

Final Report

InfoPome 3

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Delivery partner:

Apple and Pear Australia Limited

Project code:

AP15008

Project:

InfoPome 3 – AP15008

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Funding statement:

This project has been funded by Hort Innovation, using the apple and pear research and development levy and contributions from the Australian Government. Hort Innovation is the grower-owned, not-for-profit research and development corporation for Australian horticulture.

Publishing details:

ISBN 978 0 7341 4431 7

Published and distributed by: Hort Innovation

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www.horticulture.com.au

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Summary

Infopome is the apple and pear industry's stock tracking system. Cool store data is voluntarily provided by growers and coolstore operators and collated into a national report of the volume of apples and pears in coolstore each week. The reporting is separated by variety and by state, allowing growers to see an indication of stock levels currently available in storage when making sales and marketing decisions.

Whilst Infopome has been in existence in one form or another for over a decade, APAL has now completed the latest 3-year iteration of the project (AP15008) which built on, and achieved tangible improvements over, previous Infopome projects. It streamlined data collection with a simplified form and provision of a phone app, it moved from monthly to weekly reporting, it introduced allowances for correcting for missing data, and it provided value adding independent analysis of the data and associated commentary.

The apple and pear industries are unique in fresh produce in that unlike other fresh fruit industries with a defined harvest season followed by a period of no supply, apples and pears can be produced and held in cold storage and released for distribution over the next 8 – 10 months to keep customers supplied until the next season. Infopome enables the industry sellers to make informed adjustments to marketing decisions over the year-long sales season based on whether stocks are tight and need careful control or over supplied and need increase promotion effort to move higher volumes.

The independent analysis which was a key addition to the project in this phase monitored the stock levels compared to other factors such as the levels at the same time in previous seasons, the average rate of stock drawdowns per month and the projected stock cover until the next season. It was also an important part of the process to highlight to users any anomalies in the data.

Corrective action to contact cool store operators whose contributions had lapsed, and encourage participation for the 2018 season, has been successful in increasing participation levels, and therefore confidence in the data accuracy and usefulness, however challenges still exist in encouraging broader industry cooperation.

Introduction

In a largely commoditized market, supply and stock volumes have a major impact on fruit price. Capture of accurate data on whole of industry supply and stock volumes is complex and in general beyond the scope of individual businesses. This data allows growers/packers/marketers to make informed decisions about the quantity of fruit they will sell in the next period and the price they will ask for that fruit. Lack of data hinders sales and marketing decisions, which can adversely impact on grower profitability. The Infopome system aims to address the lack of useful and reliable decision data.

The Cool Store Stock Report (as it was previously named) is a service that APAL has provided the apple and pear industry for more than a decade. Up until 2011 the Cool Store Stock Report was a manually prepared report with cool store owners completing a form and emailing or faxing it to APAL for a staff member to enter into a database. It was a time-consuming process. In 2011 APAL changed to an online system – Infopome. The electronic capture of data allowed users to input directly into the system allowing reports to be generated more accurately and timely, reporting moved from monthly to fortnightly.

The Infopome 3 project provided a number of further enhancements to the electronic system. APAL self-funded some database enhancements that allowed data capture and reporting to move from fortnightly to weekly. Reports generated were accompanied by monthly independent analysis monitoring the stock levels compared to other factors such as the levels at the same time in previous seasons, the average rate of stock drawdowns per month and the projected stock cover until the next season. Further, APAL continued to work with Industry participants in relation to the key success factor of increasing contribution levels.

Methodology

Data Capture

The methodology now in place for data capture and reporting for the Infopome system is as follows;

1. Participating cool stores receive an email and/or SMS request each Friday morning to enter their stock receivals in the past week and their bin stock at the end of the week.
2. Coolstores are allocated to a particular state, and enter their stocks according to varieties including;

Apples	Pears
<ul style="list-style-type: none"> • Fuji • Gala • Golden Delicious • Granny Smith • Cripps Pink/Pink Lady • Red Delicious • Cripps Red/Sundowner • Other 	<ul style="list-style-type: none"> • Beurre Bosc • Packham • Williams • Other

3. Reminders are sent early Monday mornings prior to the system closing at 11am every Monday
4. Aggregated report of raw data available from 4pm Monday via the independent coolstore logins.

Reporting

The Infopome reports are only available to participating cool stores unlike previous projects that allowed a wider group to subscribe to the reports.

Fresh Intelligence Consulting provide independent analysis of the data and commentary each month. The independent analysis monitors the stock levels compared to other factors such as the levels at the same time in previous seasons, the average rate of stock drawdowns per month and the projected stock cover until the next season. It is also an important part of the process to highlight anomalies in the data and take corrective action.

The appendices to this report include examples of the weekly data extracts, as well as the monthly Fresh Intelligence analysis report.

System Enhancements

Over the course of the project, enhancements were made to bring the data capture into a weekly schedule. This was a response to feedback from industry stakeholders that sales decisions tend to be made on a weekly rather than fortnightly or monthly cycle. The system was also amended to commence capturing 'stock-in' and 'stock-out' each week, providing a more accurate account of movement than the previous weekly balance which would only reflect the net movement.

Project Review

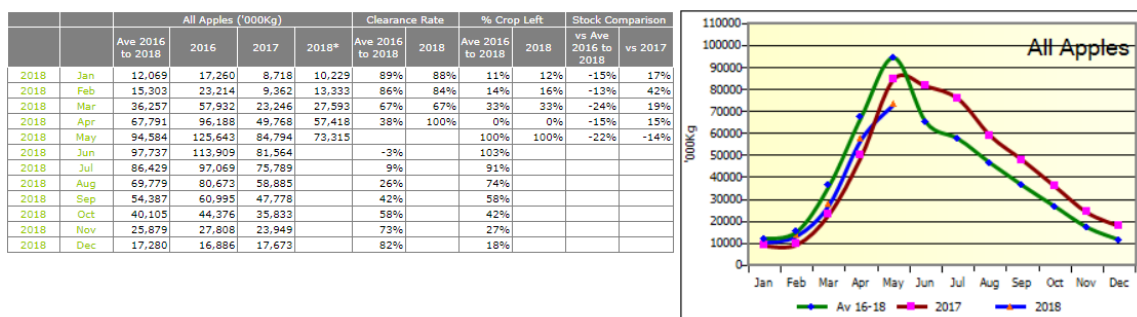
As the project was nearing completion, APAL undertook an internal assessment of the value of the system to industry in order to determine whether resources should be committed to the continuation of the project once the current project ends, and if so, in what form. A discussion of this review is contained in the Monitoring and Evaluation section of this report.

Outputs

The outputs on Infopome are:

1. Weekly aggregated data reports illustrated in the first appendix. Specifically, these cover national and state stock levels by category and variety, receivals (added for the 2018 season), comparison of stock levels to previous years, clearance rates compared to previous years and the percentage of peak stock compared to previous years.

Snapshot example:



2. The analytical report by Fresh Intelligence Consulting adds context and commentary to highlight the key messages within the data.

Snapshot example:

APPLE & PEAR Cool Stocks Report – end April 2018

By Wayne Prowse, Fresh Intelligence Consulting

Apple figures are showing signs of lower than average stock levels for 2018

APPLES - According to Infopome data cool stocks of **apples** increased to 57,418 tonnes by end of April as the harvest progressed.

Recorded volumes are 15 per cent higher than 2017 data though **40 per cent below** the 2016 and 2015 stock levels recorded for end April. Increased participation has aided the increase on last year however the lower result compared to 2016 and 2015 may be indicating a lower volume of overall harvest for 2018 and will be monitored carefully as the peak stock figures are tallied at end May and compared with indicative harvest measures.

Outcomes

Contributors to the Infopome project have received access to weekly data throughout the year, as well as a monthly independent analysis of the data. This has allowed growers/packers/marketers to make informed decisions about the quantity of fruit they will sell in the next period and the price they will ask for that fruit.

Moving from monthly to weekly reporting provides close to real time delivery of credible industry level stock and crop flow data. The addition of monthly independent analytical reports highlights the key messages within the data, allowing APAL to provide a more complete Infopome package.

Feedback from users suggests that the data is used in decision making – refer to monitoring and evaluation section below.

Monitoring and evaluation

APAL undertook a survey of over 100 past and current InfoPome participants in February 2018 to ask for feedback on the value of the project to the industry, any obstacles to contribution and seek suggestions for improvements.

There were 44 respondents made up of 55% who said they regularly submitted data; 10% who submitted occasionally; 20% who said they had stopped submitting; just under 10% who said they were unaware of InfoPome and 5% who said their fruit was stored elsewhere and data submitted by someone else.

Respondents ranged from those who said they were handling under 1,000 bins of apples to those handling 75,000 bins apples and 30,000 bins pears and were split roughly 47% apples only, 35% apples and pears and 18% pears only.

The results of the survey showed that there was strong support from industry for continuing the project, but a clear view that steps needed to be taken to improve data accuracy and participation and to ensure results were presented in a way that it was clear from how many contributors the data was drawn.

Suggestions were provided in relation to how the data might be better presented so as to be meaningful to contributors and most of these suggestions were not difficult to achieve through the existing system.

There was also an expressed preference for less regular contributions (move from weekly to fortnightly or monthly) and for the inclusion of stock in and stock out functions to capture stock harvested during the week, but more importantly to show the starting harvest numbers.

It was suggested education around the project might improve use of it and participation.

Recommendations

It is recommended that the resources invested in collecting and providing the Infopome data to apple and pear coolstore participants is valuable and therefore that the Infopome project be continued. There is certainly scope for enhancements in system design and further promotion within the industry to increase the participation rate and a more robust data set would include a survey of the tree plantings across each variety nationally in order to provide greater power to the volume data which drives grower marketing decisions. APAL feels that an improved and broadened Infopome data set can provide real value to the Australian industry and will as a result attract greater contribution from those seeking access to this important industry resource.

Intellectual property, commercialisation and confidentiality

No project IP, project outputs, commercialisation or confidentiality issues to report. APAL wishes to retain ongoing access to the data collected from the project to ensure ongoing access to Industry participants.

Acknowledgements

APAL greatly appreciates the contributions of the following partners who have been instrumental in delivering the Infopome 3 project;

Graeme Forsythe, GF Associates

Wayne Prowse, Fresh Intelligence Consulting

Appendices

- Appendix A - Infopome – April Reports (full, lite & graphs)
- Appendix B - Fresh Intelligence Analysis Report – April

Appendix A – April Analysis Reports

InfoPome Cool Stores Stock Report for Apples & Pears as at 30/04/2018

Compiled by Apple & Pear Australia Ltd

Selection Criteria: - Produce(All) Year(2018) Week No 19, 11 May 2018 Closing Stock

	'000Kg	Fuji	Gala	Golden Delicious	Granny Smith	Pink Lady	Red Delicious	Sundowner	Other Apple	All Apples
NSW	Closing Stock	1,632	3,039	0	903	3,424	1,738	5	754	11,495
QLD	Closing Stock	123	1,461	0	983	964	458	0	237	4,226
SA	Closing Stock	340	355	96	333	1,064	128	0	264	2,580
TAS	Closing Stock	891	2,799	256	286	276	210	21	1,774	6,513
VIC	Closing Stock	2,631	6,874	324	18,124	19,424	1,213	0	3,407	51,997
WA	Closing Stock	0	0	0	0	0	0	0	0	0
Total	Closing Stock	5,617	14,528	676	20,629	25,152	3,747	26	6,436	76,811

	'000Kg	Beure Bosc	Packham	Williams	Other Pear	Corella	All Pears
NSW	Closing Stock	0	0	0	0	0	0
SA	Closing Stock	222	1,569	38	128	198	2,155
TAS	Closing Stock	80	117	0	121	0	318
VIC	Closing Stock	4,019	25,237	321	1,180	1,548	32,305
WA	Closing Stock	0	0	0	0	0	0
Total	Closing Stock	4,321	26,923	359	1,429	1,746	34,778

InfoPome Cool Stores Stock Report for Apples as at 30/04/2018

Compiled by Apple & Pear Australia Ltd

Selection Criteria: - Produce(All) Year(2018) Week No 19, 11 May 2018 Closing Stock

	'000Kg	Fuji	Gala	Golden Delicious	Granny Smith	Pink Lady	Red Delicious	Sundowner	Other Apple	All Apples
NSW	Opening	1,748	3,149	0	917	913	1,826	0	989	9,542
	Stock In	0	0	0	0	2,511	0	5	0	2,516
	Stock Out	-118	-110	0	-13	0	-86	0	-233	-560
	Closing	1,632	3,039	0	903	3,424	1,738	5	754	11,495
	Class 1	1,244	2,624	0	673	2,580	1,318	4	556	8,998
QLD	Opening	185	1,112	0	821	436	855	0	288	3,697
	Stock In	0	372	0	640	868	0	0	22	1,902
	Stock Out	-62	-23	0	-478	-340	-398	0	-74	-1,375
	Closing	123	1,461	0	983	964	458	0	237	4,226
	Class 1	111	1,290	0	852	825	407	0	190	3,675
SA	Opening	354	356	97	341	334	135	0	271	1,888
	Stock In	0	0	0	2	730	0	0	0	732
	Stock Out	-14	-2	0	-10	0	-7	0	-7	-40
	Closing	340	355	96	333	1,064	128	0	264	2,580
	Class 1	210	219	48	186	480	85	0	187	1,415
TAS	Opening	701	2,504	262	310	75	218	0	1,143	5,213
	Stock In	216	450	0	0	205	0	21	648	1,540
	Stock Out	-26	-156	-6	-23	-4	-8	0	-17	-240
	Closing	891	2,799	256	286	276	210	21	1,774	6,513
	Class 1	650	2,254	205	229	235	176	17	1,419	5,186
VIC	Opening	2,930	7,364	361	18,974	3,018	1,316	0	3,115	37,078
	Stock In	11	40	9	268	16,406	0	0	420	17,154
	Stock Out	-312	-530	-45	-1,119	0	-105	0	-128	-2,239
	Closing	2,631	6,874	324	18,124	19,424	1,213	0	3,407	51,997
	Class 1	1,973	5,824	259	13,880	15,496	1,024	0	2,742	41,197
WA	Opening	0	0	0	0	0	0	0	0	0
	Stock In	0	0	0	0	0	0	0	0	0
	Stock Out	0	0	0	0	0	0	0	0	0
	Closing	0	0	0	0	0	0	0	0	0
	Class 1	0	0	0	0	0	0	0	0	0
Total	Opening	5,918	14,485	720	21,363	4,776	4,350	0	5,806	57,418
	Stock In	227	862	9	910	20,720	0	26	1,090	23,844
	Stock Out	-532	-821	-51	-1,643	-344	-604	0	-459	-4,454
	Closing	5,617	14,528	676	20,629	25,152	3,747	26	6,436	76,811
	Class 1	4,188	12,211	512	15,820	19,614	3,012	21	5,093	60,471

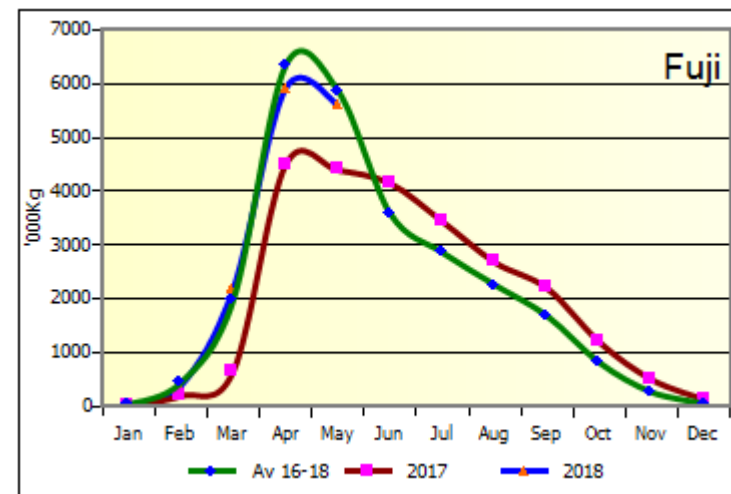
Appendix A: April Reports 2018

InfoPome Cool Stores Stock Report for Apples as at 30/04/2018

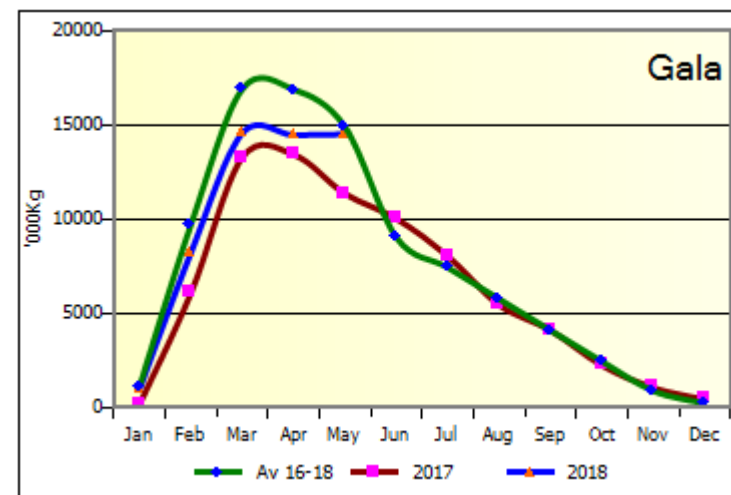
Compiled by Apple & Pear Australia Ltd

Selection Criteria: - Produce(Apple) Variety(All) From Year 2016 to 2018 Closing Stock

		Fuji ('000Kg)				Clearance Rate		% Crop Left		Stock Comparison	
		Ave 2016 to 2018	2016	2017	2018*	Ave 2016 to 2018	2018	Ave 2016 to 2018	2018	vs Ave 2016 to 2018	vs 2017
2018	Jan	33	76	3	19	100%	100%	0%	0%	-42%	533%
2018	Feb	440	737	193	389	93%	100%	0%	0%	-12%	102%
2018	Mar	1,978	3,098	649	2,186						
2018	Apr	6,344	8,621	4,494	5,918			100%	100%	-7%	32%
2018	May	5,875	7,617	4,392	5,617	7%	5%	93%	95%	-4%	28%
2018	Jun	5,381	6,612	4,150		15%		85%			
2018	Jul	4,294	5,150	3,437		32%		68%			
2018	Aug	3,389	4,100	2,678		47%		53%			
2018	Sep	2,522	2,848	2,196		60%		40%			
2018	Oct	1,219	1,246	1,191		81%		19%			
2018	Nov	393	292	494		94%		6%			
2018	Dec	89	48	129		99%		1%			

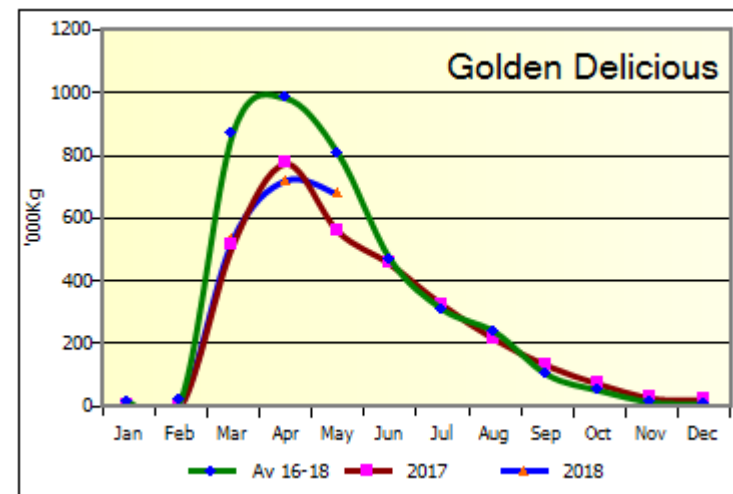


		Gala ('000Kg)				Clearance Rate		% Crop Left		Stock Comparison	
		Ave 2016 to 2018	2016	2017	2018*	Ave 2016 to 2018	2018	Ave 2016 to 2018	2018	vs Ave 2016 to 2018	vs 2017
2018	Jan	1,100	2,178	157	965	94%	100%	0%	0%	-12%	515%
2018	Feb	9,685	14,803	6,051	8,202						
2018	Mar	16,915	22,889	13,282	14,574			100%	100%	-14%	10%
2018	Apr	16,906	22,785	13,447	14,485	0%	1%	100%	99%	-14%	8%
2018	May	14,920	18,870	11,362	14,528	12%	0%	88%	100%	-3%	28%
2018	Jun	13,549	17,065	10,032		20%		80%			
2018	Jul	11,156	14,270	8,042		34%		66%			
2018	Aug	8,654	11,863	5,444		49%		51%			
2018	Sep	6,137	8,176	4,098		64%		36%			
2018	Oct	3,660	5,087	2,233		78%		22%			
2018	Nov	1,313	1,588	1,038		92%		8%			
2018	Dec	330	234	425		98%		2%			

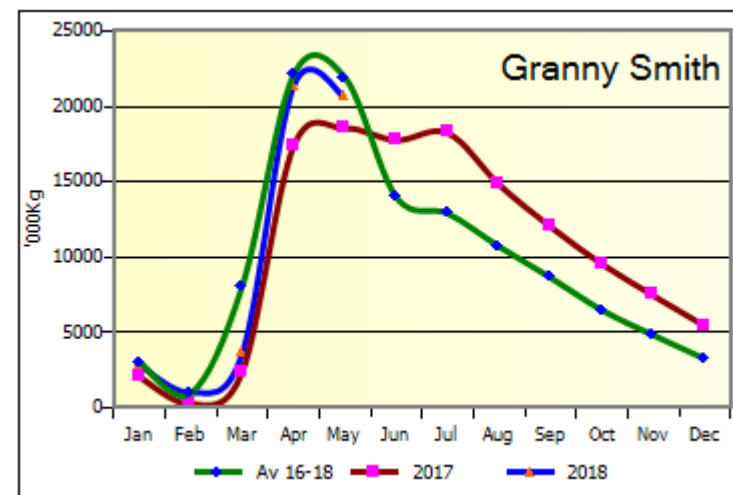


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		Golden Delicious ('000Kg)				Clearance Rate		% Crop Left		Stock Comparison	
		Ave 2016 to 2018	2016	2017	2018*	Ave 2016 to 2018	2018	Ave 2016 to 2018	2018	vs Ave 2016 to 2018	vs 2017
2018	Jan	12	33	0	4	99%	99%	1%	1%	-68%	
2018	Feb	19	53	0	4	98%	100%	0%	0%	-79%	
2018	Mar	873	1,572	515	533			100%	100%	-39%	3%
2018	Apr	983	1,455	773	720	-13%	-35%	113%	135%	-27%	-7%
2018	May	808	1,190	558	676	7%	-27%	93%	127%	-16%	21%
2018	Jun	704	955	453		19%		81%			
2018	Jul	465	606	323		47%		53%			
2018	Aug	356	498	213		59%		41%			
2018	Sep	151	173	129		83%		17%			
2018	Oct	75	80	70		91%		9%			
2018	Nov	19	13	25		98%		2%			
2018	Dec	10	1	19		99%		1%			

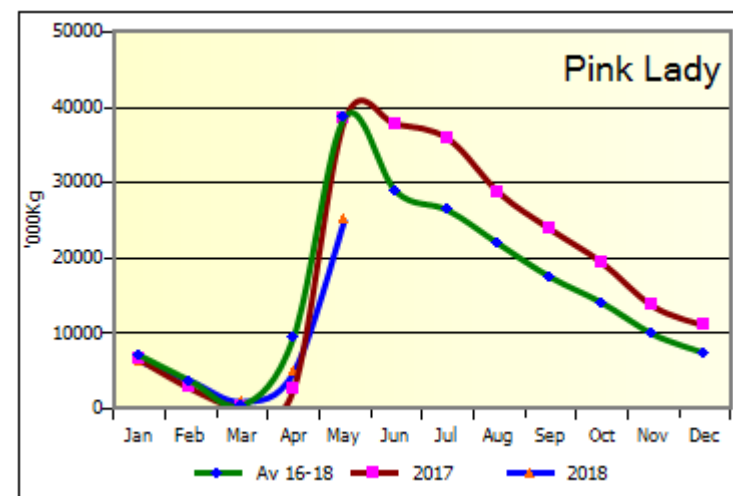


		Granny Smith ('000Kg)				Clearance Rate		% Crop Left		Stock Comparison	
		Ave 2016 to 2018	2016	2017	2018*	Ave 2016 to 2018	2018	Ave 2016 to 2018	2018	vs Ave 2016 to 2018	vs 2017
2018	Jan	3,022	4,198	2,032	2,836	87%	84%	13%	16%	-6%	40%
2018	Feb	931	1,599	209	984	96%	94%	4%	6%	6%	371%
2018	Mar	8,041	18,217	2,341	3,564	65%	100%	0%	0%	-56%	52%
2018	Apr	22,098	27,571	17,360	21,363			100%	100%	-3%	23%
2018	May	21,921	26,587	18,546	20,629	1%	3%	99%	97%	-6%	11%
2018	Jun	20,954	24,146	17,761		5%		95%			
2018	Jul	19,322	20,403	18,240		13%		87%			
2018	Aug	16,034	17,266	14,802		27%		73%			
2018	Sep	12,945	13,889	12,000		41%		59%			
2018	Oct	9,693	9,866	9,519		56%		44%			
2018	Nov	7,208	6,985	7,430		67%		33%			
2018	Dec	4,845	4,279	5,411		78%		22%			

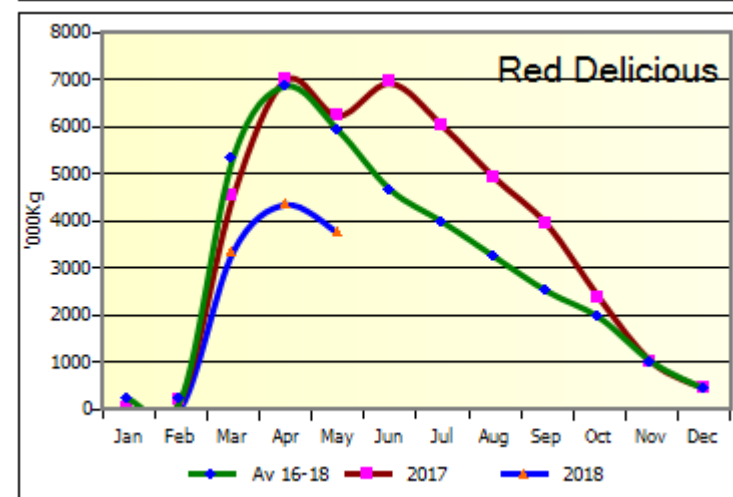


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		Pink Lady ('000Kg)				Clearance Rate		% Crop Left		Stock Comparison	
		Ave 2016 to 2018	2016	2017	2018*	Ave 2016 to 2018	2018	Ave 2016 to 2018	2018	vs Ave 2016 to 2018	vs 2017
2018	Jan	7,080	8,422	6,512	6,307	85%	84%	15%	16%	-11%	-3%
2018	Feb	3,625	4,646	2,620	3,608	92%	91%	8%	9%	-0%	38%
2018	Mar	394	210	116	857	99%	100%	0%	0%	117%	639%
2018	Apr	9,450	21,091	2,482	4,776						
2018	May	38,747	52,684	38,404	25,152			100%	100%	-35%	-35%
2018	Jun	43,136	48,529	37,742		-11%		111%			
2018	Jul	39,513	43,146	35,879		-2%		102%			
2018	Aug	32,725	36,794	28,656		16%		84%			
2018	Sep	26,135	28,479	23,790		33%		67%			
2018	Oct	21,046	22,738	19,354		46%		54%			
2018	Nov	14,763	15,974	13,551		62%		38%			
2018	Dec	11,019	11,083	10,955		72%		28%			

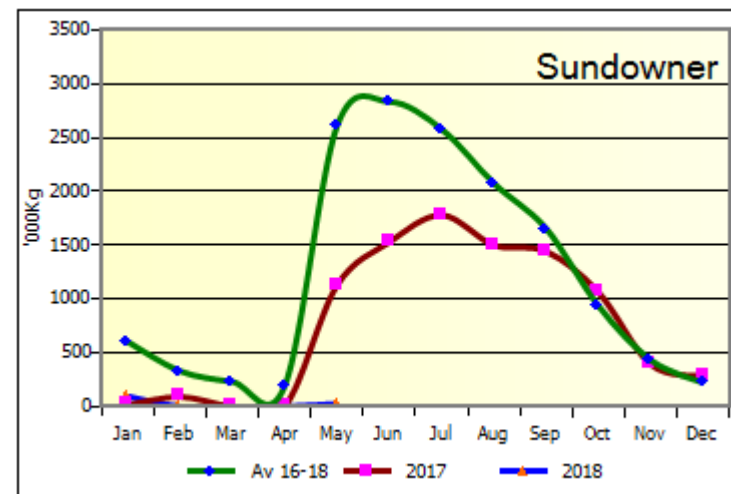


		Red Delicious ('000Kg)				Clearance Rate		% Crop Left		Stock Comparison	
		Ave 2016 to 2018	2016	2017	2018*	Ave 2016 to 2018	2018	Ave 2016 to 2018	2018	vs Ave 2016 to 2018	vs 2017
2018	Jan	214	640	0	2	97%	100%	3%	0%	-99%	
2018	Feb	205	387	191	36	97%	100%	0%	0%	-82%	-81%
2018	Mar	5,353	8,183	4,527	3,350						
2018	Apr	6,871	9,270	6,994	4,350			100%	100%	-37%	-38%
2018	May	5,941	7,836	6,241	3,747	14%	14%	86%	86%	-37%	-40%
2018	Jun	7,011	7,086	6,936		-2%		102%			
2018	Jul	5,981	5,934	6,028		13%		87%			
2018	Aug	4,860	4,803	4,916		29%		71%			
2018	Sep	3,763	3,599	3,927		45%		55%			
2018	Oct	2,925	3,486	2,363		57%		43%			
2018	Nov	1,511	2,017	1,004		78%		22%			
2018	Dec	651	857	445		91%		9%			

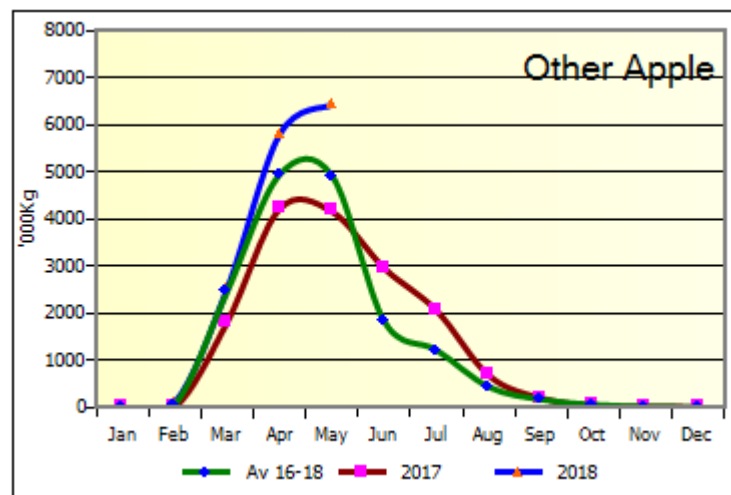


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		Sundowner ('000Kg)				Clearance Rate		% Crop Left		Stock Comparison	
		Ave 2016 to 2018	2016	2017	2018*	Ave 2016 to 2018	2018	Ave 2016 to 2018	2018	vs Ave 2016 to 2018	vs 2017
2018	Jan	604	1,703	14	94	89%	94%	11%	6%	-84%	571%
2018	Feb	330	900	90	0	94%	100%	6%	0%		-100%
2018	Mar	230	690	0	0	96%	100%	0%	0%		
2018	Apr	188	565	0	0						
2018	May	2,607	6,669	1,126	26						
2018	Jun	4,254	6,978	1,529				100%			
2018	Jul	3,871	5,961	1,780		9%		91%			
2018	Aug	3,113	4,725	1,500		27%		73%			
2018	Sep	2,480	3,518	1,442		42%		58%			
2018	Oct	1,400	1,740	1,060		67%		33%			
2018	Nov	645	901	389		85%		15%			
2018	Dec	329	375	282		92%		8%			

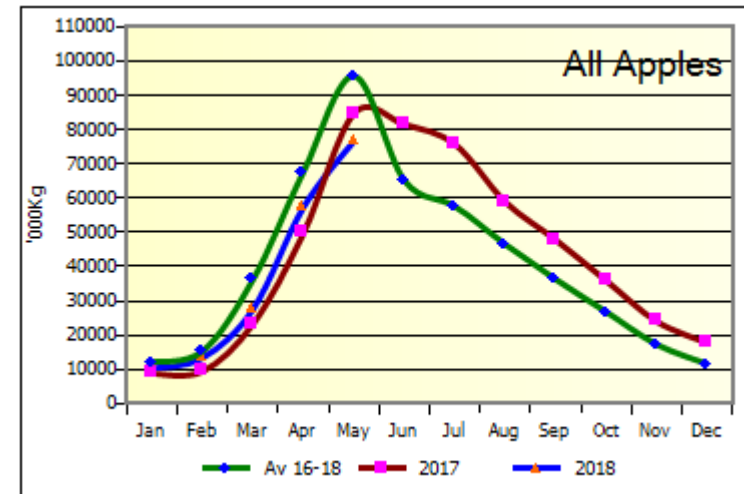


		Other Apple ('000Kg)				Clearance Rate		% Crop Left		Stock Comparison	
		Ave 2016 to 2018	2016	2017	2018*	Ave 2016 to 2018	2018	Ave 2016 to 2018	2018	vs Ave 2016 to 2018	vs 2017
2018	Jan	4	10	0	2	100%	100%	0%	0%	-50%	
2018	Feb	69	89	8	110	98%	97%	2%	3%	59%	1,275%
2018	Mar	2,473	3,073	1,816	2,529	46%	100%	0%	0%	2%	39%
2018	Apr	4,951	4,830	4,218	5,806			100%	100%	17%	38%
2018	May	4,930	4,190	4,165	6,436	0%	-11%	100%	111%	31%	55%
2018	Jun	2,750	2,538	2,961		44%		56%			
2018	Jul	1,830	1,599	2,060		63%		37%			
2018	Aug	650	624	676		87%		13%			
2018	Sep	255	313	196		95%		5%			
2018	Oct	88	133	43		98%		2%			
2018	Nov	28	38	18		99%		1%			
2018	Dec	8	9	7		100%		0%			



Appendix A: April Reports 2018

		All Apples ('000Kg)				Clearance Rate		% Crop Left		Stock Comparison	
		Ave 2016 to 2018	2016	2017	2018*	Ave 2016 to 2018	2018	Ave 2016 to 2018	2018	vs Ave 2016 to 2018	vs 2017
2018	Jan	12,069	17,260	8,718	10,229	89%	88%	11%	12%	-15%	17%
2018	Feb	15,303	23,214	9,362	13,333	86%	84%	14%	16%	-13%	42%
2018	Mar	36,257	57,932	23,246	27,593	67%	67%	33%	33%	-24%	19%
2018	Apr	67,791	96,188	49,768	57,418	38%	100%	0%	0%	-15%	15%
2018	May	95,749	125,643	84,794	76,811			100%	100%	-20%	-9%
2018	Jun	97,737	113,909	81,564		-2%		102%			
2018	Jul	86,429	97,069	75,789		10%		90%			
2018	Aug	69,779	80,673	58,885		27%		73%			
2018	Sep	54,387	60,995	47,778		43%		57%			
2018	Oct	40,105	44,376	35,833		58%		42%			
2018	Nov	25,879	27,808	23,949		73%		27%			
2018	Dec	17,280	16,886	17,673		82%		18%			



InfoPome Cool Stores Stock Report for Pears as at 30/04/2018

Compiled by Apple & Pear Australia Ltd

	'000Kg	Beure Bosc	Packham	Williams	Other Pear	Corella	All Pears
NSW	Opening	0	0	0	0	0	0
	Stock In	0	0	0	0	0	0
	Stock Out	0	0	0	0	0	0
	Closing	0	0	0	0	0	0
	Class 1	0	0	0	0	0	0
SA	Opening	238	1,585	107	134	201	2,265
	Stock In	0	0	0	0	0	0
	Stock Out	-15	-16	-69	-5	-3	-108
	Closing	222	1,569	38	128	198	2,155
	Class 1	5	58	0	1	5	69
TAS	Opening	80	122	0	126	0	328
	Stock In	0	0	0	0	0	0
	Stock Out	0	-5	0	-5	0	-10
	Closing	80	117	0	121	0	318
	Class 1	60	88	0	91	0	239
VIC	Opening	4,127	26,318	769	1,246	1,569	34,029
	Stock In	1	0	0	0	43	44
	Stock Out	-109	-1,079	-418	-66	-66	-1,738
	Closing	4,019	25,237	321	1,180	1,548	32,305
	Class 1	2,776	17,363	174	826	1,119	22,258
WA	Opening	0	0	0	0	0	0
	Stock In	0	0	0	0	0	0
	Stock Out	0	0	0	0	0	0
	Closing	0	0	0	0	0	0
	Class 1	0	0	0	0	0	0
Total	Opening	4,445	28,025	876	1,506	1,770	36,622
	Stock In	1	0	0	0	43	44
	Stock Out	-124	-1,100	-487	-76	-69	-1,856
	Closing	4,321	26,923	359	1,429	1,746	34,778
	Class 1	2,841	17,508	174	918	1,123	22,565

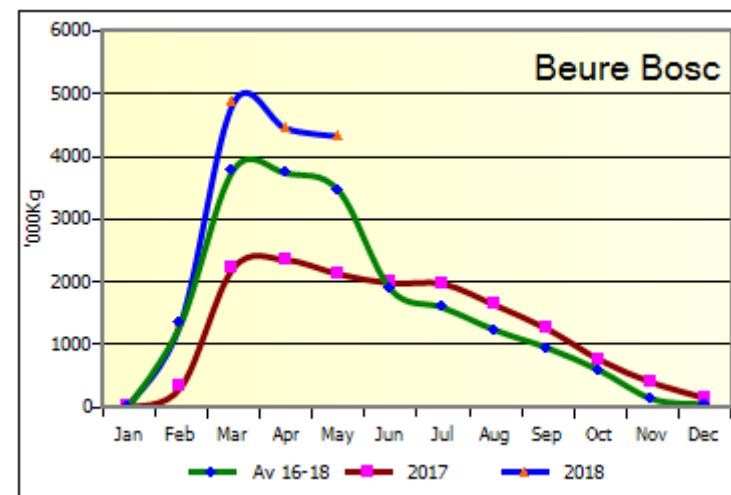
Appendix A: April Reports 2018

InfoPome Cool Stores Stock Report for Pears as at 30/04/2018

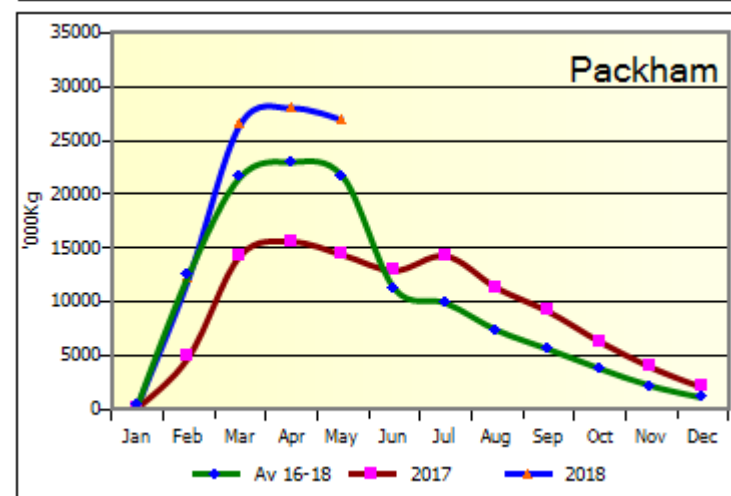
Compiled by Apple & Pear Australia Ltd

Selection Criteria: - Produce(Pear) Variety(All) From Year 2016 to 2018 Closing Stock

		Beure Bosc ('000Kg)				Clearance Rate		% Crop Left		Stock Comparison	
		Ave 2016 to 2018	2016	2017	2018*	Ave 2016 to 2018	2018	Ave 2016 to 2018	2018	vs Ave 2016 to 2018	vs 2017
2018	Jan	9	0	0	27	100%	100%	0%	0%	200%	
2018	Feb	1,341	2,338	326	1,359						
2018	Mar	3,789	4,290	2,223	4,854						
2018	Apr	3,734	4,406	2,351	4,446			100%	100%	19%	89%
2018	May	3,464	3,946	2,126	4,321	7%	3%	93%	97%	25%	103%
2018	Jun	2,820	3,660	1,979		24%		76%			
2018	Jul	2,386	2,803	1,969		36%		64%			
2018	Aug	1,845	2,065	1,625		51%		49%			
2018	Sep	1,418	1,591	1,245		62%		38%			
2018	Oct	876	1,000	751		77%		23%			
2018	Nov	197	1	392		95%		5%			
2018	Dec	75	0	149		98%		2%			

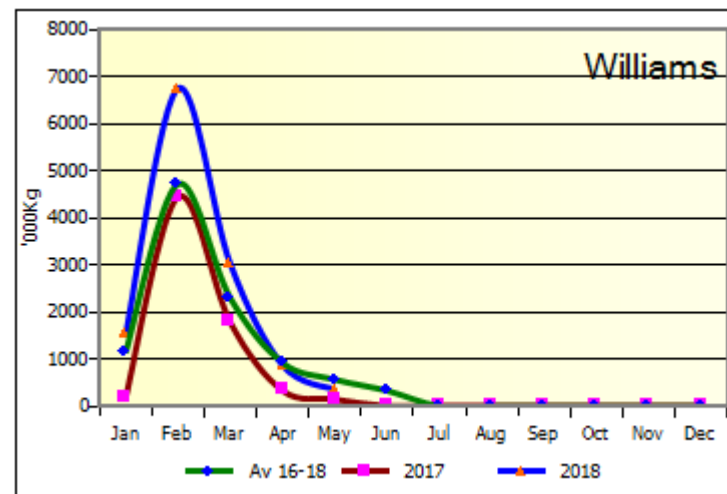


		Packham ('000Kg)				Clearance Rate		% Crop Left		Stock Comparison	
		Ave 2016 to 2018	2016	2017	2018*	Ave 2016 to 2018	2018	Ave 2016 to 2018	2018	vs Ave 2016 to 2018	vs 2017
2018	Jan	344	667	75	290	98%	100%	0%	0%	-16%	287%
2018	Feb	12,507	20,496	4,856	12,168						
2018	Mar	21,612	24,067	14,293	26,477						
2018	Apr	23,005	25,403	15,587	28,025			100%	100%	22%	80%
2018	May	21,636	23,624	14,360	26,923	6%	4%	94%	96%	24%	87%
2018	Jun	16,878	20,851	12,904		27%		73%			
2018	Jul	14,838	15,400	14,275		36%		64%			
2018	Aug	11,030	10,791	11,269		52%		48%			
2018	Sep	8,390	7,689	9,091		64%		36%			
2018	Oct	5,675	5,065	6,284		75%		25%			
2018	Nov	3,258	2,626	3,890		86%		14%			
2018	Dec	1,623	1,237	2,009		93%		7%			

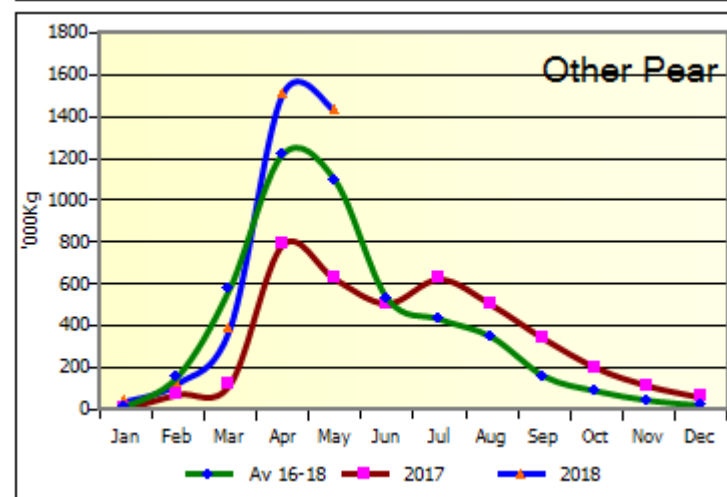


Appendix A: April Reports 2018

		Williams ('000Kg)				Clearance Rate		% Crop Left		Stock Comparison	
		Ave 2016 to 2018	2016	2017	2018*	Ave 2016 to 2018	2018	Ave 2016 to 2018	2018	vs Ave 2016 to 2018	vs 2017
2018	Jan	1,143	1,723	182	1,523	77%	100%	0%	0%	33%	737%
2018	Feb	4,734	2,976	4,461	6,764			100%	100%	43%	52%
2018	Mar	2,303	2,086	1,788	3,036	51%	55%	49%	45%	32%	70%
2018	Apr	927	1,569	335	876	80%	87%	20%	13%	-5%	161%
2018	May	573	1,208	151	359	88%	95%	12%	5%	-37%	138%
2018	Jun	502	992	11		89%		11%			
2018	Jul	6	0	11		100%		0%			
2018	Aug	6	0	11		100%		0%			
2018	Sep	6	0	11		100%		0%			
2018	Oct	6	0	11		100%		0%			
2018	Nov	6	0	11		100%		0%			
2018	Dec	6	0	11		100%		0%			

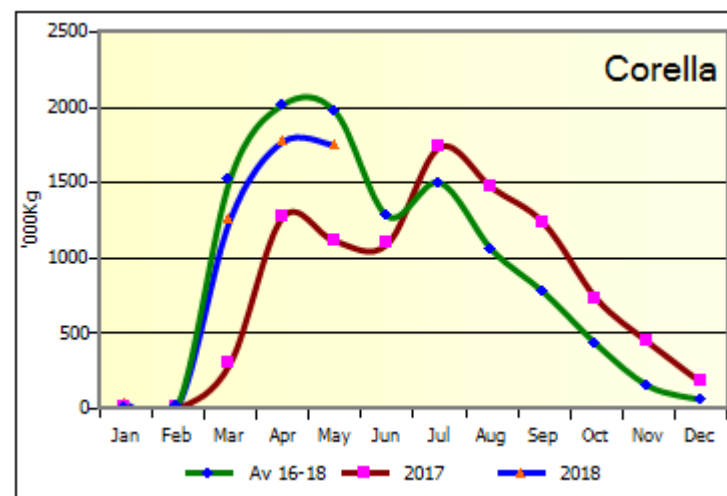


		Other Pear ('000Kg)				Clearance Rate		% Crop Left		Stock Comparison	
		Ave 2016 to 2018	2016	2017	2018*	Ave 2016 to 2018	2018	Ave 2016 to 2018	2018	vs Ave 2016 to 2018	vs 2017
2018	Jan	13	4	0	36	99%	100%	0%	0%	170%	
2018	Feb	157	279	70	122						
2018	Mar	581	1,235	119	389						
2018	Apr	1,219	1,367	785	1,506			100%	100%	24%	92%
2018	May	1,097	1,240	623	1,429	10%	5%	90%	95%	30%	129%
2018	Jun	796	1,087	505		35%		65%			
2018	Jul	647	672	622		47%		53%			
2018	Aug	518	538	498		58%		42%			
2018	Sep	236	136	336		81%		19%			
2018	Oct	130	63	197		89%		11%			
2018	Nov	64	18	110		95%		5%			
2018	Dec	28	0	56		98%		2%			

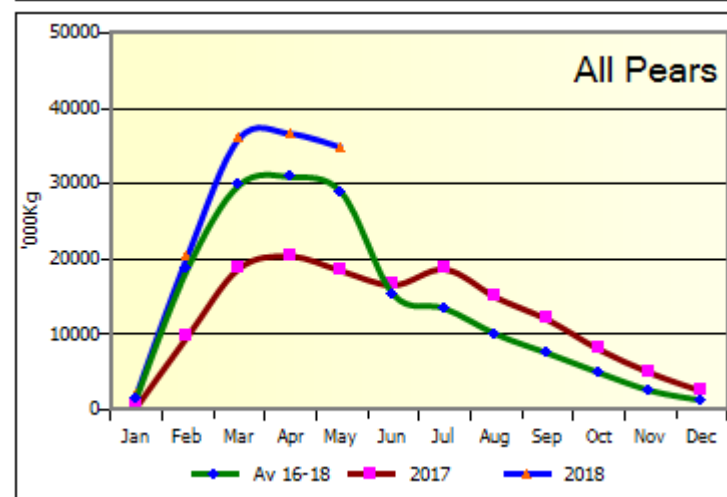


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		Corella ('000Kg)				Clearance Rate		% Crop Left		Stock Comparison	
		Ave 2016 to 2018	2016	2017	2018*	Ave 2016 to 2018	2018	Ave 2016 to 2018	2018	vs Ave 2016 to 2018	vs 2017
2018	Jan	9	0	0	27	99%	100%	0%	0%	200%	
2018	Feb	22	50	0	16						
2018	Mar	1,524	3,018	298	1,255						
2018	Apr	2,016	3,008	1,269	1,770						
2018	May	1,975	3,068	1,110	1,746			100%	100%	-12%	57%
2018	Jun	1,918	2,746	1,090		3%		97%			
2018	Jul	2,252	2,769	1,734		-14%		114%			
2018	Aug	1,581	1,695	1,466		20%		80%			
2018	Sep	1,154	1,079	1,228		42%		58%			
2018	Oct	637	546	728		68%		32%			
2018	Nov	220	4	436		89%		11%			
2018	Dec	86	0	171		96%		4%			



		All Pears ('000Kg)				Clearance Rate		% Crop Left		Stock Comparison	
		Ave 2016 to 2018	2016	2017	2018*	Ave 2016 to 2018	2018	Ave 2016 to 2018	2018	vs Ave 2016 to 2018	vs 2017
2018	Jan	1,518	2,394	257	1,903	95%	100%	0%	0%	25%	640%
2018	Feb	18,760	26,139	9,713	20,429						
2018	Mar	29,809	34,696	18,721	36,011						
2018	Apr	30,901	35,753	20,327	36,623			100%	100%	19%	80%
2018	May	28,745	33,086	18,370	34,778	7%	5%	93%	95%	21%	89%
2018	Jun	22,913	29,336	16,489		26%		74%			
2018	Jul	20,128	21,644	18,611		35%		65%			
2018	Aug	14,979	15,089	14,869		52%		48%			
2018	Sep	11,203	10,495	11,911		64%		36%			
2018	Oct	7,323	6,674	7,971		76%		24%			
2018	Nov	3,744	2,649	4,839		88%		12%			
2018	Dec	1,817	1,237	2,396		94%		6%			



Appendix B – Fresh Intelligence April Report *by Wayne Prowse*

APPLE & PEAR Cool Stocks Report – end April 2018

By Wayne Prowse, Fresh Intelligence Consulting

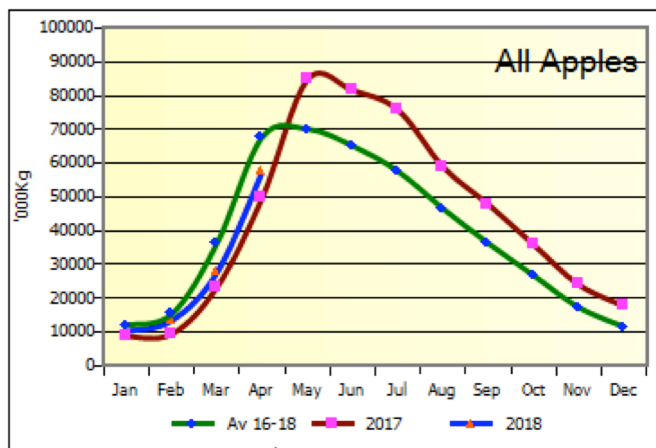
Apple figures are showing signs of lower than average stock levels for 2018

APPLES - According to Infopome data cool stocks of **apples** increased to 57,418 tonnes by end of April as the harvest progressed.

Recorded volumes are 15 per cent higher than 2017 data though **40 per cent below** the 2016 and 2015 stock levels recorded for end April. Increased participation has aided the increase on last year however the lower result compared to 2016 and 2015 may be indicating a lower volume of overall harvest for 2018 and will be monitored carefully as the peak stock figures are tallied at end May and compared with indicative harvest measures.

Figure 1 – Apple stocks recorded 2018 vs previous years

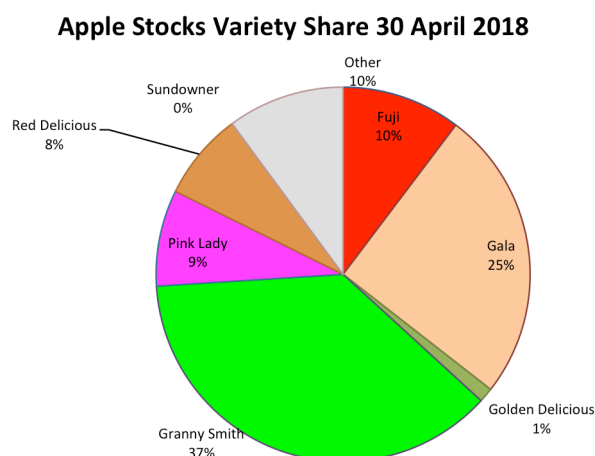
Table 1 – Apple supplies by weeks



Australian Apple Supplies		as at end of April		2018	
APPLES	supply	supply	time to 2019 season	excess / (deficit)	share of supply
	tonnes	weeks	weeks	weeks	
Fuji	5,918	41.5	41.6	(0.1)	10%
Gala	14,485	33.2	39.6	(6.4)	25%
Golden Delicious	720	39.7	43.6	(3.8)	1%
Granny Smith	21,363	35.5	43.6	(8.1)	37%
Pink Lady	4,776	3.8	48.0	(44.2)	8%
Red Delicious	4,350	21.5	43.6	(22.1)	8%
Sundowner	-	-	48.0	(48.0)	0%
Other	5,806	42.9	43.6	(0.6)	10%
All apples	57,418	20.4			100%

Source: Infopome reports; Fresh Intelligence analysis

Figure 2 Apple stocks available by variety.



Granny Smith now accounts for the largest volume in storage (37%) however Pink Lady™ volumes are now increasing.

Pear stocks at highest level in over 5 years

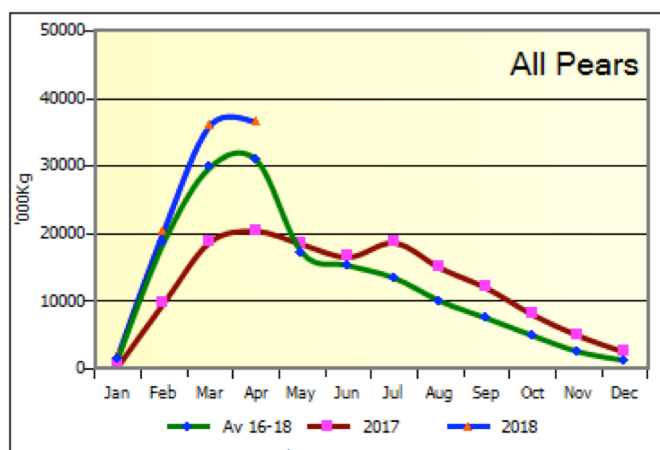
PEARS - According to Infopome data cool stocks of **pears** increased marginally to 36,023 tonnes by end of April as the harvest period concluded and the drawdown balanced in stock in. This the highest recorded stock level in over 5 years which is due to increased participation in the project and a strong production season.

This volume should represent some 9 months stock that translates to an annual demand for 50,000 tonnes. However some varieties are never expected to last the full year (e.g. Williams) and the data also does not capture stock that by passes the cool stores enroute to market.

The stock figure is a vast improvement on the 2017 figure at this time of the season as seen in the graph below.

Figure 3 – Pears stocks recorded 2018 vs previous years

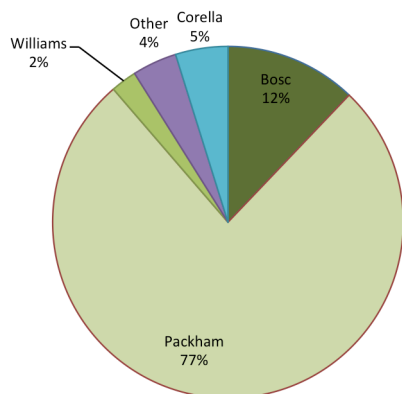
Table 2 - Pear supplies by weeks



Australian Pear Supplies		as at end of April		2018	
PEARS	supply	supply	time to	excess /	share of
	tonnes	weeks	2019 season	(deficit)	supply
Bosc	4,446	34.5	41.6	(7.1)	12%
Packham	28,025	36.4	41.6	(5.2)	77%
Williams	876	7.8	37.1	(29.4)	2%
Other	1,506	30.5	41.6	(11.1)	4%
Corella	1,770	19.0	45.6	(26.6)	5%
All pears	36,623	31.7			100%

Source: Infopome reports; Fresh Intelligence analysis

Pear Stocks - Variety share 30 April 2018



Packham pears are now 77 per cent of the total stocks as Williams stocks run down. Bosc, Corella and all other account for around 20 per cent of the volume.

These comments are compiled from Infopome data. Infopome data is collated by Fresh ProduceLink from data provided by cool store operators and covers approximately 80 per cent of the national apple and pear stocks held in cool rooms. As the results can impact on marketing strategies **we encourage participants to report accurately and timely to ensure that the results reflect the true position of stocks available in the apple & pear industry** for the benefit of all users. Fresh ProduceLink and Fresh Intelligence cannot guarantee the accuracy of the data input by users.

This project has been funded by Horticulture Innovation Australia Limited using the Apple & Pear levy and funds from the Australian Government