



# INFOCADO CROP FORECAST

## Quarterly Report—January 2012

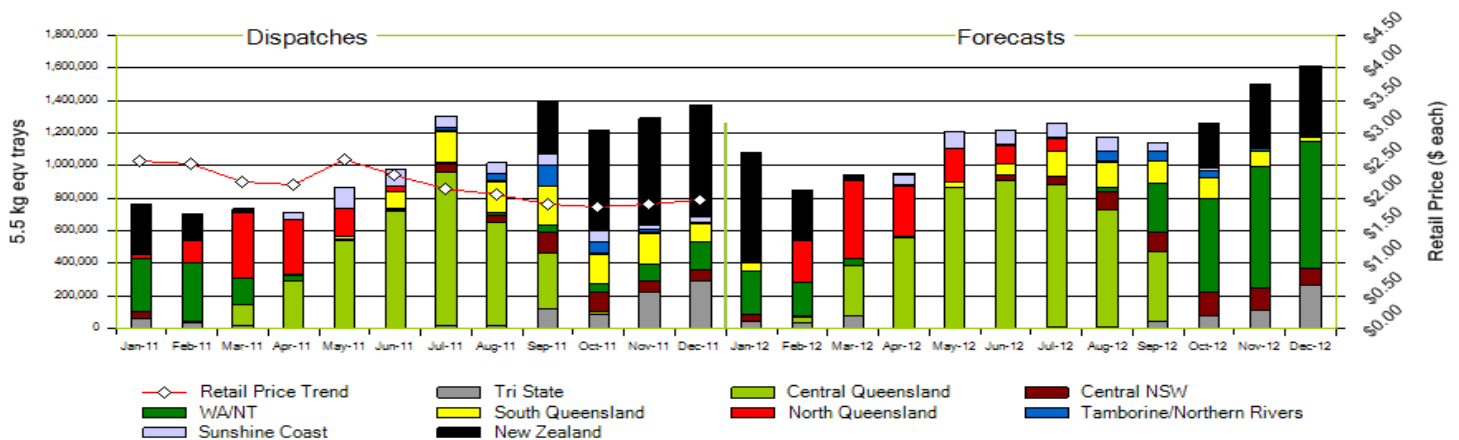
Welcome to the quarterly Infocado report. This report is released in the months January, April, July and October. Each reports shows the previous 12 month's dispatch figures and the future 12 month's forecast figures including both Australian and New Zealand data.

Australian Avocados Forecast Jan 11 to Dec 11 (5.5 kg eqv trays) - from quarterly report January 11													
	Jan 11	Feb 11	Mar 11	Apr 11	May 11	Jun 11	Jul 11	Aug 11	Sep 11	Oct 11	Nov 11	Dec 11	12 Mth Total
Hass	403,453	295,215	141,792	307,182	898,838	853,269	1,110,790	948,487	719,358	560,586	522,647	553,970	7,315,587
Shepard	20,000	467,647	717,277	384,303	16,486	0	0	0	0	0	0	0	1,605,713
Other	24,775	3,191	20,499	61,948	59,969	76,725	118,536	103,017	79,076	18,586	3,260	18,727	588,309
<b>Total</b>	<b>448,228</b>	<b>766,053</b>	<b>879,568</b>	<b>753,433</b>	<b>975,293</b>	<b>929,994</b>	<b>1,229,326</b>	<b>1,051,504</b>	<b>798,434</b>	<b>579,172</b>	<b>525,907</b>	<b>572,697</b>	<b>9,509,609</b>

Australian Avocados Dispatches Jan 11 to Dec 11 (5.5 kg eqv trays)													
	Jan 11	Feb 11	Mar 11	Apr 11	May 11	Jun 11	Jul 11	Aug 11	Sep 11	Oct 11	Nov 11	Dec 11	12 Mth Total
Hass	431,751	392,249	179,153	165,168	805,883	914,383	1,200,635	934,947	1,034,196	574,952	621,004	629,302	7,883,623
Shepard	8,277	144,215	510,122	481,275	21,656	620	0	39	0	0	0	0	1,166,204
Other	23,010	9,452	25,128	60,276	40,589	60,116	103,789	80,955	37,916	20,165	16,624	59,069	537,089
<b>Total</b>	<b>463,038</b>	<b>545,916</b>	<b>714,403</b>	<b>706,719</b>	<b>868,128</b>	<b>975,119</b>	<b>1,304,424</b>	<b>1,015,941</b>	<b>1,072,112</b>	<b>595,117</b>	<b>637,628</b>	<b>688,371</b>	<b>9,586,916</b>

Australian Avocados Forecast Jan 12 to Dec 12 (5.5 kg eqv trays)													
	Jan 12	Feb 12	Mar 12	Apr 12	May 12	Jun 12	Jul 12	Aug 12	Sep 12	Oct 12	Nov 12	Dec 12	12 Mth Total
Hass	382,907	259,509	169,021	412,983	1,095,029	1,139,299	1,112,670	1,024,759	1,071,482	988,698	1,106,059	1,149,489	9,911,905
Shepard	13,059	277,404	720,480	496,998	23,014	0	0	0	0	0	0	0	1,530,955
Other	18,404	9,882	25,000	31,003	87,951	78,105	146,341	149,670	66,328	0	10,924	28,257	651,865
<b>Total</b>	<b>414,370</b>	<b>546,795</b>	<b>914,501</b>	<b>940,984</b>	<b>1,205,994</b>	<b>1,217,404</b>	<b>1,259,011</b>	<b>1,174,429</b>	<b>1,137,810</b>	<b>988,698</b>	<b>1,116,983</b>	<b>1,177,746</b>	<b>12,094,725</b>

Australian & New Zealand Avocados : Jan 11 to Dec 11 Dispatch / Jan 12 to Dec 12 Forecast



Jan 11 to Dec 11 Dispatches & Jan 12 to Dec 12 Avocado Production Estimates 5.5kg eqv trays		
Region	Jan11 to Dec11	Jan12 to Dec12
North Queensland	1,145,384	1,464,610
Central Queensland	3,606,304	4,705,797
Sunshine Coast	618,711	511,468
Southern Queensland	1,237,444	848,663
Tamb/Northern Rivers	292,594	215,051
Central NSW	565,477	739,508
Tri State	864,319	653,505
WA	1,256,683	2,956,123
<b>Total</b>	<b>9,586,916</b>	<b>12,094,725</b>

Please Note: The monthly forecast and dispatch figures in the Quarterly Infocado Report incorporate an allowance (which varies by region) to allow for the production forecasts and dispatches that are not inputted into the Infocado system. This production (dispatch and forecast) data is not inputted for various reasons including some packhouse's unwillingness to engage with industry and/or lack of computer access. For this reason it is not possible to extrapolate the figures from the Weekly Infocado Report to come up with either the dispatch and/or forecast figures in the Quarterly Infocado Report. At any time the Weekly Infocado Report incorporates around 85% of total production and forecasts however this does vary depending on time of year (as a result of the fruit coming from different regions with different levels of packhouse input). It is not functionally possible to incorporate allowances for missing data into the Weekly Infocado Report hence the variance between it and the Quarterly Infocado Report.

### Comments from the CEO

The crop estimate for the year 2012 is by far the largest avocado crop in the history of the Australian industry. The increase on 2011 is 26%. The flow on effect if we look forward to the forecast for the financial year is even more significant, 2012-2013 shows an increase of at least 30% when compared to the 2011-2012 year. This is without adding the New Zealand crop into the volumes, which will lift levels even further. This is of course the first look at the end of this year's crop. The forecast will need to be reviewed at each quarter through this year.

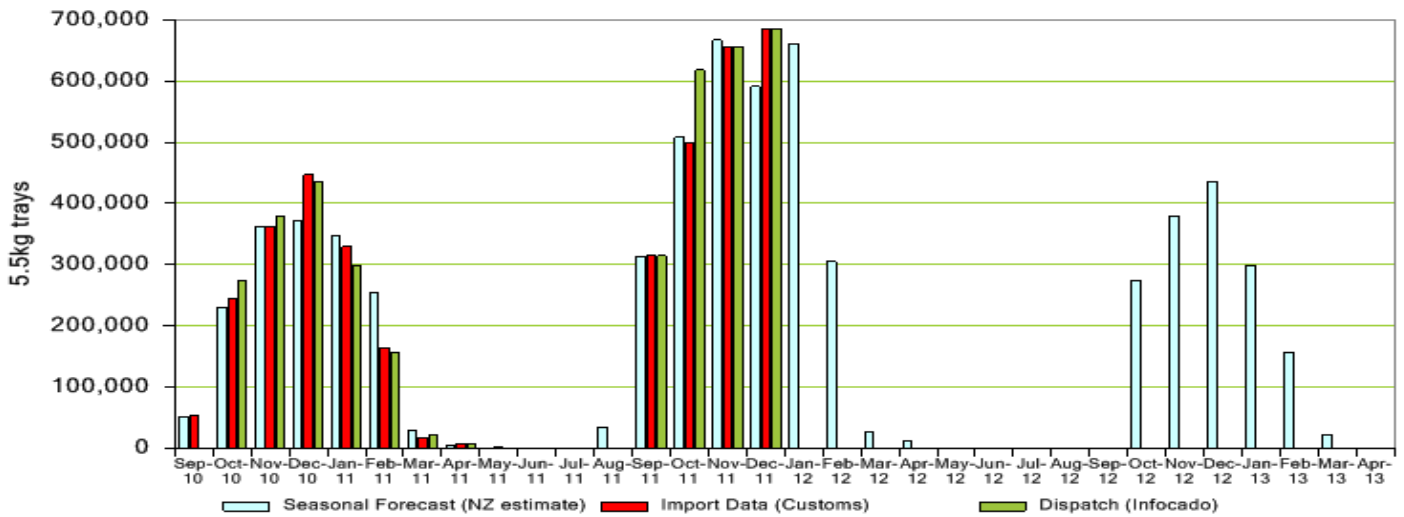
Given the estimate, all pack houses and growers should begin planning and working with the supermarkets, wholesalers and exporters from this point on. This crop is more than manageable and can result in good returns to growers if managed sensibly and cohesively by the whole industry. Markets will find their level and carefully planned programs will result in happy consumers and increased sales.

The marketing program is in full swing for the next 5 months. The careful and strategic planning is underway now for the full 2012-2013 year. This forecast will determine the budget and the timing of activity.

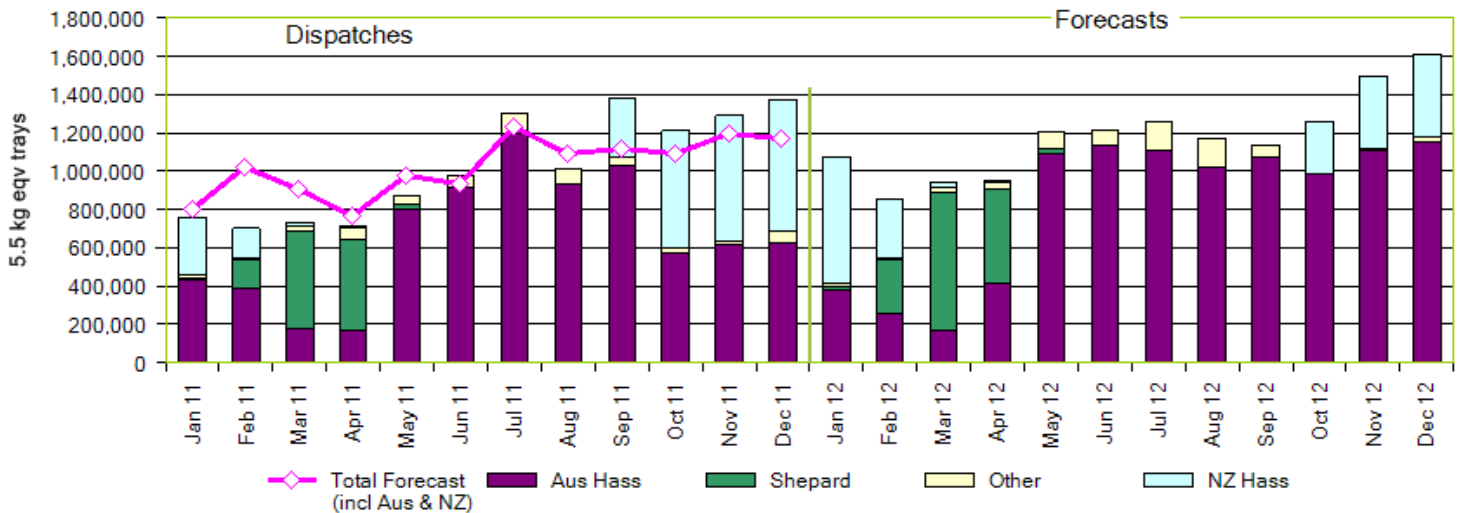
February, March and April 2012 look manageable and this gives some time to plan for the volumes from May onwards. The total crop volumes per month are not very much more than the market has been able to absorb in past years. The issue that will need careful planning is that there is no room for error in volumes on a weekly basis.

The Weekly Volumes teleconference will be essential in managing this year's crop. Please contact Maree Tyrrell on 07 3846 6566 or [admin@avocado.org.au](mailto:admin@avocado.org.au) to participate in this teleconference, held every Tuesday morning.

### New Zealand Avocados - Dispatch and Forecast



### Jan 11 to Dec 11 Dispatches & Jan 12 to Dec 12 Forecasts Avocados by Variety



NB: NZ Dispatch figures in this graph are from Infocado and Customs data. The total forecast line (pink line) in the chart above illustrates the most up to date forecasts. ie. The Oct 11 figure comes from the forecast made in Sep 11 and the Nov 11 figure comes from the forecast made in Oct 11.

### Seasonal Forecast Contributors

Advance Packing & Marketing Services P/L	Chris and Sue Allan	Kulnura Ambrosia Avocados	Sunny Bluff Produce Pty Ltd
Applewood Orchard	Coastal Avocados	Lavers Orchards	Sunnyspot Packhouse Pty Ltd
Ashbourne Hills Avocados	Delroy Orchards	Lone Gum Avocados	SuperPak
Aussie Orchards Growers & Packers	Donovan Family Investment Trust	Mariners Rest	The Avocado Grove
Avocado Ridge	G & C Christensen	Midcoast Avocados	The I & R Philpott Family Trust
Avonova	G & J Krenske	Mountain Fresh	Tinaroo Falls Avocado Trust
Avowest	Googa Farms	Natures Fruit Company	Touchwood Farming
Balmoral Orchard	Green Nugget Orchards	One Harvest	Tropicado Avocados
Battistin Orchards Pty Ltd	Green Pear Avocado	Perseverance Farming Co	Vitor Marketing Pty Ltd
Bellview Orchards Pty Ltd	Gunnado Farm	R & M Waterman	VP & EA Farrell
Blushing Acres Pty Ltd	Hilltop Mareeba	RM & KL Cornwall	West Aussie Avos
BT & RG Pegg	I & A Tolson	Serrata Enterprises	Willow Creek
C F Fechner	ID & AM Leighton	Simpson Farms Pty Ltd	WJ Row
Chinoola Orchards	JB & CM Culross	Summerland House With No Steps	
Chislett Developments Pty Ltd	Jirel Holdings	Sunfresh	

For more detailed reports please go to [www.avocado.org.au](http://www.avocado.org.au) and login to Infocado. Instructions on accessing reports are available at [www.avocado.org.au](http://www.avocado.org.au) by clicking on the Industry tab and then looking under services.

For further assistance please contact: Julie Petty, Ph: 07 3846 6566, Email: [infocado@avocado.org.au](mailto:infocado@avocado.org.au)

**This report has been authorised by Antony Allen, CEO Avocados Australia on 27 January 2012**