

NEWSLETTER

Quandong

WEST AUSTRALIAN NUT AND TREE CROP ASSOCIATION

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TREE CROPS '86

Australasian Conference on tree and nut crops at Auckland, New Zealand

JUNE 1986



**"NUT,
FRUIT
AND
FODDER TREES
OF
TOMORROW"**

New Zealand . Australia . Polynesia . Papua/New
Guinea . Malaysia . Hawaii . Western
USA . South America . China . Japan

NZ Tree Crops Association, P.O. Box 6728, Auckland

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NEXT MEETING — FEBRUARY 6

Our Speaker at the next General Meeting, on Wednesday February 6 (as usual, at 7.30 pm at the Naturalists' Hall, 63 Meriwa Street Nedlands) will be

Dr LAURIE SNOOK

who will be talking on 'Tree and Shrub Leaves for Animal and Human Food, with special reference to Tagasaste (Tree Lucerne)'

Dr Snook is a renowned authority on tree fodder.

STOP PRESS :

FIELD DAY - MARCH 16

Arrangements have been made to visit JOHN DOWELL'S MINI-BACKYARD ORCHARD, 34 SECOND AVE, KENSINGTON, ON

SATURDAY MARCH 16 AT 2PM

John has been responsible for introducing many new tropical fruits & nuts to Perth. Because of space limitations, this visit is limited to members. Please Lorna Budd to check on final details closer to the time.

Phone 090 266 025



PURE NEW WOOL

G. K. & M. L. HOWELLS
HAMPTON PLAINS STATION

P.O. Box 33



Coolgardie W.A. 6429

3.12.84.

Mr D.G.Noel.
President.
Nut & tree crop assoc.
P.O.box 27.
Subiaco.

Dear Mr Noel.

I have been given your name by the Coolgardie shire health
Inspector Mr W.Saltmarsh.

Following a reasonable season this year the sandalwood trees have
a fair crop of nuts & it is our intention ,subject to final
aprovel from P.H.D. to place them on the market.

Any information or suggestions you may have would be of assistance.

Yours faithfully.

G.K.Howells.

[MR HOWELLS WAS PUT IN TOUCH WITH
WAYNE GEDDES, METRO MARKETS, TO HANDLE
THE SALES]



IN A NUTSHELL— A NUTBROKER'S VIEW OF THE INDUSTRY

by Laurie Woollard

I'm a broker and I sell tree nuts, basically, and I was requested to talk to you today about what this industry needed to do if it came up with 4,500 tons of kernels. I don't think that there are any surefire answers, but I put that question to the principal buyers I call on, asking them, "If you had the opportunity I have to talk to the people in the Nut Growers Society, to the growers and handlers of this product, what would you tell them to do in order to solve this seeming dilemma?" I didn't get any answer from those people at all. In fact, to most of the principal buyers I don't think the figure 4,500 tons means anything. I don't think they are aware of the challenge presented to this industry.

I'd like to tell you about some correlations in the business. I started in this business on July 12, 1947. I worked for my father, and, as many of you know, this business of working for one's father is not really easy. My son works with us, and I know what he is going through. So, I'm second generation and he's third, and it's a family business. I think in the nut business there are a lot of families because there is no school to go to in order to learn how to be a nut person. You learn it by just being associated with it. Anyway, on July 12 I made a sales call. I was selling California almonds. I went to see these people and they befriended me, took me to lunch and gave me an order for 60,000 lbs. Here I was a 19 year old, running back to the office, a boy with a man's order in his hands. In those days you didn't get many orders for 60,000 lbs.; today you don't get many orders for 60,000 lbs., but the price of the almonds was 62¢ and California was producing 40-42 million pounds of almonds a year. What that market had to offer my customers at that time was really stability. They could buy those almonds year in and year out at 60-62¢ per lb. They had the knowledge that the price of their basic ingredient wasn't going to go anywhere, and it stayed that way for a long time. I also sold almonds at that time to other people, people who used imported almonds. I took that product into those guys and they looked at those California almonds, bit into one and said, "When you come back here with something with flavor in it, let me know, because as long as I'm alive I'll never use California almonds." That statement lasted about three years,

because from the early 50s to the mid 50s I think you would really have to look a long way to find someone who was still importing almonds on a grand scale. California had done it. Today we are marketers of 10 times that quantity.

There is another correlation and it has to do with Brazil nuts. You talk about crops being cyclical, meaning that you have an on-year crop and an off-year crop, with Brazil nuts, the pricing is cyclical. You have a situation where sometimes Brazil nuts are very low priced. You have to keep in mind that Brazil produces the Brazil nut as a wild crop. When you fly over the jungle you can see the Brazil nut trees sticking up out of the jungle, some of them are from 100 to 150 feet tall. They grow on a tree called the giant of the jungle. If the nuts are cheap and the world market is low, the natives won't be sent into the jungle to get them; they'll be put to work in the metal, rubber or coffee industry instead. This creates a situation where the price, because of shortage, begins to increase. When the price gets high enough the natives are sent into the jungle to get them out, and they keep bringing them out until a surplus is created. We have a situation right now where Brazils are being sold in excess of \$2 a lb. I don't know if it will last; some say that it won't because the market is 6 months out of phase, and they'll start bringing them to market in March, April, May, June and July and maybe they'll create that surplus situation that will allow that market to slide off. I firmly believe that the market will not only slide off but will be affected by the surplus found in other crops today.

Did you know that the cashew nut isn't a nut at all; it's a seed. It grows as an appendage on the outside of a fruit. It comes from Africa, India, Brazil and China. When I started in the business we were importing 2,500,000 cases of cashew nuts into the United States in 50 lb. cases. The 1982 figures will reveal that the importation of cashew nuts is probably going to be about 1,100,000, and so some people say that the total sale of mixed nuts in the United States is off about 50%. I think that's true, but those figures about mixed nuts are carefully guarded figures in the hands of Planters, Fishers and others, and they don't release those figures. They will release their total figures, but they won't define what's selling and what isn't. Look at it this way, there are half as many cashew nuts coming into the United States; therefore, somebody says that business is off about 50%. That's got to be true, because without cashew nuts you don't have mixed nuts. It's also important to note in cashews that this will be the first year in a long time that the cashew nuts from India are not part and parcel to the Russian trade agreement. They used to make a trade agreement where a certain tonnage of cashew nuts from India would automatically go to the Russians. The Russians will still buy cashew nuts this year, after all they have 50 or 60 million more people than we have in the United States and they eat cashew nuts, but they may come in and suddenly take 100-

150,000 cases from one seller. If these come off the world market at an inopportune time, it may stimulate that market. They may stay out of it and let the market slide farther. When I left Chicago the price was \$2 for future positions; today it is \$1.80. In one day that market has slipped. A year ago we were talking \$3. So, the cashew nut is available at very attractive prices for the major consuming buyers. These lower prices for cashew nuts suggest that maybe we are headed back to that 2,000,000 case mark again. There are about 4,500,000 cases of cashews available in the world supply, and we used to get half of it. When the Russians started to buy they assumed our dominant role. I think we are going to get back that position. If more cashews are available and if we use more of them, that is going to result in an increased demand. That will mean an increased demand for other tree nuts as a result.

Now let's talk about Turkish filberts for a minute. The statement that all Turkish filberts are rancid is simply not true. The statement that they taste bad is not true. The truth is that some of them have problems. I think we had a problem here last year. Some people are saying that the quality of last year's crop of Oregon filberts is the worst seen in history. We are paying for that. We are paying for it with the people we have built up to use Oregon filberts who are using old crop now and because they are unhappy with the quality they are examining such things as cheap Turkish filberts. What is true is that Turkish nuts have a different flavor; it's a stronger flavor. It's true that they're smaller. We can handle that competition of round regulars and standard No. 1's because we are fighting it with a larger kernel size and some advantages such as tight skins and sweet flavor. The flavor description of the Oregon kernel is smooth, suave, soothing and not irritating. Do you know what Noah Webster says that is, bland. And that's what I said. I said they are bland, and by comparison with some Turkish kernels they are, but they taste good. However, our competitor is really the blanched extra large or the blanched round regular which is sometimes misrepresented as a blanched large filbert. I don't think there is such a thing as a blanched imported large filbert. These filberts are available at prices at or below the current levels now being sought from Oregon for large and extra large kernels. January to October 1982 figures reveal that U.S. imports exceeded 4,000,000 lbs. The previous year was about the same. The cost was between \$1.07 and \$1.12. The average high water mark on imports over the last few years has been 4,000 tons. I secured these figures from the Department of Agriculture. Dodging the bacteriological dilemma, they bring in blanched filberts. Do you know what this does for the nut salter? If I were a nut salter, I would have to look at it. It is commonly accepted in the nut salting industry that the lighter the color of the product, the better the quality. Did you ever think about this? You go to a Marshall Field, or the equivalent in Portland, and they sell a mixed nut either in a tin or a large bulk

bin, and the one with the highest price tag on it, except peanuts, is the whitest color. The largest cashews you can buy are being offered today for \$2.35, but the acceptable count, 320 per pound, for fancy grade whole cashews is around \$1.85. Blanched Brazils are \$2.50 to \$3.00, blanched almonds \$1.75 and blanched filberts \$1.35 to \$1.45 as of January 25. So that is our competition as far as the nut salter is concerned.

Let me tell you about the dilemma of the pecan industry. In July of 1982 an organization known as the Louisiana Pecan Growers Association estimated that this crop would be 165,000,000 lbs. I'll tell you what that means; the previous crop was 339,000,000. That meant a disaster, and people were beginning to think that they were going to be able to get a lot for pecans. So, things were beginning to get a little unsettled when this came in July. There was a disaster in the future and no buyers in July. So they thought they had better really look into it and find out just what the crop was really going to be. They asked the USDA for their estimate and it was reestimated upwards several times until it got to between 220,000,000 and 210,000,000. Since that time the estimates have been revised downwards until now they are saying that there is less than 180,000,000 lbs. So, it looks like those guys in the Louisiana Pecan Growers Association, who have been right for the past 10 years, are going to be right again. They have an excellent track record. However, that's not the real problem. The real problem is that the warehouse holdings of pecans are 141,000,000 lbs. as a result of the previous bumper crop of 339,000,000. If you look at previous years, it has been between 65,000,000 and 80,000,000. These same people are saying, "Boy, do we have pecans on our hands". The other side of the story is that they had a blank crop in the Southwest. There was hardly any crop in Texas and Oklahoma with Louisiana and Arizona having very short crops. There won't be that expected increase in warehouse holdings. That's the other side of the coin. So, if you want to think bullish, go ahead, and if you want to think bearish, go ahead. You've got two reasons to do it. That's the position the pecan industry finds itself in.

There are many factors that could be named, the high U.S. dollar, sufficient crops in Europe with lower prices, flat U.S. consumption rate, but the bottom line is that we have walnuts to sell in California. I quoted a large buyer several combination truckloads at an average price of \$1.73 per pound and lost the business. It's interesting to note that years ago the word combination, a term used when light walnuts are blended with the light amber walnuts, was a license to steal, because there really was no regulation on how much of either you had to put in there. Today with the quality of the walnut crop in California, being one of the best quality crops they've seen in years, there are no combination packs. So, the license to steal is for the customer. He calls up knowing that he is a light buyer and orders combination pack

walnuts, because they're cheaper. I think the walnut industry is in what you would call a surplus situation.

Here's the story on pistachios. If you were William Shakespeare you couldn't have dreamed it up better. This is an incredible chain of events. When the U.S. imported pistachios the cyclical production of pistachio nuts in the world solved the problem. Between Turkey and Iran the two countries could solve what was a requirement of 35,000,000 lbs. for the U.S. Now the Iranian crop was OK but the country was in total turmoil. They were at war with Iraq and also involved in civil war. They had political, social and economic turmoil in the country. They had a good crop, but you couldn't get it out of the country. Turkey had a short crop, and that was typical because it was a cyclical situation at that time. The U.S. crop of pistachios was just beginning after years of test and study. Customers here in the U.S. preferred imported nuts for their flavor. That lasted six months and then customers were buying just pistachios and preferred not to know that they were coming from Iran. The U.S. now is a prime factor in the world marketing of pistachios.

There was a man in my life named Bill Bruno. Bill was an inspiration to me because he went to work for my dad in 1930. He didn't go in and ask how much he was going to make at the job because no one was hiring in 1930. He said, "Don't pay me a salary, just let me go to work for you. I'll go out and sell, and if I do well, pay me and keep me on. If I don't I'll leave." My father couldn't turn that deal down, so he hired Bill, and 30 years later Bill retired. He used to say things like, "If you've got a job to do, get the rags out; let's go do it". Or he would say, "Why put off until tomorrow what you can forget about completely, live for today". I consider what's happening here in Oregon as a real challenge, because I have been privileged to be around long enough to see some of the customers change. I can see it happening here in the state of Oregon, history in the making. Anyway, about tomorrow, I want to leave you with this one. He was going to be all that a man could be tomorrow. No one would be braver or stronger than he tomorrow. A friend was troubled and weary, he knew on him he would call and see what he could do tomorrow. The greatest of mortals this man would have been tomorrow, had he only seen tomorrow. The fact is he died and he faded from view, and all that was left after all the living was through was a mountain of things that he intended to do tomorrow. Let's get the job done today.

**From: Nut Growers Society of Oregon, Washington &
British Columbia : 1983 Growers Handbook**

Pepino makes its debut

PEPINO is expected to become one of the most successful home-grown fruits in WA.

It is as easy to grow as tomatoes and is highly productive.

The egg-shaped yellow fruits have an irregular purple stripe and are as big as an orange.

The flavour of pepino is similar to a rock melon, but it has a tangyness all its own.

Pepino can be eaten fresh - I like it as a day-starter to make a change from grapefruit - or combined in a fruit salad.

The juice is refreshing and I have heard of people creating a pepino pickle.

You can also use the flesh as an alternative vegetable in fresh garden salads.

VITAL STATISTICS:

Height 60cm to a metre, width a metre, fruit size up to 15cm long, yield up to 70 fruits a season, flowers November to March, fruits in its first summer from January, life span four to five years.

GROWING CONDITIONS:

Pepino needs maximum sun and frost-free warm temperatures.

It should be wind-sheltered and its soil kept

its debut

NEVILLE PASSMORE continues his series on tropical fruit.

evenly moist. Overhead watering and hosing while the plants are in flower helps pollination and "fruit set".

The soil needs to be free-draining and rich in organic matter such as peat, compost and well-matured animal manure.

Staking or trellising is necessary to support heavy crops.

Use a good general-purpose fertiliser and apply every three to four weeks in the growing season from September to May.

Use an organic mulch or black plastic sheeting - this improves moisture retention of the soil.

For pests such as aphid and mites apply a tomato dust and for snails and slugs use snail pellets.

As pepinos ripen they change colour from pale green to yellow with purple stripes.

When they are ready to pick you will detect a

"ripe banana" aroma. The ripe fruits are easily bruised so handle them carefully.

Ripe fruit will store well in the fridge for about three weeks.

The Nurserymen's Association of WA has released Pepino Temptation and it will be available through garden centres, nurseries and garden shops.



A pepino plant.

West Australian 24/1/84

Exciting new fruit to grow

NEVILLE PASSMORE continues his series on tropical fruit.

A FEW babaco fruits imported from New Zealand under the label Kiwistar Fruit are now appearing in some fruit shops.

Weighing up to 2kg, a babaco can cost about \$8 to \$10.

Its appeal comes from a bright, translucent yellow skin, a fascinating flavour which seems to combine passion-fruit, pineapple and pawpaw and an unusual shape, with ribs running along the fruit.

These fruits can be grown in the metropolitan area. They are related to the pawpaw, but are more tolerant to cold and are able to withstand light frost.

You could say that the babaco is a freak of nature - it is a hybrid producing no seed. Only the intervention of man using laboratory techniques has enabled reproduction of the variety. Being self-fruitful, only one plant is required to produce fruit.

Its vital statistics are: Height 2m, width a metre, planting distance 2m, fruiting begins a year after planting, fruit ripens in October-December, weighs up to 2kg, life expectancy about eight years, up to 30

fruit a plant, ideal planting time October-March, when the soil is moist and warm.

HOW TO GROW BABACOS AT HOME:

Soil: Free-draining soil is essential, together with organic material such as well-rotted animal manure, peat and spent mushroom compost.

Position: Full sun is ideal. However, the babaco needs protection from strong winds, which can damage the fruits.

Feeding: Use a slow-release plant food at planting. As the plant matures feed fortnightly with Phostrogen Liquid Plant Food to both foliage and root zone.

Watering: Trickle irrigation is best; overhead watering can lead to some fungal problems. Babacos like plenty of summer moisture.

Pruning: Babacos fruit on the current season's wood. After the second year prune off the top of the tree above the highest fruit annually - about late September. Remove buds and shoots forming around the base of the plant. The ideal

form of growth is a single leader.

HOW TO ENJOY BABACO TO THE FULLEST:

It is essential to bring the fruit to full ripeness before eating. Leave at room temperature for a few days.

When fully ripe babaco is completely golden yellow and gives off a sweet aroma. It is delicious served chilled and some people enjoy it more with a light sprinkle of sugar.

A delightful addition to fruit salads, babaco can also be juiced, baked, bottled or stewed.

The fruit is so big it may take quite a while to consume it all. No problem - babaco will not lose its flavour or texture when cut and kept in the refrigerator.

Babaco is an ornamental plant. Like other sub-tropical fruits, it makes a great garden display and produces an exotic addition to the table.



The exotic babaco

Tasty nut easier to crack

Of the ten species of macadamia known in the world, six are native to Australia and only two are edible. These are *M. tetraphylla* and *M. integrifolia*, both Australian species.

The macadamia is native to the rain forest areas of tropical and subtropical north-eastern Australia.

There they receive annual rainfalls up to 1600mm, but they will grow with far less, providing enough artificial watering is given.

The macadamia is one of the richest oil-yielding nuts, producing about 75 per cent oil. It has been grown in Hawaii for some years commercially, but it is only in recent years that substantial plantings have been established in Australia.

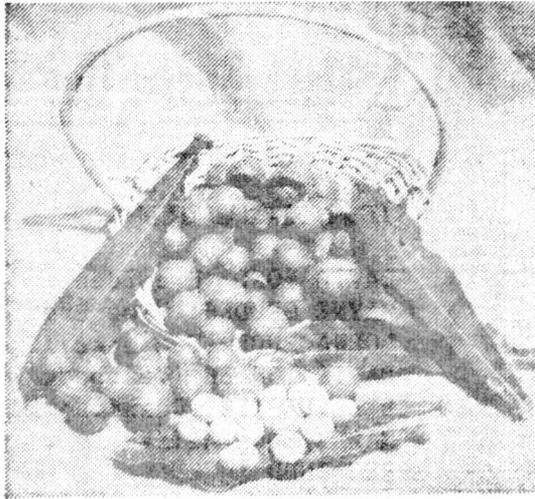
The previously limited propagation of this species was in no small way due to the fact that the majority of trees produced nuts with thick and extremely hard shells which were difficult to crack.

Careful selection of propagating material from trees with relatively thin shells has helped to overcome this problem.

The natural habitat of the macadamia contains well-drained soil of loamy to sandy loam types where the tree will grow to 20 metres high.

Away from its native region, and depending on its cultural conditions, the tree can reach between five and seven metres. It makes an attractive evergreen with serrated dark-green leaves and its flowers are a pretty dusty pink.

The macadamia can be propagated from seed or



Macadamias - some unshelled.

cutting, but the home gardener is well advised to buy grafted plants.

Well-grown trees will bear at about six to seven years of age and develop good crops between 10 and 12 years. Seedling trees can take up to 15 years to bear.

Young trees should be protected from strong and cold winds. They are trained with a central leader and well-spread, wide-angled limbs are around 2.6 metres high. Generally only maintenance pruning is required. - Joan Hillary.

West Australian 22/12/84

Dear Members,

Thank you very much for the lovely floral arrangement you sent me to cheer me up when I broke my wrist.

Sincerely,

Lorna Budd
Secretary/Treasurer

PO Box 565 Subiaco, WA 6008, Australia

West Australian Nut & Tree Crop Association

Incorporating the West Australian Nutgrowing Society

EXECUTIVE COMMITTEE 1985

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Editor's Address:

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CALENDAR OF EVENTS 1985

(General Meetings are held quarterly at the Naturalists' Hall, No. 63 Meriwa Street, Nedlands, at 7.30 pm on Wednesdays)

FEB 6	Wed	General Meeting (Dr Laurie Snook : Tree Leaves for Food
MAR 19	Tue	Executive Committee
MAR 16	Sun Sat	Projected Field Day - See inside
MAY 1	Wed	General Meeting
JUN 25	Tue	Executive Committee
AUG 7	Wed	General Meeting
SEP 24	Tue	Executive Committee
OCT		Projected Field Day
NOV 6	Wed	Annual General Meeting
DEC 17	Tue	Executive Committee

Members wishing any matter to be considered at an Executive Committee meeting should contact the Secretary at least 2 days before the meeting.