

The importance of accurate yield estimation and maturity indexing for packhouse operations and logistics

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What walks hand with accurate harvest planning?

💰 Maturity index

💰 If the producer has an accurate yield estimation and he planned accordingly, he will have his varieties/cultivars off within the optimum picking window.

Why is yield estimation important?

- 💰 Producers do the financial planning for the season that is ahead
- 💰 Producers need it to ensure they have enough harvesters
- 💰 Producers need to buy PPE for harvesters
- 💰 Producers need to organize ladders
- 💰 Producer has to order harvesting bins accordingly
- 💰 Producers need to ensure they have the crop off during the optimal picking window.



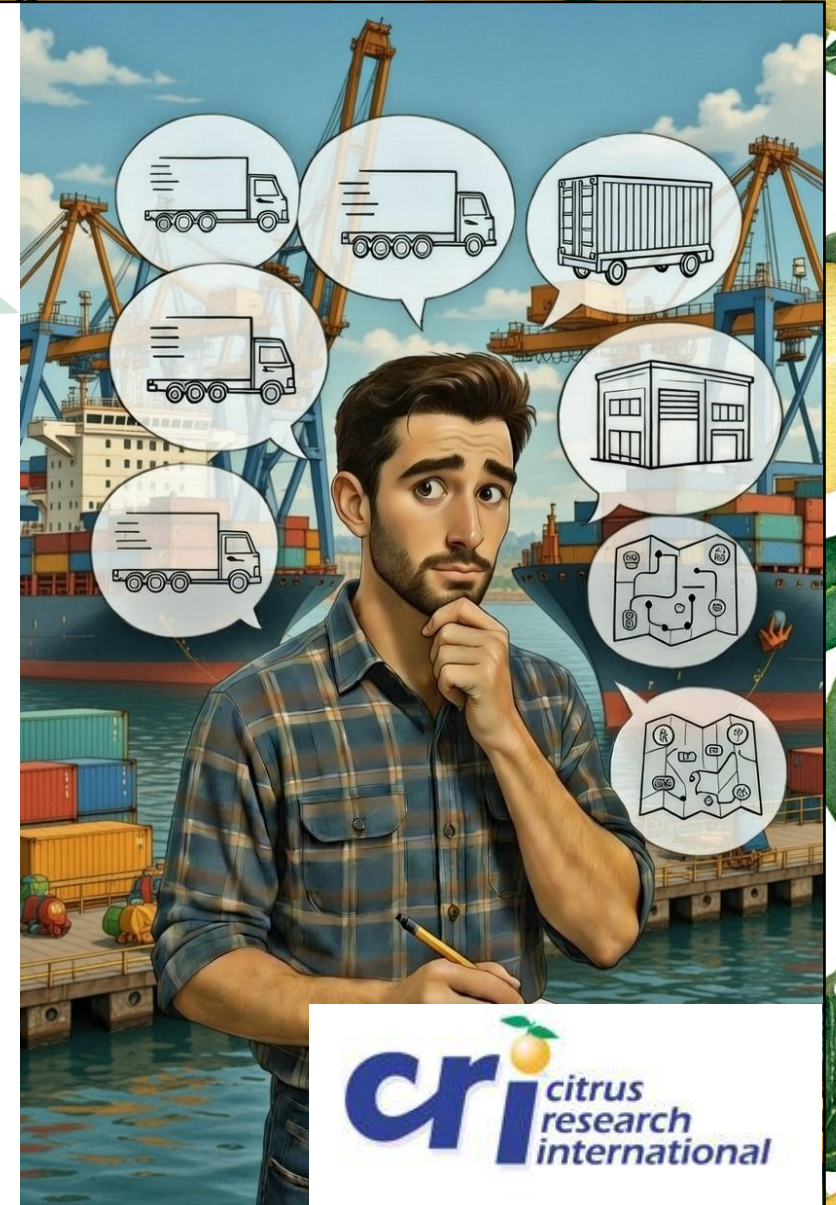
Why is yield estimation important?

- 💰 Packhouses need it to plan packhouse personnel
- 💰 Packhouses need to plan packaging material
- 💰 Packhouses need to buy PPE
- 💰 Packhouses need to buy chemicals
- 💰 Packhouses need to plan trucks to the port
- 💰 Packhouses need to plan forklifts
- 💰 Packhouse plans weekly fixed packing programs with exporters



Why is yield estimation important?

- 💰 Transporters need it to ensure they have enough trucks
- 💰 Transporters need to confirm partnerships with packhouses
- 💰 CGA (Mitchell) and the transporters work hand in hand to plan
- 💰 Exporters need to confirm fixed packing programs for export
- 💰 Exporters need to confirm storage space in the ports
- 💰 Exporters need to book containers
- 💰 Exporters need to book vessels



How can we help the
industry?

\$ If we all shrug our shoulders...



Bad Idea



What was the repercussions for 2025?

- \$ We under estimated with 22 million cartons
- \$ The biggest impact was the shortage of containers
- \$ There was a big time lag to get equipment
- \$ Congestion in the ports for a **few weeks**
- \$ Additional cost of storage at port
- \$ Long dwell time
- \$ Fruit **outside at ambient**
- \$ The March estimate indicated 96 000 container for 2025
- \$ The true value was 119 000 containers
- \$ 23 000 containers were needed!
- \$ For CGA the logistical impact was bearable
- \$ For **PRODUCERS** the impact was massive **financial loss**

Did you know?

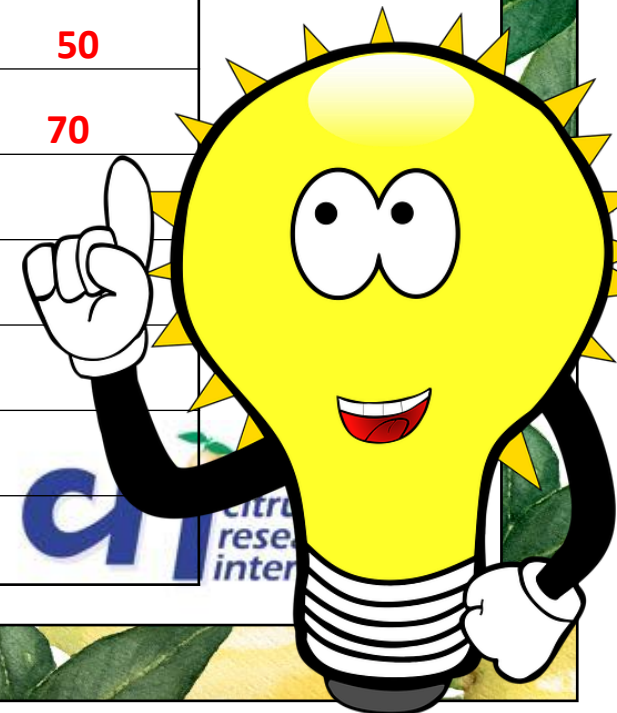
Exporters order ALL containers based on the harvest estimates sent in by CGA in MARCH.

Thanks for the data Mitchell

How can we help the industry?

💰 But if we keep record at the packhouse, we can inform the variety focus group of either an increase or decrease of tonnage estimate

HARVEST ESTIMATES HISTORY TONNES / HECTARE						ESTIMATES	ACTUAL
PUC	BLOCK NO	VARIETY	CULRIVAR	2023	2024	2025	2026
D123456	1	Valencia	Delta	60	56	62	65
D123456	2	Navel	Witkrans	59	60	55	63
D123456	3	Valencia	Bennie	55	58	61	65
D123456	4	Lemon	Eureka	70	77	74	80
D123456	5	Valencia	Turkey	68	70	60	65
D123456	6	Valencia	Midknight	70	68	65	70
D123456	7	Mandarin	Nadorcott	75	74	70	75



Thank you
Goodluck for
2026

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Plan your work and
work your plan –
Napoleon Hill

A goal without a
plan, is just a wish
– Antoine de Saint-
Exupéry

Failing to plan, is
planning to fail –
Alan Lakein

Good fortune is
what happens
when opportunity
meets planning –
Thomas Edison