | 1,577          | 3,793         | 944           |              |                | 5,509     |
| NSW          | 212          | 197          | 1,141         | 5,797         | 1,397        | 21,387        | 4,554         | 4,726         | 84           |                | 39,495        | 9,961         | 21,305       |                | 61,480    |
| QLD          | 11           | 146          | 1,043         | 3,928         | 472          | 10,344        | 17,839        | 4,025         | 160          |                | 37,968        | 6,770         | 6,355        | 3,800          | 52,123    |
| SA / NT      | 8            | 1            | 151           | 962           |              | 1,556         | 3,895         | 2,772         |              |                | 9,345         | 1,619         | 192          |                | 12,324    |
| TAS          |              |              |               |               |              |               |               | 801           |              |                | 801           | 360           | 60           |                | 1,467     |
| VIC          | 1,248        | 1,764        | 8,830         | 15,002        | 73           | 2,363         | 1,537         | 809           | 326          |                | 31,952        | 2,777         | 14,652       |                | 39,665    |
| WA           |              |              | 525           | 3,840         |              | 2,871         | 4,154         | 991           |              |                | 12,381        | 4,990         |              |                | 21,454    |
| <b>Total</b> | <b>1,479</b> | <b>2,108</b> | <b>11,690</b> | <b>29,529</b> | <b>1,942</b> | <b>38,521</b> | <b>32,780</b> | <b>15,539</b> | <b>2,147</b> | <b>135,735</b> | <b>27,421</b> | <b>42,564</b> | <b>3,800</b> | <b>194,021</b> |           |

Throughput Australian & NZ avocados by destination state  
Throughput 1st January 2010 to date = 3,379,740 5.5kg tray eqv



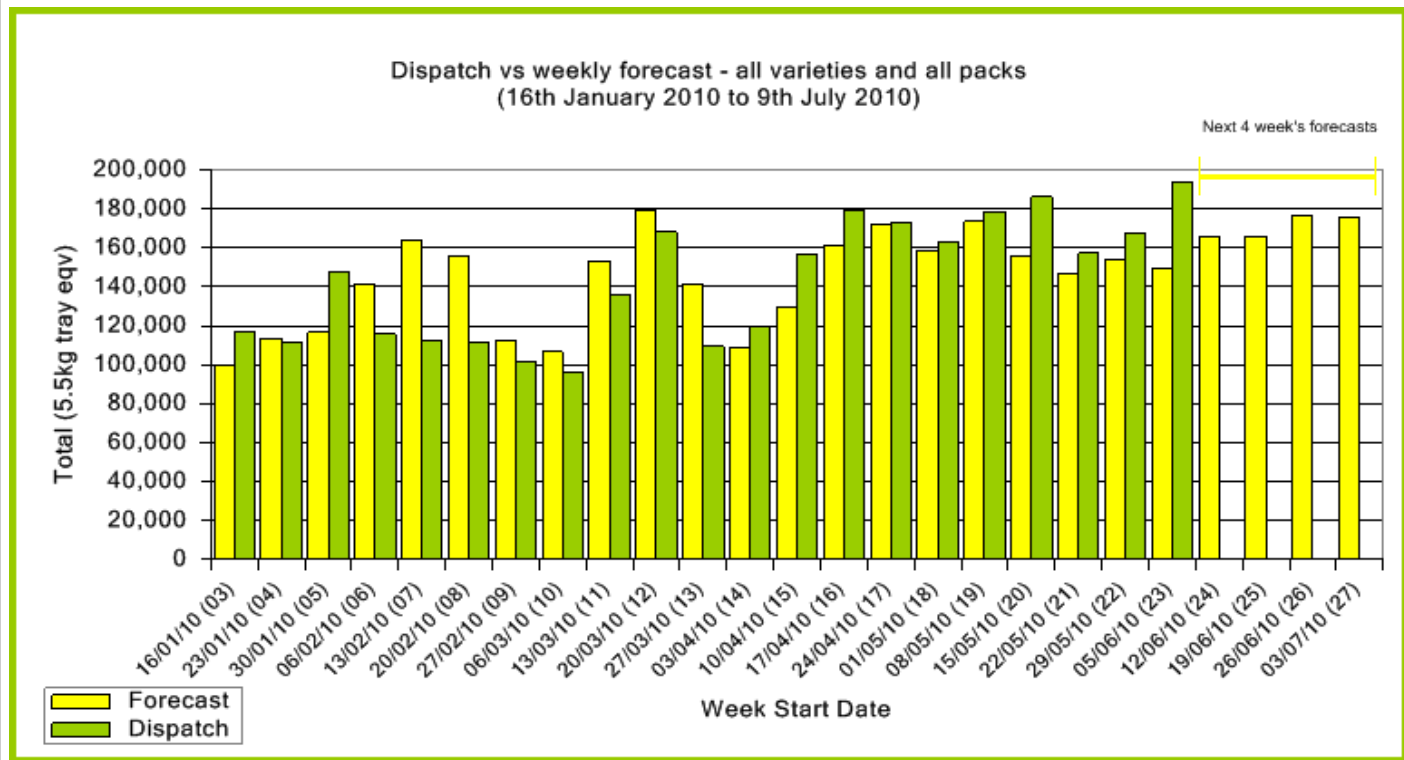
### Comments from the CEO

- Dispatches last week were well in excess of what was forecast. We are currently working with packhouses to look at ways of improving their forecasting.
- Fruit seems to be moving through the markets reasonably well—there was not excessive levels of stock on hand at the close of last week.
- Retail prices are remaining quite low with Catalogue specials in Brisbane Woolworths and Perth Coles.
- **Go the Maroons!**



| Forecast Data (Week 23 - 27)      |                |               |               |              |                |
|-----------------------------------|----------------|---------------|---------------|--------------|----------------|
| Variety                           | Trays - Total  | Bulk          | P/Pk          | Proc         | All - Total    |
|                                   | 5.5Kg Eqv      | 10Kg          | Kg            | Kg           | 5.5Kg Eqv      |
| <b>Week 23 - begin 05/06/2010</b> |                |               |               |              |                |
| Bacon                             |                | 80            |               |              | 145            |
| Hass                              | 127,565        | 8,650         | 26,500        | 5,000        | 149,019        |
| Pinkerton                         | 50             |               |               |              | 50             |
| Sharwil                           | 320            | 65            |               |              | 438            |
| Wurtz                             | 50             |               |               |              | 50             |
| <b>Week Total</b>                 | <b>127,985</b> | <b>8,795</b>  | <b>26,500</b> | <b>5,000</b> | <b>149,703</b> |
| <b>Week 24 - begin 12/06/2010</b> |                |               |               |              |                |
| Bacon                             |                | 120           |               |              | 218            |
| Hass                              | 135,401        | 10,300        | 28,500        | 4,000        | 160,037        |
| Pinkerton                         | 100            | 10            |               |              | 118            |
| Sharwil                           | 350            | 100           |               |              | 532            |
| Wurtz                             | 5,030          |               |               |              | 5,030          |
| <b>Week Total</b>                 | <b>140,881</b> | <b>10,530</b> | <b>28,500</b> | <b>4,000</b> | <b>165,935</b> |
| <b>Week 25 - begin 19/06/2010</b> |                |               |               |              |                |
| Bacon                             |                | 120           |               |              | 218            |
| Hass                              | 137,112        | 9,875         | 23,500        | 4,000        | 160,067        |
| Pinkerton                         | 80             | 10            |               |              | 98             |
| Sharwil                           | 340            | 100           |               |              | 522            |
| Wurtz                             | 5,020          |               |               |              | 5,020          |
| <b>Week Total</b>                 | <b>142,552</b> | <b>10,105</b> | <b>23,500</b> | <b>4,000</b> | <b>165,925</b> |
| <b>Week 26 - begin 26/06/2010</b> |                |               |               |              |                |
| Bacon                             |                | 120           |               |              | 218            |
| Hass                              | 147,985        | 9,700         | 23,500        | 4,000        | 170,621        |
| Pinkerton                         | 60             |               |               |              | 60             |
| Sharwil                           | 640            | 75            |               |              | 776            |
| Wurtz                             | 5,010          |               |               |              | 5,010          |
| <b>Week Total</b>                 | <b>153,695</b> | <b>9,895</b>  | <b>23,500</b> | <b>4,000</b> | <b>176,686</b> |
| <b>Week 27 - begin 03/07/2010</b> |                |               |               |              |                |
| Bacon                             |                | 80            |               |              | 145            |
| Fuerte                            |                | 40            |               |              | 73             |
| Hass                              | 148,857        | 9,700         | 17,000        | 4,000        | 170,311        |
| Pinkerton                         | 40             |               |               |              | 40             |
| Wurtz                             | 5,000          |               |               |              | 5,000          |
| <b>Week Total</b>                 | <b>153,897</b> | <b>9,820</b>  | <b>17,000</b> | <b>4,000</b> | <b>175,570</b> |

| Green shading indicates dispatch data     |                |               |               |              |           | Yellow shading indicates forecast data |  |  |  |  |
|---|----------------|---------------|---------------|--------------|-----------|--|--|--|--|--|
| Dispatch Data (Week 23 - begin 5/06/2010) |                |               |               |              |           |  |  |  |  |  |
| Variety                                   | Trays          | Bulk          | P/PK          | Other        | 5.5Kg Eqv | Total Trays                            |  |  |  |  |
|   | 5.5Kg Eqv      | 10Kg          | Kg            | Kg           |           |  |  |  |  |  |
| Bacon                                     |                | 80            |               |              |           | 145                                    |  |  |  |  |
| Hass                                      | 131,424        | 26,920        | 42,564        | 3,788        |           | 188,797                                |  |  |  |  |
| Pinkerton                                 | 2,097          | 3             |               |              |           | 2,102                                  |  |  |  |  |
| Sharwil                                   | 420            |               |               |              |           | 420                                    |  |  |  |  |
| Wurtz                                     | 1,795          | 418           |               | 12           |           | 2,557                                  |  |  |  |  |
| <b>Total</b>                              | <b>135,736</b> | <b>27,421</b> | <b>42,564</b> | <b>3,800</b> |           | <b>194,022</b>                         |  |  |  |  |



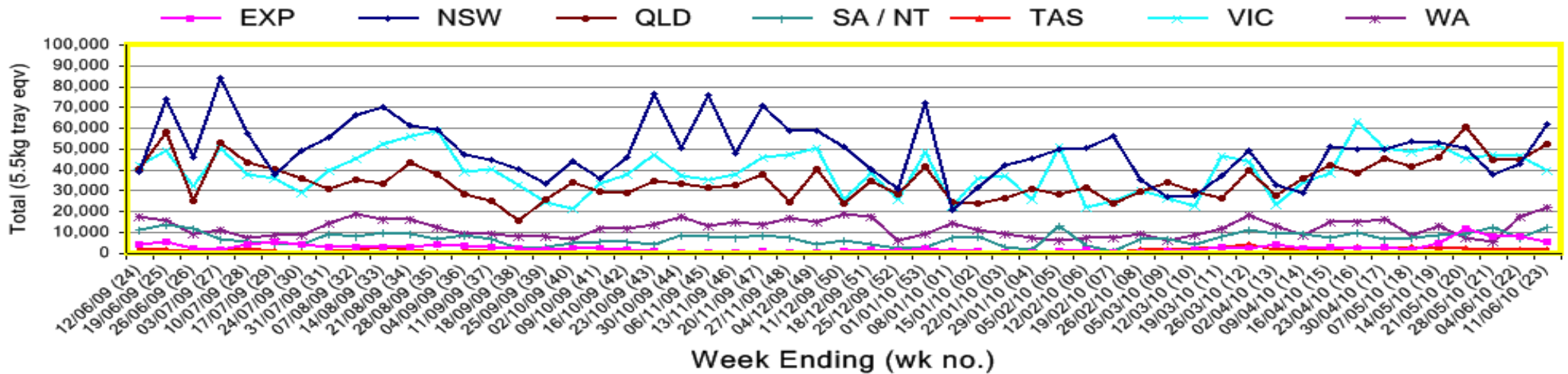
| New Zealand Avocado Exports—Forecast v Import Statistics (5.5kg eqv trays) August 2009-April 2010 |              |               |                |                |                |                |                |               |       |                  |
|---|--------------|---------------|----------------|----------------|----------------|----------------|----------------|---------------|-------|------------------|
| Export Dest'n   | Aug          | Sep           | Oct            | Nov            | Dec            | Jan            | Feb            | Mar           | Apr   | Total to date    |
| <b>NZ Export to Australia Forecast</b>  |              | 5,055         | 314,324        | 314,516        | 354,135        | 328,074        | 344,756        | 133,464       | 5,641 | 1,799,965        |
| <b>Australia</b>  |              | 41,599        | 321,706        | 363,357        | 347,496        | 439,691        | 258,767        | 16,210        |       | 1,788,826        |
| <b>USA</b>  | 2,727        | 15,090        | 22,787         | 6,183          |                |                |                |               |       | 46,787           |
| <b>Japan</b>  | 4,519        | 28,746        | 64,348         | 69,842         | 45,244         | 14,154         |                |               |       | 226,853          |
| <b>Total</b>  | <b>7,246</b> | <b>85,436</b> | <b>408,840</b> | <b>439,382</b> | <b>392,740</b> | <b>453,845</b> | <b>258,767</b> | <b>16,210</b> |       | <b>2,062,466</b> |

Percentage dispatched by region (Based on seasonal forecast - 2010)

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 2010 to date = 3,379,740 5.5kg tray eqv



Week 23 contributors - Packhouses

|                                 |                             |
|---------------------------------|-----------------------------|
| Balmoral Orchard                | One Harvest                 |
| Coastal Avocados                | Simpson Farms Pty Ltd       |
| Donovan Family Investment Trust | Sunfresh                    |
| Googa Farms                     | Sunny Bluff Produce Pty Ltd |
| I & A Tolson                    | Sunnyspot Packhouse PL      |
| Midcoast Avocados               | SuperPak                    |
| Natures Fruit Company           | Touchwood Farming           |

Week 23 contributors - Wholesalers

|                                   |   |
|-----------------------------------|---|
| Allcrops Pty Ltd (Sydney)         | Romeos (Brisbane)                         |
| Costa Exchange Trading (Adelaide) | Sculli & Co Pty Ltd (Melbourne)           |
| Etherington (Perth)               | Sinclair & Antico (Aust) Pty Ltd (Sydney) |
| Exotic Fruit Traders (Sydney)     | The La Manna Group (Adelaide)             |
| Kelly's (Melbourne)               | The La Manna Group (Brisbane)             |
| Moraitis (Sydney)                 | The La Manna Group (Melbourne)            |
| Murray Bros (Brisbane)            | United Fresh (Adelaide)                   |

## 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                                |   |         |       |         |                   |         |       |        |           |             |         |       |        |           |                   |         |       |         |
| <b>Total supermarket sales</b>     |   |         |       |         |                   |         |       |        |           |             |         |       |        |           |                   |         |       |         |
| <b>Total non supermarket sales</b> | # Full data set not displayed because not enough NSW wholesalers contributed data this week |         |       |         |                   |         |       |        |           |             |         |       |        |           |                   |         |       |         |
| <b>Total exports</b>               |   |         |       |         |                   |         |       |        |           |             |         |       |        |           |                   |         |       |         |
| <b>Total sales</b>                 | 38,818  |         | 59    | 38,877  | 4,342             |         |       | 4,342  | 7,895     | 16,835      |         |       | 16,835 | 3,061     | 49,774            |         | 59    | 49,833  |
| <b>Total Stock on Hand</b>         | 5,724   |         |       | 5,724   | 2,303             |         |       | 2,303  | 4,187     |             |         |       | 16,835 | 3,061     | 9,911             |         |       | 9,911   |
| QLD                                |   |         |       |         |                   |         |       |        |           |             |         |       |        |           |                   |         |       |         |
| <b>Total supermarket sales</b>     | 21,382  |         | 154   | 21,536  | 96                |         |       | 96     | 175       | 2,772       |         |       | 2,772  | 504       | 22,060            |         | 154   | 22,214  |
| <b>Total non supermarket sales</b> | 12,527  | 53      | 66    | 12,646  | 96                | 33      | 40    | 169    | 307       |             |         |       |        |           | 12,702            | 113     | 139   | 12,953  |
| <b>Total exports</b>               | 3,793   |         |       | 3,793   | 944               |         |       | 944    | 1,716     |             |         |       |        |           | 5,509             |         |       | 5,509   |
| <b>Total sales</b>                 | 37,702  | 53      | 220   | 37,975  | 1,136             | 33      | 40    | 1,209  | 2,198     | 2,772       |         |       | 2,772  | 504       | 40,271            | 113     | 293   | 40,677  |
| <b>Total Stock on Hand</b>         | 29,698  | 3       | 89    | 29,790  | 77                | 16      | 11    | 104    | 189       |             |         |       |        |           | 29,838            | 32      | 109   | 29,979  |
| SA & TAS                           |   |         |       |         |                   |         |       |        |           |             |         |       |        |           |                   |         |       |         |
| <b>Total supermarket sales</b>     | 5,044   |         |       | 5,044   | 360               |         |       | 360    | 655       | 102         |         |       | 102    | 19        | 5,717             |         |       | 5,717   |
| <b>Total non supermarket sales</b> | 3,791   |         |       | 3,791   | 570               |         |       | 570    | 1,036     |             |         |       |        |           | 4,827             |         |       | 4,827   |
| <b>Total exports</b>               |   |         |       |         |                   |         |       |        |           |             |         |       |        |           |                   |         |       |         |
| <b>Total sales</b>                 | 8,835   |         |       | 8,835   | 930               |         |       | 930    | 1,691     | 102         |         |       | 102    | 19        | 10,544            |         |       | 10,544  |
| <b>Total Stock on Hand</b>         | 7,034   | 3,194   | 264   | 10,492  | 2,203             | 192     | 5     | 2,400  | 4,364     | 90          |         |       | 90     | 16        | 11,056            | 3,543   | 273   | 14,872  |
| VIC                                |   |         |       |         |                   |         |       |        |           |             |         |       |        |           |                   |         |       |         |
| <b>Total supermarket sales</b>     | 18,901  |         |       | 18,901  | 34                |         |       | 34     | 62        | 14,652      |         |       | 14,652 | 2,664     | 21,627            |         |       | 21,627  |
| <b>Total non supermarket sales</b> | 5,039   | 282     | 1,736 | 7,057   | 372               |         | 218   | 590    | 1,073     |             |         |       |        | 5,715     | 282               | 2,132   | 8,130 |         |
| <b>Total exports</b>               |   |         |       |         |                   |         |       |        |           |             |         |       |        |           |                   |         |       |         |
| <b>Total sales</b>                 | 23,940  | 282     | 1,736 | 25,958  | 406               |         | 218   | 624    | 1,135     | 14,652      |         |       | 14,652 | 2,664     | 27,342            | 282     | 2,132 | 29,757  |
| <b>Total Stock on Hand</b>         | 2,896   | 448     | 1,175 | 4,519   | 182               |         | 56    | 238    | 433       |             |         |       |        |           | 3,227             | 448     | 1,277 | 4,952   |
| WA                                 |   |         |       |         |                   |         |       |        |           |             |         |       |        |           |                   |         |       |         |
| <b>Total supermarket sales</b>     | # Full data set not displayed because not enough WA wholesalers contributed data this week  |         |       |         |                   |         |       |        |           |             |         |       |        |           |                   |         |       |         |
| <b>Total non supermarket sales</b> | # Full data set not displayed because not enough WA wholesalers contributed data this week  |         |       |         |                   |         |       |        |           |             |         |       |        |           |                   |         |       |         |
| <b>Total exports</b>               |   |         |       |         |                   |         |       |        |           |             |         |       |        |           |                   |         |       |         |
| <b>Total sales</b>                 | 11,917  |         | 14    | 11,931  | 2,944             |         | 1     | 2,945  | 5,355     |             |         |       |        |           | 17,270            |         | 16    | 17,285  |
| <b>Total Stock on Hand</b>         |   |         |       |         |                   |         |       |        |           |             |         |       |        |           |                   |         |       |         |
| Total                              |   |         |       |         |                   |         |       |        |           |             |         |       |        |           |                   |         |       |         |
| <b>Total supermarket sales</b>     | 79,740  |         | 154   | 79,894  | 4,683             |         |       | 4,683  | 8,515     | 34,361      |         |       | 34,361 | 6,247     | 94,502            |         | 154   | 94,656  |
| <b>Total non supermarket sales</b> | 37,679  | 335     | 1,875 | 39,889  | 4,131             | 33      | 259   | 4,423  | 8,042     |             |         |       |        |           | 45,190            | 395     | 2,346 | 47,931  |
| <b>Total exports</b>               | 3,793   |         |       | 3,793   | 944               |         |       | 944    | 1,716     |             |         |       |        |           | 5,509             |         |       | 5,509   |
| <b>Total sales</b>                 | 121,212   | 335     | 2,029 | 123,576 | 9,758             | 33      | 259   | 10,050 | 18,273    | 34,361      |         |       | 34,361 | 6,247     | 145,201           | 395     | 2,500 | 148,096 |
| <b>Total Stock on Hand</b>         | 47,612  | 3,645   | 1,652 | 52,909  | 5,084             | 208     | 99    | 5,391  | 9,802     | 90          |         |       | 90     | 16        | 56,872            | 4,023   | 1,832 | 62,727  |

### Weekly National Sales

