

Advance Packing & Marketing  
Service  
Lot 401 Ralston Road  
PO Box 86  
Manjimup WA 6258

Tel: 08 9777 2246  
Email: kcp@westnet.com.au

## Inside this issue:

Shed progress	1
New Zealand Trip	1
Grower reporting	2
NZ Crop Forecast	2
Grand Opening	2
QA Visits	2

# AP&MS UPDATE

JUNE 2008

## SHED PROGRESS



The new AP&MS packing facility, located on Ralston Road in Manjimup, is progressing to schedule.

The concrete pad was laid in late April/early May and

the mild winter allowed us to begin erecting the frame of the shed in early June. The lunch room, office and toilets have also been constructed adjacent to the shed.

As we write this, the walls and roof are being put on and the next stage will be completion of the electrical work. The cool rooms, grader and in-feed are all ordered and ready to be installed.

## NEW ZEALAND TRIP

Jennie and Tracey recently spent a week in the cold and beautiful New Zealand researching and viewing software systems.

The main aim of the trip was to source a program that would complement the needs of the packing shed and growers. The program will help to improve efficiency and allow for improved reporting to growers.

Jennie and Tracey spent

time with two potential software suppliers and also visited two large packing facilities which provided some fantastic insight into the management systems of these HUGE sheds.

They were also fortunate to see state of the art packing machinery, including an automated pallet stacking machine (robot) which could process up to 7000 cartons per hour!

Whilst there, they also

spent a day with fresh produce marketing expert, Lisa Cork. AP&MS believe that the information gained from sourcing professional advice will help with the overall development of the company, our clients and our growers.

We are excited with the results of this session with Lisa and look forward to presenting the results to everyone at the grand opening of the new packing facility.

## GROWER REPORTING

We are extremely excited that the new computer software in the packing shed will provide growers with improved reporting features.

We will now be able to quickly produce 'Grower Packouts' and other reports at the completion of each days packing which can be emailed or faxed at the press of a button.

This will provide the grower with up to date information and you will now be able to provide us with information of individ-

ual 'production units' from within your property. This information can be provided at the commencement of your picking season and could be in the form of property name, block details (size, variety, planting date etc) and could even be broken down into individual row details.

This data can then be used by the grower to analyse their production and is only limited by the information you provide to us.

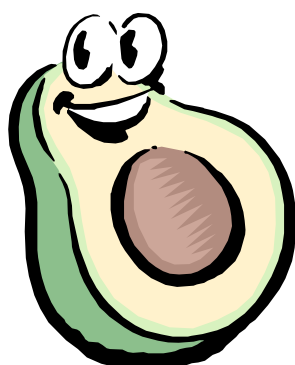
For example, from your production figures, you will

be able to compare the performance of different varieties from within your orchard or even fertiliser application rates. You will also be able to compare your production figures with other growers.

This powerful tool could be instrumental in the management of your orchard so please start thinking about how you would like to individualise your production units so you can provide this information to us before you start picking.

This is an exciting development which will put us at the fore-front of current industry reporting.

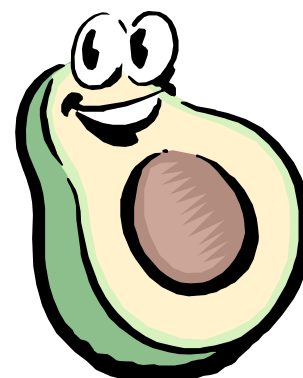
***“This powerful tool could be instrumental in the management of your orchard “***



## NZ CROP FORECAST

At this stage the 2008/2009 New Zealand avocado crop looks like it will be small.

This is advantageous for the South West growing region due to our similar production times.



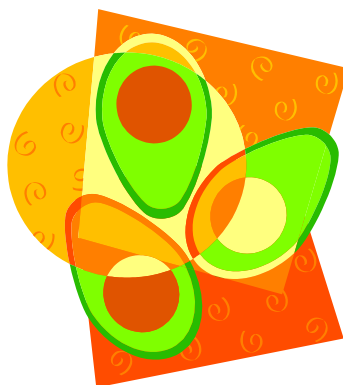
## PACKING SHED GRAND OPENING

Pull out your best blundies and dust off your stubbies!

We will be hosting a 'Grand Opening' for all dignitaries (growers included!) in October to showcase our state of the art packing facilities and also to launch our new avocado 'brand'.

A formal invitation will be sent out so,

**“watch this space”!**



## QUALITY ASSURANCE VISITS

The season is approaching quickly and Wayne and Tracey will be visiting growers shortly to check your Quality Assurance files/details.

Due to time and travel constraints, we will be grouping growers from the same regions together so please make yourselves available for these visits — **we may only be in your area once.**

Tracey will be contacting all relevant growers shortly. To allow us to program the visits, **PLEASE** confirm by phone or email your availability asap once contacted.