

Older plantings represent over 85% of the producing acreage



Basic
Horticultural
Principals
allow good
yields of high
quality fruit



The OHxF 87
has been our
best rootstock

It grows a tree
of about 70%

We have 12 and 14 foot row
spacings that are 20 years old

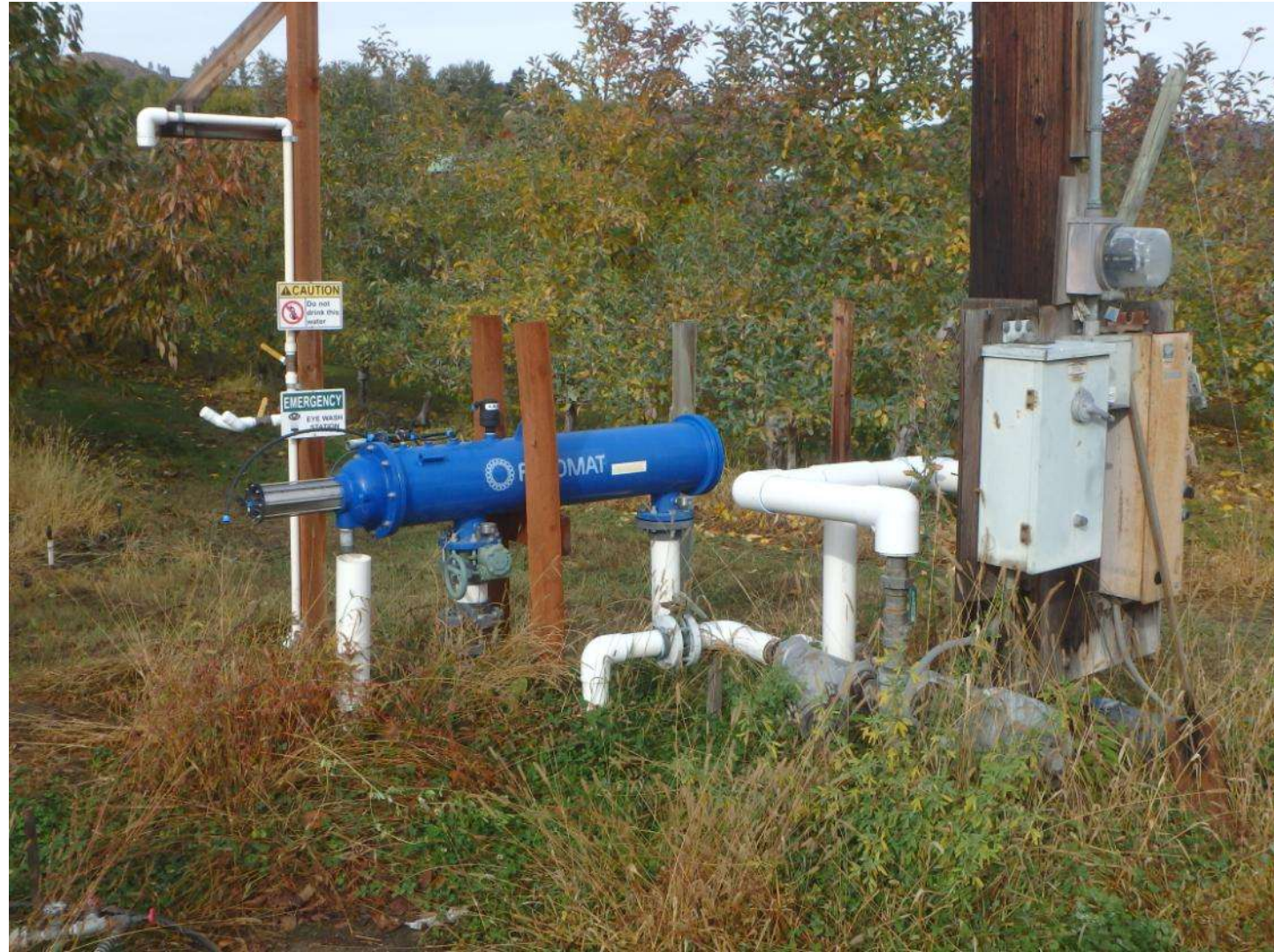


Experience with Top
overgrowth is a problem



Improvements in irrigations Technologies

Sensors,
Filtration,
Uniformity,
Fertigation,
Drip for starting
young blocks



GEM Pear a 2014 release from the USDA breeding Program

- early fruiting (precocity)
- consistent high annual production
- attractive fruit appearance
- good storability
- good consumer acceptance

Drawback small size unless thinned



PNW Pear Growers Invest \$750,000 per year in research

Pear Growers in
Washington State are part
of a \$32 million
Endowment program to
support Tree Fruit Industry
Research with Washington
State University

- Pacific Northwest Growers investing \$.03 a packed box into the Fresh Pear Research pool.
\$.60/bin or approx. \$21/acre or \$46/hectare
- WSU endowment is a commitment from Washington Growers for \$1/ton for the next 6 years.
\$.50/bin or approx. \$17/acre or \$37/Hectare

Apples, Pears and Cherries all need water, soil, food safety, and sunlight. Pears are partnered in research with other fruits.

Warehouse Technology Improvements

Meeting the many different packaging requirements stores put on industry to provide unique consumer packaging, reducing labor inputs, and improving food safety and recall abilities

- The Apple & Cherry industries have been transformed at the Packinghouse level with automated sorting and packing technologies, as well as robotic segregation.
- Within the next few years we anticipate a wave of these technologies entering the world of pear packing.
 - Automated Sorting
 - Advances in food safety
 - Automated placement of fruit in trays
 - Advancements in food safety technologies
 - Increased use of robotic segregation
 - Most of these technologies allow increased efficiency, a more uniform product, and a reduction in labor

Information Technology Aids

Information coming at a faster pace and record keeping requirements are becoming increasingly complex

- Washington State University Decision Aid System
- University and Industry Extension Teams
- Ag Weather Net System
- Pear Bureau Northwest
- Washington State Tree Fruit Association
- Washington Tree Fruit Research Commission
- Northwest Horticultural Council
- Pesticide recommendation and record keeping systems
- Audit systems like Global Gap and the upcoming Food Quality Protection Act

We are an industry with old trees, farmed with the talents of our greatest asset, people.

