



FIELD SERVICE

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GROWER ACCOUNTS

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STAFF CHANGES EFFECTIVE FEBRUARY 12, 2007

- Tom Brennan – Operations Manager.** Tom was previously Operations Manager South, but the north/south split is now merged into a single operations department under Tom to ensure a consistent set of standards and practices in all facilities.
- Phil Johnson – Special Projects Manager.** Phil was previously Operations Manager North and will move into this newly created position to help with the considerable change in the industry.
- Joe Bairos is promoted to Assistant Operations Manager.** Joe has been Plant Manager in Osoyoos for many years.
- Hank Markgraf – Field Service Manager.** Hank was Plant Manager in Kelowna and in December 2006 appointed interim Field Service Manager
- Gord Hill moves to Plant Manager – Kelowna.** Gord was previously Plant Manager in Naramata.
- Dennis Nemirsky is promoted to Plant Manager – Winfield.** Dennis was Assistant Plant Manager in Winfield.
- David Loura is promoted to Plant Manager – Osoyoos.** Dave was previously lead-hand in Osoyoos.
- Janice Niedzielski is promoted to Plant Manager – Naramata.** Jan moves up from her lead-hand position in Naramata.

FROM GROWER ACCOUNTING

Year End Documents

Your Income & Expense Statements, Pack & Sell Costs & your T-5's for the 2006 tax year will be mailed to you prior to February 28, 2007.

Organic Apple & Late Pear First Advance

The Organic Apple, Anjou, Bosc, Flemish, Red Anjou & Concord first advance will be out to growers the third week of February.

Newsletters

We will email all future newsletters to those growers for who we have an email address. The newsletters will also be on our website at www.oktreefruit.com/newsletters.htm. If you require a paper copy please notify us

Sandra & Susan

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MARKETING AND SALES

2006 crop receiving and grading as of February 12th, 2007
includes OSC bins graded at OTF (2140 apples + pears).

	2006 EST.	2006 to grade	2006 %	2005 ACTUAL	2004 ACTUAL	2003 ACTUAL
ROYAL GALA	65,897	16,085	24%	67,154	60,948	50,810
RED DEL	32,167	13,773	43%	44,598	46,977	43,749
MCINTOSH	41,962	5,558	13%	52,078	61,600	55,172
SPARTAN	36,874	19,236	52%	44,146	47,263	39,709
GOLD DEL	11,986	3,984	33%	17,610	20,049	15,708
FUJI	8,628	1,965	23%	10,449	11,914	9,386
JONAGOLD	1,698		0%	2,535	3,706	3,124
GR SMITH	4,850	1,182	24%	5,028	3,140	2,579
BRAEBURN	1,505	0	0%	2,066	2,541	2,109
AMBROSIA	11,770	412	4%	7,614	5,596	2,763
SUNRISE	663		0%	795	668	766
OTHER	3,052		0%	3,429	3,587	3,257
Total	221,052	62,195	28%	257,502	267,989	229,132

BARTLETT	4,151	0	0%	4,488	4,342	4,685
ANJOU	5,449	1,025	19%	4,776	6,344	6,313
BOSC	329	0	0%	304	392	394
Total	9,929	1,025	10%	9,568	11,078	11,392

ORGANIC	2006 ACTUAL	2005 ACTUAL	2004 ACTUAL	2003 ACTUAL
O. Royal Gala	917	1,018	1,023	1,087
O. Red Del	136	167	164	114
O. McIntosh	71	61	60	60
O. Spartan	137	160	162	167
O. Gold Del	23	29	16	8
o. Fuji	160	164	227	133
O. Jonagold	0	18	65	19
O. Gr. Smith	1	6	0	10
O. Braeburn	24	29	64	27
O. Ambrosia	152	147	83	54
O. Other	320	465	252	402
Total	1,941	2,264	2,116	2,081

ORGANIC				
O Bartlett	62	63	93	16
O. Anjou	37	33	36	0
O. Other	8	5	13	0
Total	107	101	142	16

MARKETING AND SALES CONTINUED

The 2006 Apple crop is now 72% graded. Market conditions in general appear as though they will remain stable for the balance of this season due in part to the smaller apple crop in the Pacific Northwest and the recent California Citrus crop freeze.

Pricing has been on the rise over the past two months for varieties such as Royal Gala, McIntosh, and more recently for select sizes and grades of Spartan, Golden Delicious, and Fuji. Prices for Ambrosia, Granny, and Red Delicious are currently stable.

Variety Specific Update:

Red Delicious: The vast majority of our export activity is finished for Red Delicious this season. The current average Return to packinghouse is \$16.27 per box, \$3.52 higher than this time last season. OTF will likely be selling the 2006 Red crop through to middle of July.

McIntosh: OTF will finish packing and shipping the 2006 Mac crop by middle of March. Pricing is holding steady at record highs. The current Average Return to packinghouse is \$4.30 per box higher than this time last season.

Spartan: The 2006 Spartan crop is nearing the halfway mark in grading. Prices are currently stable and movement is expected to pick up as Mac supply drops off. The 2006 Spartan crop will likely sell out by Mid-July along side the Red Delicious.

Royal Gala: Movement is strong, demand is stable, and prices have risen to levels not seen for a few years. The current average return to packinghouse is \$2.78 per box higher than this time last season and climbing.

Fuji: Movement is steady, pricing is stable, and condition is holding well. Pricing is currently averaging approx. \$1.00 per box higher than this time last season.

Golden Delicious: The 2006 Golden crop is moving at a steady pace. Pricing is stable at levels averaging \$1.50 per box higher than this time last season.

Ambrosia: The last of the 2006 Ambrosia crop is now packed and nearly all sold. Prices have remained stable throughout the season. Quality appears to be holding well for the last CA rooms of the Ambrosia crop packed.

Granny Smith: The 2006 Granny crop is moving at a slightly slower pace than last season. Pricing is stable but visual quality (Blush / Lenticel) is an ongoing issue. Pricing is currently averaging \$2.10 per box higher than this time last season.

Anjou Pears: The 2006 Anjou crop is now completely packed and nearly sold out. Prices have averaged \$2.27 per box higher than last season. Grade outturn has not been as good this season as in past.



FOR LEASE: 7 acres of well maintained, highly productive apple planting in Westbank
6 acres of Gala, 1 acre of Macs. For more info please contact John Whittall
@768-7866

WANTED TO BUY: Props to support fruit tree limbs. Phone Ed @ 763-8076

FROM GROWERS SUPPLY

ATTENTION GROWERS

Anyone needing pollen or any of the many types of insect pheromones and traps for pest monitoring are advised to contact Gwen @ Growers Supply 765-4500 to get their orders in by the following dates so they can be guaranteed a supply for the coming season.

Pollen **Deadline March 15th

Pheromone & Traps ** Deadline March 31st