

Yields and Returns

2013 Comparative Analysis

Chris Lee & Jianlu Zhang

PGA Spring Seminar 2013



Pistachio Growers' Association

PGA Benchmark Survey

- 20 growers have provided the PGA with details of their orchards and agreed that the data can be used for comparative purposes
- PGA confidentially collects harvest details and price returns from APPC each year
- The data can be used to identify the successful orchards for yield and quality.



Pistachio Growers' Association

2013 On Crop Results

- Huge range between the highest and lowest yielding orchards
4,150kg/ha down to less than 1,000kg/ha
- Huge range between the highest returning to lowest returning orchards
\$8.84/kg to \$7.23/kg
(Pool return estimate, after hulling and grading charges)

2013 On-Crop - Yields

4,150 kg/ha is good but not fantastic

- > 5,000kg/ha achieved by several Australian orchards in 2007 and 2009
- Many Californian orchards regularly achieve >5,000kg/ha in on-crops.

2013 On-Crop - Yields

Median yield 2,350kg /ha

- Only one orchard >4,000kg/ha
- Five orchards 3,000 to 4,000 kg/ha
- Four orchards 2,000 to 3,000kg/ha
- Seven orchards 1,000 to 2,000kg/ha
- Three orchards less than 1,000 kg/ha
- Some orchards under renovation
- Some orchards in recovery
- Some orchards also harvested fresh, not included in APPC data
- Most orchards could manage better water, fertiliser, sanitation.

2013 On-Crop - Yields

What IF – orchards achieved the best yield (4,150kg/ha)

- 3,000 to 4,000kg/ha orchards
 - **increase in net return of \$5,400 /ha**
- 2,000 to 3,000 kg/ha orchards
 - **increase in net return of \$13,200 /ha**
- 1,000 to 2,000 kg/ha orchards
 - **increase in net return of \$22,700 /ha**
- <1,000 kg/ha orchards
 - **increase in net return of \$26,250/ha**

2013 On-crop - Returns

- Highest \$8.84/kg
- Median \$8.49/kg
- Lowest \$7.23/kg

Assumptions: All growers in the APPC Pool. APPC Pool estimate June 2013.
Returns net of hulling and grading fees.

Californian 2012 grower returns were
USD2.20/lb - **\$A4.62/kg** @ Xrate 1.05, or,
\$A5.32/kg @ Xrate 0.91

2013 On-crop **Price Returns**

Range

- Five orchards \$8.60 to \$8.84/kg
- Five orchards \$8.50 to \$8.60
- Nine orchards \$8.00 to \$8.50
- One orchard below \$8.00

The Quality Factors

High returning orchards

- Low Closed Shell
- Low Dark Stain

2013 On-crop – Returns

What IF

- The highest yielding orchard also achieved the best price return
Increase of return by \$1,900/ha
- Orchards 2 to 5 achieved the best price return
Increase of return by \$1,050/ha
- The bottom ten orchards achieved the Median return
Increase of \$1,350/ha

Take Home Messages

- **Higher Yields –**

Smarter water; Smarter fertiliser

An extra 50kg N/ha costs only ~\$75/ha !!

- **Higher Quality = Better prices**

Smart fungal control; smart harvest timing

Basic fungal control is not that expensive

Ensuring optimal harvest timing and efficient delivery to the huller is not expensive, just management .

Take Home Messages

- Australian customers demand more Australian pistachios.
- Australian customers want consistency of Australian supply. If we all achieved the best 2013 yield, we would achieve full supply across the on and off crops.
- Australian buyers are paying premium prices
- Why would we not keep our buyers and our bank managers happy ??



Pistachio Growers' Association