



# **ANNUAL REPORT 2013 – 2014**

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# 2013 - 2014



### **TABLE OF CONTENTS**

#### **SECTION I - ADMINISTRATIVE**

| Message from the Executive Director | 3  |
|-------------------------------------|----|
| The Chairman's Corner               | 4  |
| Staff Contacts                      | 5  |
| Board of Directors                  | 6  |
| District Maps                       | 7  |
| Statement for Activities            | 8  |
| Statement of Revenues               | 9  |
| Statement of Expenses               | 10 |

### SECTION II – CALIFORNIA APPLE RESEARCH PROJECTS

| California Apple Commission Research Summary 2013 – 2014  | 14 |
|---|----|
| Evaluation of New Bactericides for Control of Fire Blight of Apples Caused<br>By <i>Erwinia amylovora</i> and Evaluation of New Postharvest Fungicides For<br>Pome Fruits                                       | 16 |
| (Dr. Jim Adaskaveg)   |    |
| Systems-Based Strategies for Postharvest Insect Control: Mortality and Removal<br>Of Light Brown Apple Moth, Codling Moth, Brown Marmorated Stink Bug, and  | 26 |
| Other Insect Pests in California Apples During Packing and Export<br>(Dr. Spencer Walse and Steven Tebbets)   |    |
| The Postharvest Treatment of California Apples with Cylinderized Phosphine to Control Oriental Fruit Moth (OFM)   | 30 |
| (Dr. Spencer Walse, Steven Tebbets, and David Obenland)   |    |
| The Postharvest Fumigation of California Blueberries to Eliminate Insects with Potential to Serve as Export Trade Barriers  | 36 |
| (Dr. Spencer Walse and Steven Tebbets)  |    |
| California Apple Commission Future Research 2014 – 2015   | 38 |
| Evaluation of New Bactericides for Control of Fire Blight of Apples Caused<br>By <i>Erwinia amylovora</i> and Evaluation of New Postharvest Fungicides for Pome<br>Fruits – continuation<br>(Dr. Jim Adaskaveg) | 40 |
|   |    |

#### SECTION III – PEST, DISEASE & STANDARDIZATION

Pest, Disease and Standardization Summary

#### SECTION IV – CALIFORNIA APPLE EXPORT MARKETS

| California Apple Export and Domestic Market Overview | 52 |
|--|----|
| Foreign Agricultural Service                         | 53 |
| Canada   | 54 |
| Mexico   | 55 |
| South East Asia                                      | 56 |
| India  | 57 |
| Brazil   | 58 |
| Russia   | 59 |
| Central America                                      | 60 |

#### SECTION V – CALIFORNIA APPLE DOMESTIC AND EXPORT STATISTICS

| Statistics Overview                                       | 64  |
|---|-----|
| California Domestic Apple Shipments 2004/2005 – 2013/2014 | 66  |
| California's Top 5 States 2000/2001 – 2013/2014           | 86  |
| Export Totals 2006/2007 – 2013/2014                       | 88  |
| Pack Out Reports 2003/2004 – 2013/2014                    | 104 |



Alexander J. Ott, Executive Director of the California Apple Commission.

| oj tile culijorniu | Apple Commiss   |
|--------------------|-----------------|
| STATE APPLE ACREA  | <u>GE:*</u>     |
| Butte              | 30 acres        |
| Calaveras          | 12 acres        |
| Contra Costa       | 20 acres        |
| El Dorado/Alpine   | 850 acres       |
| Fresno             | 448 acres       |
| Humboldt           | 32 acres        |
| Inyo/Mono          | 6 acres         |
| Kern               | 1,110 acres     |
| Kings              | 65 acres        |
| Lassen             | 1.5 acres       |
| Los Angeles        | 35 acres        |
| Madera             | 120 acres       |
| Marin              | 7.26 acres      |
| Mariposa           | 60 acres        |
| Mendocino          | 254 acres       |
| Merced             | 2 acres         |
| Modoc              | 20 acres        |
| Monterey           | 83.25 acres     |
| Nevada             | 7.5 acres       |
| Kings              | 46 acres        |
| Placer             | 47 acres        |
| Plumas/Sierra      | 10 acres        |
| Riverside          | 23 acres        |
| Sacramento         | 346 acres       |
| San Benito         | 245 acres       |
| San Bernardino     | 282 acres       |
| San Diego          | 286 acres       |
| San Joaquin        | 3,610 acres     |
| San Luis Obispo    | 170 acres       |
| San Mateo          | 14.45 acres     |
| Santa Barbara      | 38 acres        |
| Santa Clara        | 120 acres       |
| Santa Cruz         | 2,128 acres     |
| Shasta             | 40 acres        |
| Siskiyou           | 3.86 acres      |
| Solano             | 146 acres       |
| Sonoma             | 2,195 acres     |
| Stanislaus         | 687 acres       |
| Sutter             | 16.5 acres      |
| Tehama             | 19.5 acres      |
| Trinity            | 3 acres         |
| Tulare             | 35 acres        |
| Tuolumne           | 154 acres       |
| Ventura            | 310 acres       |
| Yolo               | 179.75 acres    |
| Yuba               | 9 acres         |
| TOTAL              | 14,271.57 acres |
|                    |                 |

\*Total CA Apple Acreage is based on the 2012 County Crop Reports and makes no distinction between fresh, processed and farmers markets. The California Apple Commission only represents growers that produce 40,000 pounds or more of fresh apples.

# MESSAGE FROM THE EXECUTIVE DIRECTOR

First, I want to thank the industry for their continued support of the California Apple Commission. In June of 2014, the California Department of Food and Agriculture (CDFA) announced the continuation of the Commission for another five years. With substantial support from the industry and no opposition towards the program during testimony, the department ruled to approve the continuation of the Commission once again. Thank you.

Additionally, the industry made great strides in the 2013-2014 year. The California Apple Commission continues to provide research on important issues such as fire blight, and quarantine and pre-shipment requirements. Additionally, the Commission continues to oversee export programs, providing the necessary oversight and cooperation with both foreign and U.S. government agencies.

The Commission continues to represent the needs of the industry in important issues that have a direct impact on growing, harvesting, and marketing of California apples.

The California Apple Commission is pleased to present you with its annual report for the 2013 – 2014 year. Again, thank you for your continued support and please do not hesitate to contact us to provide feedback on how we may continue to assist you and the industry.

High Regards,

Alexander J. Ott Executive Director





## THE CHAIRMAN'S CORNER

The California Apple Commission was approved by the California Department of Food and Agriculture to continue its activities for another five years. Although the industry continues to face challenges including: pests and diseases, drought, labor and increase costs just to name a few; the Commission continues to move forward on these important issues all while facing reduced resources. However, our continued working relationships with the California Blueberry industry and the California Olive industry continues to show what industries can do when they work together.

In addition, the Commission continues to "do those things that an individual grower can't", such as overseeing our government export programs, obtaining grants for research and market access issues, educating government and regulatory officials and consumers, and being our liaison between the industry and the government which continues to provide a vital asset to the California apple industry.

It continues to be a pleasure to serve the industry as your Chairman and I continue to look forward in assisting the industry in the months ahead.

Sincerely,

Dr. Steve Blizzard, Chairman

# CALIFORNIA APPLE COMMISSION STAFF

#### <u>Staff</u>

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**Carrie Schellenburg** Research Coordinator carrie@calapple.org

Katherine Trockey Intern ktrockey@calapple.org

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## **CALIFORNIA APPLE COMMISSION**

# BOARD OF DIRECTORS 2013 - 2014

# **DISTRICT 1**

**David Rider** 

# **DISTRICT 2**

# **DISTRICT 3**

Producer Members

Bruce Rider & Sons

Term: 7/2012-6/2016

#### **Producer Members**

**Chris Britton** BK Partners Term: 7/2010 – 6/2014

**Virginia Hemly Chhabra** Greene & Hemly Term: 7/2010 – 6/2014

#### VACANT

Term: 7/2012 – 6/2016

### Handler Member

**Dr. Bruce Hesse** Farmington Fresh Term: 7/2012 – 6/2016

Alternate Member

Producer Members

**Jeff Colombini** Lodi Farming Term: 7/2013 – 6/2017

**Larry Stonebarger** Chinchiolo Stemilt CA Term 7/2010 – 6/2014

**Steve Chinchiolo** Riverbend Orchards Term: 7/2010 – 6/2014

#### Handler Member

**Tim Sambado** Prima Frutta Term: 7/2013 – 6/2017

#### Alternate Member

#### VACANT

Term: 7/2013-6/2014

### Trinity Fruit Sales Term: 7/ 2012 – 6 /2016

Lance Shebelut

**Tad Kozuki** Kozuki Farming, Inc. Term: 7/ 2013 – 6 /2017

#### Handler Member

**Bill Denevan** Denevan Apple Term: 7/ 2013 – 6 /2017

#### Alternate Member

#### Tim Huebert

Huebert Farms Term: 7/ 2013 – 6 /2014

### VACANT

Term: 7/ 2013 – 6 /2014

# **PUBLIC MEMBER**

Dr. Steve Blizzard Lagomarsino Group Term: 7/2013 – 6/2017

# **DISTRICT MAPS**

Approved 3-7-2011



# STATEMENT FOR ACTIVITIES FISCAL YEAR ENDED JUNE 30, 2013

### <u>ASSETS</u>

| • CASH  | \$180,771   |
|---|-------------|
| ACCOUNTS RECEIVABLE   | \$35,117    |
| PREPAID EXPENSES  | \$3,500     |
| RESTRICTED CASH DUE TO PENDING LAWSUIT  | \$1,480,098 |
| <ul> <li>PROPERTY AND EQUIPMENT NET OF ACCUMULATED<br/>DEPRECIATION OF \$33,786 IN 2013 AND \$30,089 IN 2012</li> </ul> | \$6,270     |
| TOTAL ASSETS  | \$1,705,756 |
| LIABILITIES   |             |
|   |             |
| ACCOUNTS PAYABLE  | \$9,870     |
| ACCRUED COMPENSATED ABSENCES  | \$9,632     |
| TOTAL CURRENT LIABILITIES   | \$19,502    |
| NET ASSETS  |             |
| RESTRICTED  |             |
| - ESCROW ACCOUNT  | \$1,480,098 |
| UNRESTRICTED  | \$206,156   |
| NET ASSETS  | \$1,686,254 |
|   |             |
|   |             |
|   |             |

## TOTAL LIABILITIES AND NET ASSETS\$1,705,756

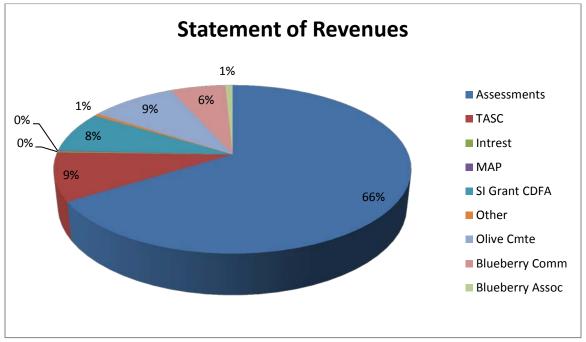
## **STATEMENT OF REVENUES**

#### **REVENUES**

|   | ASSESSMENTS                           | \$505 <i>,</i> 478* |
|---|---------------------------------------|---------------------|
| • | GRANT INCOME – TASC                   | \$70,581            |
| • | OLIVE MANAGEMENT FEES                 | \$70,000            |
| • | BLUEBERRY MANAGEMENT FEES             | \$45,000            |
| • | BLUEBERRY ASSOCIATION MANAGEMENT FEES | \$6,000             |
| • | MAP REIMBURSEMENTS                    | \$1,008             |
| • | STARCH-IODINE GRANT                   | \$60,222            |
| • | INTEREST                              | \$1,750             |
| • | OTHER                                 | \$3,850             |

#### **TOTAL REVENUES**

\$763,889



\*Includes restricted revenues received pending current lawsuit. Restricted funds shall not be used in operating budget and are stored in a separate escrow account. These funds may not be released until lawsuit is finalized.

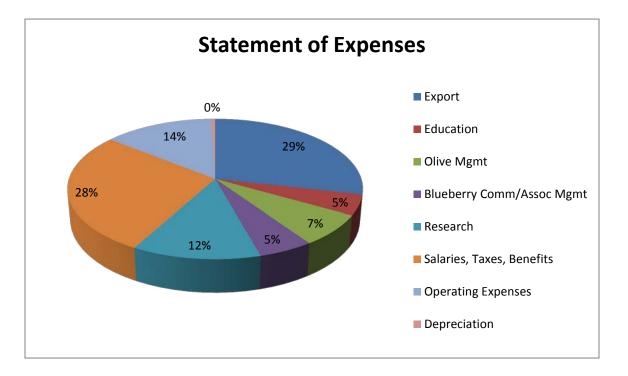
## **STATEMENT OF EXPENSES**

#### **EXPENSES**

| EDUCATION \$3                             | 34,610              |
|---|---------------------|
|   | J <del>4</del> ,010 |
| OLIVE MANAGEMENT     \$5                  | 52,779              |
| BLUEBERRY MANAGEMENT     \$3              | 39,025              |
| • RESEARCH \$9                            | 90,761              |
| SALARIES, PAYROLL TAXES, BENEFITS     \$2 | 204,127             |
| OPERATING EXPENSES     \$1                | 101,341             |
| DEPRECIATION \$3                          | 3 <i>,</i> 697      |

#### **TOTAL EXPENSES**

\$736,293



| CHANGES IN NET ASSETS         | \$27,596    |
|-------------------------------|-------------|
| NET ASSETS, BEGINNING OF YEAR | \$1,658,658 |
| NET ASSETS, END OF YEAR       | \$1,686,254 |



# **CALIFORNIA APPLE RESEARCH PROJECTS**

# CALIFORNIA APPLE COMMISSION RESEARCH SUMMARY 2013-2014

In 2013-2014, the California Apple Commission focused on several research projects. Some projects are continuations from prior research, while other projects began during the season.

The Research Committee for the California Apple Commission approved three research proposals during the 2013 year. A fourth was conducted under the California Blueberry Commission Research Committee but included apples within the research. All research projects are included within this packet.

These projects included:

- Evaluation of new bactericides for control of fire blight of apples caused by Erwinia amylovora and evaluation of new postharvest fungicides for pome fruits – Dr. Jim Adaskaveg<sup>1</sup>
- 2) Systems-based strategies for postharvest insect control: Mortality and removal of light brown apple moth, codling moth, brown marmorated stink bug, and other insect pests in California apples during packing and export Dr. Spencer Walse
- **3)** The postharvest treatment of California apples with cylinderized phosphine to control Oriental fruit moth (OFM)– Dr. Spencer Walse and Steven Tebbets
- **4)** The postharvest fumigation of California blueberries to eliminate insects with potential to serve as export trade barriers Dr. Spencer Walse and Steven Tebbets<sup>2</sup>

<sup>&</sup>lt;sup>1</sup> \$8,000 was provided by Arysta LifeScience to complete this project

<sup>&</sup>lt;sup>2</sup> Funding for this research project was provided by the California Blueberry Commission. Though not specifically mentioned in the project title, it also demonstrates the effect of postharvest fumigation of California apples to eliminate insects with the potential to serve as export barriers.

#### Annual Report - 2013

Prepared for the California Apple commission

| Project Title:  | Evaluation of new bactericides for control of fire blight of apples caused by Erwinia   |
|-----------------|---|
|                 | amylovora and evaluation of new postharvest fungicides for pome fruit                   |
| Project Leader: | Dr. J. E. Adaskaveg, Department of Plant Pathology, University of California, Riverside |
|                 | CA 92521.   |
| Cooperators:    | L. Wade (Arysta Life Science), Dr. H. Förster, D. Cary, and D. Thompson                 |
|                 |   |

#### SUMMARY

#### Fire blight

- 1. All strains of *E. amylovora* were found to be sensitive against the antibiotics oxytetracycline and kasugamycin; whereas some strains were streptomycin-resistant and persisted in commercial orchards.
- 2. In toxicity studies with three biocontrol agents against chemicals used for fire blight control in our field studies, streptomycin, oxytetracycline, kasugamycin, captan, and mancozeb at 40 ppm were all inhibitory against *Streptomyces lydicus* (Actinovate) and *Bacillus amyloliquifaciens* (Double Nickel 55). In contrast, *Aureobasidium pullulans* (Blossom Protect) was not inhibited in growth by the three antibiotics at 40 ppm, but was inhibited by captan and mancozeb. These data indicate that in field applications only Blossom Protect could be safely used in combination with the three antibiotics.
- 3. In a field trial on the management of fire blight on Granny Smith and Fuji apple, kasugamycin continued to be highly effective. The product performed well by itself, but also in mixtures with copper, Firewall, or Actigard. Registration of Kasumin is expected for 2014.
- 4. The phosphonates Prophyt, K-phite, and Ko-phite did not show significant activity in a field trial.

#### Postharvest decay control

- Postharvest experimental packingline studies focused on new treatments for the management of major decays to provide solutions for conventionally treated and potentially also for organic fruit production. Treatments are being developed based on anti-resistance strategies. The final pre-mixture formulation of fludioxonil and difenoconazole (e.g., Academy), the new multi-pack formulation of fludioxonil and TBZ (e.g., Scholar Max MP), the bio-fungicide polyoxin-D, and a new active ingredient for postharvest decay control (i.e., N-1) were evaluated. The latter two are exempt from tolerance by the US-EPA.
- 2. Experimental packingline studies again demonstrated that re-circulating high-volume drench applications are the most effective method to provide excellent coverage and decay control.
- 3. Applications with Academy, Scholar Max MP, Scholar, and Penbotec were all highly effective in reducing blue mold (caused by TBZ-sensitive and -resistant strains of *P. expansum*) and gray mold. Academy and Scholar Max MP also reduced the incidence of bull's eye rot to low levels.
- 4. Academy, Scholar Max, and Scholar were also highly effective against Alternaria rot and bitter rot (caused by *Colletotrichum acutatum*). This further broadens the spectrum of activity of the fludioxonil-difenoconazole pre-mixture Academy that includes now blue mold, gray mold (TBZ-sensitive and –resistant pathogen populations), bull's eye rot, Alternaria rot, and bitter rot.
- 5. Polyoxin-D was less effective against gray mold in this year's studies as compared to last year, but highly effective against Alternaria rot. In a timing study, however, polyoxin-D was very effective against gray mold when applied within 10 h of inoculation. It is suggested that fruit cultivar and maturity are critical for the optimum performance of this compound and these parameters need to be further evaluated.
- 6. N-1 showed moderate efficacy against blue mold and good efficacy against gray mold and Mucor rot. This compound was also more effective when treatments were applied after shorter post-inoculation incubation periods. As with polyoxin-D, further studies are needed to optimizing performance of this compound. This is important because both polyoxin-D and N-1 potentially could be used for organic production and they also could be used in mixtures to prevent resistance of gray mold to fludioxonil.

#### **INTRODUCTION**

*Epidemiology and management of fire blight*. Fire blight, caused by the bacterium *Erwinia amylovora*, is a very destructive disease of pome fruit trees worldwide. It is one of the most difficult diseases to manage. The infection period is long, and moreover, very few effective treatments are available. Integrated programs that combine sanitation and orchard management with chemical and biological controls are the best approaches. If the disease is in its early stage and only a few twigs are blighted, it often can be eliminated by pruning. Thus, aggressive and regular scheduled pruning of diseased tissue is essential for keeping inoculum levels low in an orchard.

Current chemical control programs for fire blight control are based on protective schedules, because available compounds are contact treatments and are not systemic. Control with copper compounds is only satisfactory when disease severity is low to moderate. Copper treatments can be effective, especially under lower disease pressure, but are not commonly being used because they may be phytotoxicity on fruit and cause russeting. New formulations of copper, however, allow for reduced rates based on the metallic copper equivalent (MCE) and thus, extended usage past the bloom period may provide an effective rotational treatment or mix-partner without causing phytotoxicity. Additionally, copper products are approved for organic production and will have to be more extensively used because antibiotic use may become restricted in the future.

The antibiotic streptomycin has been used for many years; whereas the less effective antibiotic oxytetracycline (terramycin) has been used on apples for the last 7 years in California. Because of lack of alternative control materials, resistance developed against streptomycin at many locations in California. We identified a new streptomycin-resistance mechanism in California and this is currently being summarized in a manuscript. In our previous antibiotic resistance surveys over several years, we also detected strains of *E. amylovora* with reduced sensitivity to oxytetracycline at several locations. At one of these locations field treatments with oxytetracycline (e.g., Mycoshield, Fireline) were reported to be ineffective in controlling the disease. Thus, field resistance has occurred in some locations.

In the past years, in our evaluations of new materials for fire blight control, kasugamycin (Kasumin) was identified as the most effective alternative treatment with an efficacy equal or higher to streptomycin or oxytetracycline. This compound also showed very good efficacy in controlling fire blight in field trials in other pome fruit growing areas of the country. Although concerns have been expressed by regulatory agencies regarding the use of antibiotics in agriculture, kasugamycin is not used in human and animal medicine and has a different mode of action from streptomycin or oxytetracycline (no cross-resistance). Through our efforts, registration of Kasumin in California is pending in 2014. Kasugamycin was again effectively used in our field trials in 2013. It was applied by itself or in mixtures with selected other materials, including other antibiotics, copper, mancozeb, and Actigard that is enhancing host defense mechanisms in some plants. These evaluations were done to identify effective mixture treatments that would reduce the potential for resistance development. In the past, we also successfully evaluated rotation programs with Kasumin. In 2013, we also tested the phosphonates Prophyt, K-Phite, and Ko-phite, the biocontrols Blossom Protect and Actinovate, and several mixture treatments.

*Management of postharvest decays.* Apples, like other pome fruit, can be stored for some period of time using the correct storage environments. Still, postharvest decays caused by fungal organisms can cause serious crop losses. The major postharvest decays of apples include *Penicillium expansum, Botrytis cinerea, Alternaria alternata,* and *Mucor piriformis* causing blue mold, gray mold, black mold, and Mucor decay, respectively. Bull's eye rot caused by *Neofabraea* species can be a major problem in apple growing areas of the Pacific Northwest, but can also cause losses in California. Bitter rot caused by *Colletotrichum acutatum* mostly occurs in wet climates.

New postharvest fungicides including Penbotec (pyrimethanil - 2005), Scholar (fludioxonil - 2005), and Judge (fenhexamid – 2007) were developed by us and others because Captan at the registered postharvest rate of 2 lb/200,000 lb is ineffective against blue mold and TBZ-resistance (Mertect 340F or Alumni) is widespread in populations of *B. cinerea* and *P. expansum*. These new treatments are just recently being utilized in California and the Pacific Northwest (PNW) because many countries had to establish maximum residue limits (MRLs) to allow the import of fruit.

Although five fungicides (Captan, TBZ, Scholar, Penbotec, Judge) are now registered for postharvest use on apple, only two of them (Scholar, Penbotec), are highly effective against TBZ-resistant blue mold. Resistance to Penbotec in the field and in the packinghouse, however, has already been reported in other pome fruit growing areas of the US (e.g., PNW). Anti-resistance strategies include the use of fungicide rotations and mixtures. For this, we are identifying additional potential postharvest fungicides, and we continued our evaluation of the sterol biosynthesis inhibitor difenoconazole. We have been working in close collaboration with the registrant of Scholar and difenoconazole. One goal is to ultimately provide a pre-mixture of these fungicides that is both highly efficacious and cost-effective. For this, we have been optimizing usage rates, application methods, and we have been evaluating different fludioxonil-difenoconazole pre-mixture formulations for managing gray mold, blue mold, Alternaria rot, and bull's eye rot. Although this latter decay is only of sporadic importance in California (but very important in the Pacific Northwest), management strategies need to be known in the event of a disease outbreak.

As an additional alternative, we are evaluating the bio-fungicide polyoxin-D that has obtained an exempt registration status in the United States as a potential postharvest treatment for organic production. We obtained excellent gray mold reduction in previous studies using this compound, and in 2013 we continued its evaluation. Furthermore, another compound (N-1) was evaluated as a postharvest treatment on pome fruit and other crops. N-1 is known for its activity against *Penicillium* species and it has been used as a food additive for many years. The compound has the potential to obtain an exempt status and an organic registration because it is a natural fermentation product. Furthermore, over all the years in use, resistance in *Penicillium* species against N-1 has not occurred. N-1 was never evaluated on pome fruit and thus, we conducted studies on its use as a postharvest treatment.

These latter two alternative treatments could also be used as components of anti-resistance management for currently registered fungicides. Thus, for fludioxonil (Scholar), difenoconazole has been developed to prevent resistance in *Penicillium* populations. Polyoxin-D or N-1 could take this role for *B. cinerea*, because difenoconazole has little activity against gray mold. Thus, in 2013, our apple postharvest research focused on new treatments for the management of major decays to provide solutions for conventionally treated and potentially also for organic fruit production. Treatments are being developed for long-term usage because they are integrated with anti-resistance strategies.

#### **OBJECTIVES FOR 2013**

#### Fire blight research

- 1. Evaluate the efficacy of treatments for managing fire blight and characterize antibiotic resistance.
  - A. Laboratory in vitro tests to evaluate the bactericidal activity of antibiotics with and without biofilm inhibitors such as 2-aminoimidazole using spiral gradient dilution assays.
  - B. Small-scale hand-sprayer tests using different treatment-inoculation schedules to evaluate bio-film inhibitors in combination with antibiotics and/or low MCE copper products.
  - C. Field trials with protective air-blast spray treatments:
    - i. New formulations of copper (e.g., Kocide 3000, Badge X2) with and without antibiotics.
    - ii. Plant defense activators (e.g, ProAlexin, Actigard, PM-1) with and without antibiotics.
    - iii. Evaluate the efficacy of biological controls (e.g., Actinovate, Blossom Protect, Double Nickel 55), and natural products (e.g., Cerebrocide) in integrated programs using antibiotics and low MCE copper products.
  - D. Characterization of streptomycin- and oxytetracycline-resistant strains using molecular approaches: characterize plasmids that harbor the resistance genes and compare to *E. amylovora* populations from other parts of the country.

#### Postharvest research

- 2. Comparative evaluation of new postharvest fungicides
  - A. Evaluate difenoconazole, fludioxonil, and difenoconazole-fludioxonil pre-mixtures at selected rates against gray mold, blue mold, Alternaria decay, and bull's eye rot and compare to pyrimethanil.
  - B. Evaluate polyoxin-D and Nm-1 against gray mold, Alternaria decay, and bull's eye rot and compare to pyrimethanil and fludioxonil.
  - C. Evaluate treatment effects on fungicide residues on apple fruit determine the effect of temperature differences between treatment solution and fruit on uptake of fludioxonil and difenoconazole of different apple cultivars.
  - D. Determination of baseline sensitivities. Baseline sensitivities for fludioxonil and difenoconazole will be continued to be developed for additional isolates of *Alternaria* spp. that are collected.

#### MATERIALS AND METHODS

*Isolation of* E. amylovora, *bacterial culturing, and verification of species identity*. Diseased apple blossoms with fire blight symptoms were obtained in the spring and early summer of 2013. Surface-disinfested, infected plant material (fruit, stems, and pedicels) was incubated in sterile water for 15 to 30 min to allow bacteria to ooze out. Suspensions were streaked onto YDC plates. Single colonies were transferred and the identity of strains as *E. amylovora* was verified by colony morphology and by PCR (using primers for the *E. amylovora* plasmid pEA29). Detection of a DNA fragment using gel electrophoresis confirmed a positive identification.

*Laboratory studies on the toxicity of bactericides against* **E. amylovora.** Kasugamycin (Kasumin 2L, Arysta Life Sciences, Cary NC), streptomycin (Sigma, St. Louis, MO), oxytetracycline (Sigma), and the biofilm inhibitor 2aminoimidazole (along with an analog) were evaluated for their in vitro toxicity using the spiral gradient dilution method. For this, a radial bactericidal concentration gradient was established in nutrient agar media in Petri dishes by spirally plating out a stock concentration of each antimicrobial using a spiral plater (Autoplate 4000; Spiral Biotech, Inc., Norwood MA). After radially streaking out suspensions of the test bacteria (10 µl of  $10^8$  cfu/mlbased on optical density at 600 nm and use of a standard curve) along the concentration gradient, plates were incubated for 2 days at 25°C. Measurements were visually taken for two inhibitory concentrations: i) the lowest inhibitory concentration (LIC; the lowest concentration where inhibition of bacterial growth was observed, i.e., where the bacterial streak became less dense visually), and ii) the minimal concentration that inhibited growth by >95% (MIC). The actual antibiotic concentrations were obtained by entering the radial distances of inhibition (measured from the center of the plate) into the Spiral Gradient Endpoint program (Spiral Biotech, Inc.).

*Toxicity of chemicals used for fire blight control in our studies against three biocontrol agents.* The spiral gradient dilution method was used to evaluate the toxicity of streptomycin, oxytetracycline, kasugamycin, captan, and mancozeb against *Streptomyces lydicus* (Actinovate), *Aureobasidium pullulans* (Blossom Protect), and *Bacillus amyloliquifaciens* (Double Nickel 55). Stock concentrations of the chemical were used that resulted in maximum concentrations in the agar medium of approximately 40 ppm. The biocontrol agents were radially streaked along the concentration gradients, and plates were evaluated after two days. When growth of the biocontrol was inhibited, it was considered sensitive to the chemical.

*Field studies on fire blight using protective treatments during the growing season.* In a field study in an experimental orchard at KARE, treatments were applied at 25% bloom (3-18) and 85% bloom (3-25-13) to cv. Granny Smith and at 20% bloom (3-25) and 95% bloom (4-3-13) to cv. Fuji using an air blast sprayer at 100 gal/A. Trees were inoculated with *E. amylovora* using an air-blast sprayer on 4-1-13. Disease was evaluated on 4-22-2013, the number of diseased spurs per tree was counted, and potential phytotoxic effects of the treatments were recorded. Data were analyzed using analysis of variance and LSD mean separation procedures of SAS 9.1.

*Efficacy of postharvest treatments and application methods using single fungicides and mixtures.* The efficacy of Academy (the final formulation of a difenoconazole-fludioxonil pre-mixture), Scholar Max MP (a new multi-pack formulation of fludioxonil and TBZ) was evaluated in comparison with Scholar 230SC and Penbotec. Applications were done using high-volume in-line drench and low-volume CDA spray applications on an experimental packingline using the suggested commercial rates. Granny Smith apples were wound-inoculated with TBZ-resistant isolates of *P. expansum* (5x10<sup>5</sup> conidia/ml), or with *B. cinerea* (10<sup>5</sup> conidia/ml), *Neofabraea perennans* or *M. malicortices* (10<sup>6</sup> conidia/ml), *Alternaria alternata* (10<sup>5</sup> conidia/ml), or *Colletotrichum acutatum* (10<sup>5</sup> conidia/ml) incubated for 15-17 h at 20°C, and then treated. Fungicides were applied on an experimental packing line at KARE as aqueous solutions using in-line drench applications that were followed by low-volume spray applications with fruit coating (Decco 231, a carnauba-based coating) or by low-volume CDA spray application at a rate of 25 gal/200,000 lb fruit. For N-1, two formulations (a 50% powder and a 5% liquid formulation) were used and applications were done using either method or a combination of the two.

A timing study was conducted with polyoxin-D and N-1 on apple fruit. Fruit were inoculated and incubated for selected times (4, 6, 9, or 12 h) at 20C. Treatments with aqueous fungicide solutions were done using a hand-sprayer. After treatment, fruit of all studies were stored at 20°C, 95% RH for 6 to 14 days and then evaluated for the incidence of decay. Data were analyzed using analysis of variance and least significant difference mean separation procedures of SAS 9.1.

Antibiotic sensitivity among E. amylovora strains collected in California. Strains of *E. amylovora* were confirmed for species identity by PCR amplification of a 1-kb DNA fragment using specific primers for plasmid pEa29 that is ubiquitously found in this bacterium. All strains were found to be sensitive against the antibiotics oxytetracycline and kasugamycin; whereas some strains were streptomycin-resistant. Thus, streptomycin-resistant strains are persistent in commercial orchards. The biofilm inhibitor 2-aminoimidazole along with an analog reported to be similar were shown to be not toxic to the pathogen.

*Toxicity of chemicals used for fire blight control in our studies against three biocontrol agents.* Results from our in vitro assays indicated that streptomycin, oxytetracycline, kasugamycin, captan, and mancozeb at 40 ppm were all active against *Streptomyces lydicus* (Actinovate) and *Bacillus amyloliquifaciens* (Double Nickel 55) (Table 1). In contrast, *Aureobasidium pullulans* (Blossom Protect) was not inhibited in growth by the three antibiotics at 40 ppm, but was inhibited by captan and mancozeb. These data indicate that in field applications only Blossom Protect could be safely used in combination with the three antibiotics.

| Table 1. Activity of chemic                      | cals used for fire | e blight control | against three I | biocontrol | agents   |
|--|--------------------|------------------|-----------------|------------|----------|
| Biocontrol product and agent                     | Streptomycin       | Oxytetracycline  | Kasugamycin     | Captan     | Mancozeb |
| Actinovate (Streptomyces<br>lydicus)             | +*                 | +                | +               | +          | +        |
| Blossom Protect<br>(Aureobasidium pullulans)     | -                  | -                | -               | +          | +        |
| Double Nickel 55 (Bacillus<br>amyloliquifaciens) | +                  | +                | +               | +          | +        |
|  |                    |                  |                 |            |          |

| Table 1. Activity of chem | icals used for fire b | light control again | st three biocontrol agents |
|---------------------------|-----------------------|---------------------|----------------------------|

\* - Activity was determined using the spiral gradient dilution assay. + = chemical is active against the biocontrol agent, - = chemical is not effective at maximum concentration of 40 ppm tested.

g season.

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In a field trial on Granny Smith and Fuji apple, 23 and 11 treatments were evaluated, respectively. Kasumin continued to perform very well and was numerically the best treatment on cv. Fuji (Fig. 1). The product was also very effective in mixtures with copper, Firewall, or Actigard. Still, there was no additional disease reduction when Kasumin was used with copper or Actigard as compared to using Kasumin by itself. Mixtures of Kasumin with Firewall or copper can be considered anti-resistance strategies because each mixture component is active against the pathogen. Actigard is a systemic acquired resistance compound (SAR) and stimulates host defense systems in some plants. It has no direct effect on the pathogen and is generally not very active against fire blight when used by itself. Thus, there is no benefit of using this material in mixture treatments with Kasumin (Fig. 1A,B). Actigard also did not improve the performance of Firewall (Fig. 1A).

The biocontrol Blossom Protect was also among the best treatments (Fig. 1A,B). The biocontrol Actinovate was effective when used by itself at the 6-oz rate (Fig. 1A), but not in mixtures with Kasumin (Fig. 1A,B) or copper (Fig. 1A), reflecting the in vitro inhibition of *Streptomyces lydicus* by kasugamycin (see above; copper was not tested in this assay). Copper oxychloride/copper hydroxide (Badge) used by itself also significantly reduced the amount of disease from the control, but the phosphonates Prophyt, K-Phite, and Ko-phite did not show significant activity (Fig. 1AB). The biofilm inhibitor 2-aminoimidazole was not evaluated in the field due to high costs, low amount of material available, and non-inhibitory results in laboratory assays (see above).

| A. Cv.                  | Gran | nny Smith                            |                              | _    |  |  |  |
|-------------------------|------|--------------------------------------|------------------------------|------|--|--|--|
|                         | No.  | Treatment                            | Rate/A                       |      |  |  |  |
|                         | 1    | Control                              |                              | a    |  |  |  |
|                         | 2    | Prophyt                              | 3 qts = 96 fl oz             | a    |  |  |  |
|                         | 3    | K-Phite                              | 3 qts = 96 fl oz             | ab   |  |  |  |
|                         | 4    | Actinovate + Kocide 3000             | 12 oz + 1.25 lb              | abc  |  |  |  |
|                         | 5    | Kasumin 2L + Badge X2                | 100 ppm + 8 oz               | abc  |  |  |  |
|                         | 6    | Ko-Phite                             | 3 qts = 96 fl oz             | abc  |  |  |  |
|                         | 7    | Blossom Protect + Buffer + ProAlexin | 1.25 lbs + 9.35 lbs + 133 ml | abcd |  |  |  |
|                         | 8    | Kasumin 2L + Actinovate              | 100 ppm + 12 oz              | abcd |  |  |  |
|                         | 9    | Kasumin 2L + Actinovate              | 100 ppm + 24 oz              | abcd |  |  |  |
|                         | 10   | Actinovate + NuFilm P                | 12 oz + 8 oz                 | abc  |  |  |  |
|                         | 11   | Badge X2                             | 8 oz                         | bcd  |  |  |  |
|                         | 12   | Kasumin 2L + Prophyt                 | 100 ppm + 96 fl oz           | abc  |  |  |  |
|                         | 13   | Fireline                             | 200 ppm                      | abc  |  |  |  |
|                         | 14   | Kasumin 2L + Fireline                | 100 ppm + 200 ppm            | bpd  |  |  |  |
|                         | 15   | Blossom Protect + Buffer             | 1.25 lbs + 9.35 lbs          | bc¢  |  |  |  |
|                         | 16   | Firewall + Actigard                  | 100 ppm + 2 oz               | abç  |  |  |  |
|                         | 17   | Kasumin 2L + Manzate ProStik         | 100 ppm + 2 lb               | abc  |  |  |  |
|                         | 18   | Kasumin 2L                           | 100 ppm                      | bcd  |  |  |  |
|                         | 19   | Actinovate + NuFilm P                | 6 oz + 8 oz                  |      |  |  |  |
|                         | 20   | Fireline + Firewall                  | 200 ppm + 100 ppm            | cd l |  |  |  |
|                         | 21   | Firewall                             | 100 ppm                      |      |  |  |  |
|                         | 22   | Kasumin 2L + Firewall                | 100 ppm + 100 ppm            |      |  |  |  |
|                         | 23   | Kasumin 2L + Actigard                | 100 ppm + 2 oz               |      |  |  |  |
| B. Cv. Fuji 0 1 2 3 4 5 |      |                                      |                              |      |  |  |  |
|                         | No.  | Treatment                            | Rate/A                       | ]    |  |  |  |
|                         | 1    | Control                              |                              | ab   |  |  |  |
|                         | 2    | Kasumin 2L + Actinovate              | 100 ppm + 24 oz              | a    |  |  |  |
|                         | 3    | Kasumin 2L + Fireline                | 100 ppm + 200 ppm            | abcd |  |  |  |
|                         | 4    | K-Phite                              | 3 qts = 96 fl oz             | abc  |  |  |  |
|                         | 5    | Kasumin 2L + Actinovate              | 100 ppm + 12 oz              | abc  |  |  |  |
|                         | 6    | Fireline                             | 200 ppm                      | abcd |  |  |  |
|                         | 7    | Kasumin 2L + Actigard                | 100 ppm + 2 oz               | bcd  |  |  |  |
|                         | 8    | Kasumin 2L + Badge X2                | 100 ppm + 8 oz               | cđ   |  |  |  |
|                         |      |                                      |                              |      |  |  |  |

| Fig. 1. Efficacy of bactericides for fire blight management on Granny Smith and Fuji apple |  |  |  |  |  |  |
|--|--|--|--|--|--|--|
| in a field trial at Kearney Ag Center 2013   |  |  |  |  |  |  |

#### 9 Actinovate + Kocide 3000 12 oz + 1.25 lb cd 10 Badge X2 8 oz cd 11 Blossom Protect + Buffer 1.25 lbs + 9.35 lbs cd 12 Kasumin 2L 100 ppm d 0 5 10 15 No. of infections/tree

Treatments were applied at 25% bloom (3-18) and 85% bloom (3-25-13) to cv. Granny Smith and at 20% bloom (3-25) and 95% bloom (4-3-13) to cv. Fuji using an air blast sprayer at 100 gal/A. Trees were inoculated with E. amylovora using an air-blast sprayer on 4-1-13. Disease was evaluated on 4-22-2013, and the number of diseased spurs per tree was counted.

In summary, our project on the identification of integrated fire blight programs with copper, fungicides, antibiotics, and biocontrols has identified new treatments that can be adopted by the California pome fruit industries. Registration of Kasumin for use in California is pending in 2014.

*Evaluation of postharvest treatments using single-fungicides, mixtures, and pre-mixtures.* Experimental packing line studies using Granny Smith apples were conducted to evaluate new pre-mixture treatments in comparison with single-fungicides, as well as polyoxin-D and a new active ingredient for postharvest decay management, i.e., N-1. Decays studied included blue mold, gray mold, bull's eye rot, and Alternaria rot. The latter decay can be quite serious on injured pome fruit, but was never before included in out postharvest studies. We also evaluated the efficacy against bitter rot. This disease occurs in California but is a major problem in wetter climates.

For the evaluation of the final pre-mixture formulation of fludioxonil-difenoconazole (i.e., Academy) and of a new fludioxonil-TBZ multi-pack formulation (i.e., Scholar Max MP) in comparison with fludioxonil (Scholar) alone, the efficacy was compared using re-circulating, in-line drench versus low-volume, CDA spray applications (Figs. 2-3). In all cases, the efficacy of each treatment was increased when applied as a drench application. During the application on a roller bed, the apple fruit did not rotate well on the roller bars, and thus, fungicide coverage of the inoculation site was poor using a low-volume spray application. Under commercial conditions, certain devices are used to improve fruit rotation during fungicide application, and thus, efficacy of low-volume applications is likely higher. Still, re-circulating high-volume drench applications are the most effective method to provide excellent coverage and decay control.

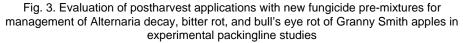
In-line drench applications with Academy, Scholar Max MP, Scholar, and Penbotec were all highly effective in reducing blue mold (caused by TBZ-resistant strains of *P. expansum*) and gray mold (Fig. 2). Decay incidence was reduced from almost 100% in the control to less than 20%. Penbotec was also highly effective. As indicated previously, Scholar is not effective against bull's eye rot. However, the fludioxonil-difenoconazole mixture Academy and the fludioxonil-TBZ mixture Scholar Max reduced the incidence of decay to low levels on fruit inoculated with N. perennans or N. malicorticis, similar to Penbotec (Fig. 3). Resistance against pyrimethanil has developed in some populations of the three decay fungi at some locations and thus, Penbotec has to be rotated with different modes of action. Although difenoconazole is not effective against gray mold, and generally did not provide an additive effect in blue mold control when used in mixtures with Scholar as compared to using Scholar alone, registration of the pre-mixture will be an important tool to decrease the risk of fungicide resistance to develop in populations of *Penicillium* spp.

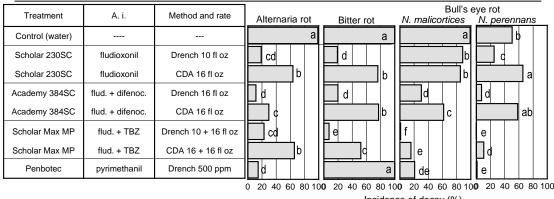
| A. i.            | Method and rate  | Blue Mold   | Gray Mold   |
|------------------|--|---|---|
|                  |  | а   | a   |
| fludioxonil      | Drench 10 fl oz  | de  | c   |
| fludioxonil      | CDA 16 fl oz   | c   | b   |
| flud. + difenoc. | Drench 16 fl oz  | e   | с   |
| flud. + difenoc. | CDA 16 fl oz   | b   | b   |
| flud. + TBZ      | Drench 10 + 16 fl oz   | d   | c   |
| flud. + TBZ      | CDA 16 + 16 fl oz  | c l   | b l   |
| pyrimethanil     | Drench 500 ppm   | e   | c   |
| -                | <br>fludioxonil<br>fludioxonil<br>flud. + difenoc.<br>flud. + difenoc.<br>flud. + TBZ<br>flud. + TBZ | Image: Constraint of the second se | Index and a large and a l |

Fig. 2. Evaluation of postharvest applications with new fungicide pre-mixtures for management of blue and gray mold decay of Granny Smith apples in experimental packingline studies

Incidence of decay (%)

Fruit were inoculated with conidia of a TBZ-resistant isolate of *Penicillium expansum* (5 x 10<sup>5</sup> conidia/ml) or with a TBZ-sensitive isolate of B. cinerea (10<sup>5</sup> conidia/ml) and were incubated for 15-17 h at 20C. Treatments with aqueous fungicide solutions were done by in-line recirculating drench applications that were followed by a CDA application with carnauba fruit coating (Decco 231). CDA applications were done using 25 gal/200,000 lb fruit and treatments were done in carnauba fruit coating. Rates for CDA applications are for 200,000 lb fruit. For Scholar Max MP rates are given separately for the two components, whereas for the pre-mixture Academy the rate is given as a total of the two components. 10 fl oz Scholar = 180 ppm, 16 fl oz = 480 ppm, 16 fl oz Academy = 480 ppm = 10 fl oz Scholar + 10.7 fl oz A8574D. Fruit were then incubated at 20 C for 6 days.





Incidence of decay (%)

Fruit were inoculated with conidia of *Alternaria alternata, Colletotrichum acutatum, Neofabraea malicortices* (all at  $10^5$  conidia/ml), or *N. perennans* ( $10^6$  conidia/ml) and were incubated for 15-17 h at 20C. Treatments with aqueous fungicide solutions were done by in-line recirculating drench applications that were followed by a CDA application with carnauba fruit coating (Decco 231). CDA applications were done using 25 gal/200,000 lb fruit and treatments were done in carnauba fruit coating. Rates for CDA applications are for 200,000 lb fruit. For Scholar Max MP rates are given separately for the two components, whereas for the pre-mixture Academy the rate is given as a total of the two components. 10 fl oz Scholar = 180 ppm, 16 fl oz = 480 ppm, 16 fl oz Academy = 480 ppm = 10 fl oz Scholar + 10.7 fl oz A8574D. Fruit were then incubated at 20 C for 6 days.

For control of Alternaria rot where non-fungicide-treated fruit developed 100% decay, Scholar, Academy, Scholar Max, and Penbotec were similarly effective (Fig. 3). Difenoconazole and fludioxonil were tested last year for their in vitro activity against *Alternaria* sp. and the low  $EC_{50}$  values obtained (0.01 to 0.04 ppm for difenoconazole, 0.011 to 0.025 ppm for fludioxonil) support their high effectiveness against this decay. Bitter rot was also reduced to low levels using Scholar, Academy, or Scholar Max (Fig. 3). This further broadens the spectrum of activity of the fludioxonil-difenoconazole pre-mixture with blue mold, gray mold, bull's eye rot, Alternaria rot, and bitter rot. Studies on Alternaria rot will need to be repeated next year. Gray mold, blue mold, bull's eye rot, and Alternaria rot (but not Mucor decay or bitter rot) are also controlled by Penbotec. Resistance against pyrimethanil, however, has developed in populations of *Penicillium, Botrytis*, and *Neofabraea* spp. at some locations and thus, this fungicide has to be rotated with different modes of action.

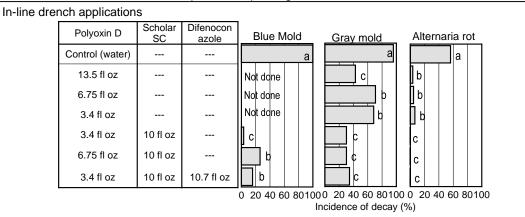


Fig. 4. Evaluation of polyoxin-D (CX-10440) as a potential new postharvest treatment for management of blue mold, gray mold, and Alternaria rot of Granny Smith apples in experimental packingline studies

Fruit were inoculated with conidia of a TBZ-resistant isolate of *Penicillium expansum* (5 x  $10^5$  conidia/ml), *B. cinerea* ( $10^5$  conidia/ml) or *Alternaria alternata* (100,000 conidia/ml) and were incubated for 15-17 h at 20C. Treatments with aqueous fungicide solutions were done by in-line re-circulating drench applications that were followed by a CDA application with carnauba fruit coating (Decco 230). For difenoconazole, the A8574D formulation was used. 10 fl oz Scholar = 180 ppm, 10.7 fl oz A8574D = 300 ppm. Fruit were then incubated at 20 C for 6 days.

In a postharvest packing line study with CX-10440 (polyoxin-D), this treatment was moderately effective against gray mold when used by itself at the 13.5-oz rate or in combination with Scholar (Fig. 4). In last year's studies, it was shown to be highly effective. This indicates that fruit maturity may be critical for the effectiveness of this treatment (see below). Polyoxin was highly effective against Alternaria rot (Fig. 4).

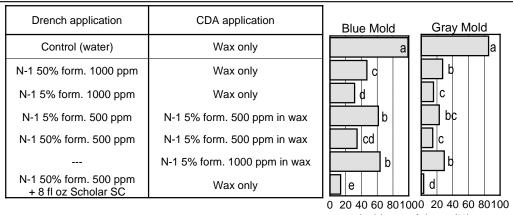


Fig. 5. Evaluation of two formulations of N-1 as a potential new postharvest treatment for management of blue and gray mold decay of Granny Smith apples in experimental packingline studies

Incidence of decay (%)

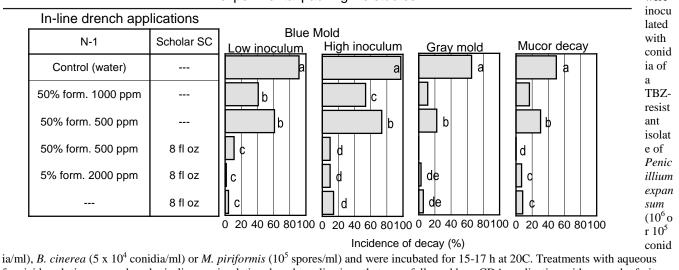
Fruit

were

Fruit were inoculated with conidia of a TBZ-resistant isolate of *Penicillium expansum* (5 x  $10^5$  conidia/ml) or with *B. cinerea* ( $10^5$  conidia/ml) and were incubated for 15-17 h at 20C. Treatments with aqueous fungicide solutions were done by in-line re-circulating drench applications that were followed by a CDA application with carnauba fruit coating (Decco 231). Fruit were then incubated at 20 C for 6 days.

N-1 is a new active ingredient for postharvest use that we evaluated for the first time in 2013. In-line drench treatments or drench-CDA combination treatments were very effective against gray mold and moderately effective against blue mold and Mucor decay (Figs. 5.6). In mixtures with low concentrations of Scholar (8 fl oz =approx. 150 ppm) decay was reduced to very low levels. As with polyoxin-D, the efficacy of this compound may be highly dependent on fruit maturity and the best application strategies still need to be defined.

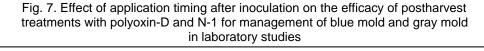
Fig. 6. Evaluation of two formulations of N-1 as a potential new postharvest treatment for management of blue mold, gray mold, and Mucor decay of Granny Smith apples in experimental packingline studies

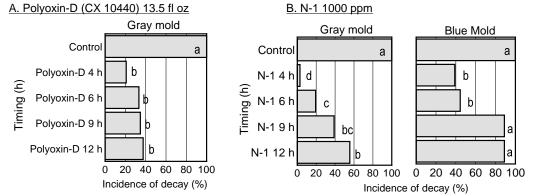


fungicide solutions were done by in-line re-circulating drench applications that were followed by a CDA application with carnauba fruit coating (Decco 231). Fruit were then incubated at 20 C for 6 days.

In a timing study where treatments with polyoxin-D or N-1 were applied to apple fruit selected times after inoculation, efficacy was shown to be highly dependent on the timing. Thus, for N-1, treatments applied 4 or 6 h after inoculation were significantly more effective than when applied after 9 or 12 h (Fig. 7). A trend for better efficacy in the 4-h timing was also observed for polyoxin-D. Considering that highly susceptible, senescent fruit were used in this latter study, higher efficacy is expected when treating fruit immediately after harvest. Thus, both

compounds will have to be continued to be evaluated. This is important because both potentially could be used for organic fruit production. They also could be used in mixtures to prevent resistance of gray mold to fludioxonil in packinghouses using conventional treatments. Fludioxonil is currently the only highly effective gray mold material used commercially where no resistance has been found. Thus, its activity needs to be protected with registration of additional materials.





Fruit were inoculated with conidia of a TBZ-resistant isolate of *Penicillium expansum* or with *B. cinerea* ( $10^5$  conidia/ml each) and were incubated for selected times at 20C. Treatments with aqueous fungicide solutions were done using a hand-sprayer. Fruit were then incubated at 20 C for 6 days.

Systems-based strategies for postharvest insect control: Mortality and removal of light brown apple moth, codling moth, brown marmorated stink bug, and other insect pests in California apples during packing and export

October 28, 2014

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#### **Executive Summary.**

An overall metric of treatment efficacy was developed, via combining the individual contributions from preharvest and postharvest processes, to evaluate systems-based strategies for insect control in fresh commodities, including apples. Systems-based strategies have potential overcome trade barriers for export of apples and will reduce the amount of chemical used to control an insect pest.

#### Background.

The detection and elimination of insect pests is necessary to ensure the safe movement of agricultural commodities from infested to non-infested areas through marketing channels. All treatments are subject to both regulatory and market-driven concerns, including commodity value. A treatment that is acceptable today may not be acceptable in the future. Over the last 20 years a framework based on biology was developed to assess and mitigate the risk posed by insects. This "systems approach" (Jang et al. 2006; Jang 1996; Jang and Moffitt 1994; Vail et al. 1993; Moffit 1990) was developed largely to support risk-assessments and mitigations that could occur in a broader based "system" of activities that cumulatively meet the quarantine requirements of the importing country. This approach provides both a framework for harmonizing risk assessment and mitigation, as well as a forum for oversight when disagreements exist (FAO 2011). We have expanded on this work via a toxicological-based approach where each event of protection, beginning in the field and ending at the point of sale, can be combined into a quantitative metric of insect control in order to meet the requirements of quarantine security.

#### **Results and Discussion.**

Research was conducted to quantify the control of key apple pests in various segments of the "system", which includes production, packing, and shipping. Approaches for quantifying the cumulative effect of multiple events in a system on pest control (or risk associated with no control) have been limited to those instances when low prevalence of the pest in the field has been quantified. The proposed research provides a means for such quantification when low prevalence does not exist, as events are considered retrospectively from the final postharvest treatment event.

Using the general rule for the multiplication of probabilities (Rosenthal 1978; Finney 1948) on combining results (probabilities) of independent events, data from respective events were combined to quantify the cumulative effect of consecutive events on the "systemic" joint probabilities of control. For each event, the observed likelihood (expressed as a percentage) of finding a live insect, the theoretical

percentage of mortality calculated at the 95% level of confidence (LOC) by the method of Couey and Chew (1986), and the associated probability,  $P(E_x)$ , could be tabulated. The Probit values at the 95% LOC and the confidence interval associated with Probit 9 treatment efficacy were calculated for each event as described in Liquido and Griffin (2010). In the case where one event,  $E_1$ , had no effect on the probability of the other(s), the joint probability of mortality associated with multiple treatment events,  $P(E_1 + E_2 + En)$ , was calculated from the multiplication of the simple probability of each event (Finney, 1948):

$$P(E_{1}+E_{2}+E_{n}) = 1 - (1 - P(E_{1}))(1 - P(E_{2}))(1 - P(E_{n}))$$
 (Eq.1).

Given equation 1, the special multiplication rule for independent events, the probability of insect mortality following the joint occurrence of two or more treatment events was calculated for any combination of events to meet (or supersede) control efficacies > 99.9968%, a statistical benchmark of phytosanitary treatment efficacy (Follet and Neven 2006; Couey and Chew 1986). An alternative approach to calculating the joint probability of multiple treatments,  $P(E_b/E_a)$ , involves multiplying the simple probability of the first event times the conditional probability of the second event,  $E_b$ , given the first,

$$E_a: P(E_b/E_a) = \frac{P(E_a \text{ and } E_b)}{P(E_a)} \text{ (Eq. 2)}.$$

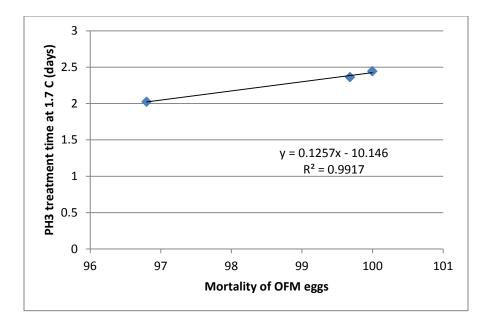
It is critical to note that even greater mortality is expected if a pair or series of events was evaluated conditionally (equation 2) versus independently (equation 1), because treatment survivors often are not fully healthy and are more susceptible to the subsequent treatment (Finney 1948).

Last year (Walse 2013 final report), we applied these models to the control of brown marmorated stink bug (BMSB) control on apples. Results can be used to support APHIS risk assessments and negotiations with foreign governments regarding BMSB-related phytosanitary issues. The research should enable The California apple industry to retain key export markets without a need for fumigation if BMSB is detected in production areas. Several series of postharvest events typically employed by California industry are highlighted and yield removal/mortality efficacies > 99.9968%, a statistical benchmark of phytosanitary treatment efficacy. This research can be provided to regulators and trading partners to quantify the reduction in risk/threat of BMSB as apples move from production areas through packing operations toward export markets.

Last year we also developed a mathematical model that predicted fumigations at  $1.7 \pm 0.5$  °C ( $\bar{x} \pm s$ ) with 1.5 mgL<sup>-1</sup> (1000ppmv) required ~3 d treatment times for "quarantine" control of OFM eggs (i.e.,  $\geq$  99.9986% mortality) per the equation:

$$\ln(y+0.01) = 3.67 + 2.2x_1 - 2.6x_1^2 - 1.15x_2 - 0.26x_2^2 + 1.35x_1x_2 \quad \text{(Eq. 3)}$$

which is graphically depicted below.



Importantly, a 2-d treatment under these conditions is needed to control OFM larvae (Walse 2014 final fumigation report). If we are able to confirm 96.8% mortality of 10,000 OFM eggs following a 2-d fumigation at  $1.7 \pm 0.5$  °C ( $\bar{x} \pm s$ ) with 1.5 mgL<sup>-1</sup> (1000ppmv) PH3, as the equation 3 predicts, than we can use equation 1 or 2 above to estimate the probability of removing OFM eggs during packing that is needed to demonstrate that industry achieves Probit 9-level control (99.9986% mortality). Of course this will only be necessary should the egg life stage ever occur, or be considered to occur, in the marketing channel. If we assume that 300,000 boxes annually are shipped to export partners concerned with OFM, industry only needs to demonstrate that < 300 or < 310 OFM eggs enter the export marketing channel annually based on solving equation 1 or 2, respectively.

County inspections for OFM support this assumption. Moreover, research was conducted to record the occurrence of OFM eggs entering a packing line to estimate the number of OFM eggs, given a two-leaf box tolerance (3.5g leaf per box), which are shipped in the 300,000 export boxes. For the past three years we have collected 750 lbs/year (wet weight) (340 kg) of leaf litter grated from packing lines, inspected the litter for OFM eggs, and incubated the litter under optimal rearing conditions for OFM. We have recorded two eggs, only one of which successfully hatched into a neonate, which translates into 0.002 OFM eggs/kg leaf. Based on the above logic, 2.1 OFM eggs can be expected in the 300,000 export boxes, more than 100-fold lower than what is needed to prove that OFM eggs could be controlled at a Probit-9 level of security following a postharvest fumigation with 1.5 mgL<sup>-1</sup> (1000ppmv) PH3 for 2 d at 1.7 ± 0.5 °C ( $\bar{x} \pm s$ ).

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# Postharvest treatment of California apples with cylinderized phosphine to control Oriental fruit moth (OFM), *Grapholita molesta*

October 28, 2014

#### Spencer S. Walse and Steven Tebbets USDA-ARS-SJVASC Parlier, CA 93648

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#### **Executive Summary.**

A new postharvest treatment option to control OFM has been developed for California apple growers/packers. Packed-boxes can be fumigated at cold-storage temperature for 48 h. A report can now be drafted and presented to industry (and thereafter APHIS) for consideration. Currently, market options include those countries willing to fumigate with phosphine on arrival (e.g., Chile, Australia). ARS is working with industry and USEPA to gain registration for PH3 so that fumigations can be done at the packinghouse.

#### Abstract.

Oriental fruit moth (OFM), *Grapholita molesta* (Busck) is a pest of concern to countries that import apples from California. Fruit were infested with OFM larvae (97% 5<sup>th</sup> instar), buried amongst uninfested fruit in export cartons, and then the cartons were fumigated with PH3 at 1.7  $\pm$  0.5 °C ( $\bar{x} \pm s$ ). Fumigations resulted in 0 survivors from 9,965 (*n*) treated OFM larvae (probit 8.43, 95% level of confidence) when headspace concentrations were maintained at levels  $\geq$  1.5 mgL<sup>-1</sup> (1000ppmv) phosphine (PH3) for 48 h. Data is discussed in the context of quarantine control of OFM following cylinderized PH3 fumigation of commercial apple exports.

#### Materials and Methods.

*Insects and infestation.* OFM colonies originated from wild specimens captured in Fresno County, California USA. OFM was cultured as described in Yokoyama et al. (1987) and USDA (2010). Larvae were extracted for fruit infestation 14-15 days after neonates were placed on diet contents in rearing cups. Fourth (0.425-0.600mm) and fifth (0.725-0.825 mm) instar head capsule widths, were typically extracted from the respective colonies for fumigation. To simulate naturally occurring OFM infestation, apples were cored with a #4 cork borer at 6 equidistant points, equatorially around the fruit, and predominantly 5<sup>th</sup> instar specimens (97%) were placed at the center, near the core, of each cavity. Larvae were sealed into the fruit by inserting a fruit plug, created with a #5 cork borer, until flush with the fruit skin.

*Confirmatory export fumigations.* To simulate a commercial scenario, fumigations were conducted using 241.9-L steel chambers housed in a walk-in environmental incubator with programmable temperature and humidity (USDA, 2010). The chamber was first loaded with six 0.5 ft<sup>3</sup> sand bags each wrapped in plastic packaging that displaced ~84.9 L total of chamber volume. On the same day that they were packaged for export, two volume bushels (17.2 kg/carton, ct 113) of tray-packed "Granny Smith" apples (50.8 x 32.5 x 30.5 cm, 50.4 L each) were obtained from commercial wholesale sources in California. Fruit (~75) were removed from each of two cartons, infested as described above, transferred back into the respective cartons, and the cartons were loaded into a chamber. The chamber load was estimated as a fractional percentage,  $64.2 \pm 0.8\%$  ( $\bar{x} \pm s$ ), of the volume occupied by the load relative to the chamber volume (i.e.,  $V_L$  ( $V_{chamber}$ )<sup>-1</sup> x 100) (Monro, 1969).

Chambers loaded with test specimens and uninfested fruit as well as control specimens were acclimated to fumigation temperature of ~1.7 °C (~35.1°F) for 12 h prior to treatment (i.e., tempered) within the incubator described above. Fruit pulp temperature was confirmed prior to fumigation by each of three probes (YSI scanning tele-thermometer) that recorded the respective pulp temperature in three uninfested fruit distributed at different locations within the load of the fruit undergoing treatment. Temperature probes were then removed and chamber lids clampsealed in preparation for treatment. The chamber ventilation valve was opened and chambers were filled with a volume of fumigant from a cylinder of 1.6 % (v/v) PH3 balanced with nitrogen (Cytec Canada, Inc., Niagara Falls, Ontario, Canada) to achieve the requisite dose of 2.2 mgL<sup>-1</sup> (1500 ppmv) as predetermined in preliminary calibration studies. The valve was then closed which marked the beginning of the exposure period. Gas samples (40 mL) were taken from the chamber headspace through a LuerLok® valve using a B-D® 100 mL gas-tight syringe and quantitatively analyzed for PH3 with GC-PFPD at standard intervals corresponding to 5 (initial), 60, 480, 1440 (1-d end), or 2880 (2-d end) min. Fumigant exposures were expressed as concentration × time cross products, "CTs", and calculated by the method of Monro (1969).

After completion of the fumigation, chamber valves were opened to atmosphere and vacuum was pulled to aerate the chamber until headspace concentration of the fumigant was below the mandated ventilation requirements of 0.3 ppm (0.45 $\mu$ g/L) phosphine. Chamber lids were opened, the treated and non-treated control specimens were collected, and then transferred to an incubator at 27.0 ± 1.0 °C and 80 ± 2% RH ( $\bar{x} \pm s$ ).

*Mortality evaluation*. One day following fumigation, larval specimens were retrieved from treated and untreated controls and placed in a plastic dispo-Petri® dish lined with a filter paper for evaluation. Mortality was diagnosed visually by discoloration, while survivability of larvae was diagnosed by locomotion or by prodding-induced motion. Larvae were categorized as moribund if the survivability was inconclusive. Moribund larva were placed inside a labeled plastic snap-cap cage with fruit plugs to provide substrate and moisture prior to incubation under the conditions above until additional evaluation the following day. For the confirmatory trials, Abbott's method (1925) described by Finney (1944 and 1971) was used to estimate the percentage mortality of larvae used in Probit calculations, as the mortality of control specimens was assumed to be equal to that in fumigation trials. The total number of specimens that were treated for each exploratory- or confirmatory-trial was estimated by summing the numbers

treated, while the total number of specimens treated (n) across confirmatory-trials was estimated by summing the numbers from each respective trial.

*Chemicals and chemical analysis.* A 300-lb cylinder of 1.6 % (v/v) PH3 balanced with nitrogen was obtained from Cytec Canada, Inc. (Niagara Falls, Ontario, Canada) and used as the source for gas chromatography calibrations as well as fumigations. PH3 levels in headspace of fumigation chambers were measured using gas chromatography; retention time (PH3,  $t_r = 3.2 \pm 0.2$ min) was used for chemical verification and the integral of peak area, referenced relative to liner least-squares analysis of a concentration – detector response curve, was used to determine concentration (Walse 2012 & 2013). Detector response and retention indices were determined each day in calibration studies by diluting known volumes of known concentrations of PH3 into volumetric gas vessels. PH3 analyses were with a Varian 3800 and splitless injection (140 °C) using a gas sampling port with a 10 µL-sample loop, a Teflon column (L = 2 m, OD = 2 mm) packed with Porpak N (80/100 mesh) held at 130 °C for 10 min, and a PFPD detector (13 mL/min H<sub>2</sub>, 20 mL/min air, and 10.0 mL/min N<sub>2</sub> make-up) at 250 °C that received only 10% of the 15 ml He/min column flow.

#### **Results and Discussion.**

*Confirmatory export fumigations*. Confirmatory PH3 fumigations of commercially-packaged apples were conducted in the context of verifying control of OFM larvae, the life stage with potential to be in postharvest marketing channels (Yokoyama et al. 1987). PH3 fumigations at  $1.7 \pm 0.5 \,^{\circ}C$  ( $\bar{x} \pm s$ ) with headspace concentrations maintained at levels  $\geq 1.5 \,\text{mgL}^{-1}$  (1000ppmv) for 48 h resulted in > 99.969% mortality of OFM larvae (probit 8.43 at 95% level of confidence (LOC), probit 9 at 27% LOC) based on 0 survivors from 9,965 (*n*) treated as calculated by the method of Couey and Chew (1986) and Liquido and Griffin (2010) (Table 1). It is important to note that demonstrating 99.9968% (i.e., Probit 9 at the 95% LOC) mortality of quarantine insect pests is often requested to qualify phytosanitary treatment efficacy, particularly when commodity is moved internationally (Couey and Chew, 1986; Follet and Nevin, 2006).

Headspace concentrations of PH3 in commercial chamber fumigations of palletized fresh produce at load factors  $\leq 65\%$ , regardless of produce and packaging type, lose ~ 200 ppmv from chamber headspace per day (due to leakage, reactivity, and/or residue formation). Therefore, in the context of commercial considerations, observation of Probit 9-level mortality of OFM larvae in commercial PH3 fumigations lasting at least 48 h will likely require a single compensatory applied dose > 2.2 mgL<sup>-1</sup> (1500 ppmv), or alternatively, maintenance of steady-state headspace concentrations  $\geq 1.5 \text{ mgL}^{-1}$  (1000ppmv) via multiple (daily) applications.

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| Trial | # treated<br>OFM | App<br>(mg/L) | olied<br>(ppmv) | [PH3] at 48h<br>(ppmv) |     | emp.<br>(±0.8 <sup>°</sup> F) | survivors | Abott's<br>mort. | Probit<br>(95% LOC) |
|-------|------------------|---------------|-----------------|------------------------|-----|-------------------------------|-----------|------------------|---------------------|
| 1     | 842              | 2.2           | 1500            | 1020                   | 1.7 | 35.1                          | 0         | 1.00             | 7.69                |
| 2     | 851              | 2.2           | 1500            | 1127                   | 1.7 | 35.1                          | 0         | 1.00             | 7.70                |
| 3     | 904              | 2.2           | 1500            | 1058                   | 1.7 | 35.1                          | 0         | 1.00             | 7.72                |
| 4     | 821              | 2.2           | 1500            | 1073                   | 1.7 | 35.1                          | 0         | 1.00             | 7.68                |
| 5     | 863              | 2.2           | 1500            | 1086                   | 1.7 | 35.1                          | 0         | 1.00             | 7.70                |
| 6     | 874              | 2.2           | 1500            | 1045                   | 1.7 | 35.1                          | 0         | 1.00             | 7.70                |
| 7     | 754              | 2.2           | 1500            | 1196                   | 1.7 | 35.1                          | 0         | 1.00             | 7.66                |
| 8     | 898              | 2.2           | 1500            | 1038                   | 1.7 | 35.1                          | 0         | 1.00             | 7.71                |
| 9     | 752              | 2.2           | 1500            | 1102                   | 1.7 | 35.1                          | 0         | 1.00             | 7.65                |
| 10    | 847              | 2.2           | 1500            | 1053                   | 1.7 | 35.1                          | 0         | 1.00             | 7.69                |
| 11    | 695              | 2.2           | 1500            | 1049                   | 1.7 | 35.1                          | 0         | 1.00             | 7.63                |
| 12    | 864              | 2.2           | 1500            | 1012                   | 1.7 | 35.1                          | 0         | 1.00             | 7.70                |

Table 1. Complete control of 9,965 OFM larvae resulted from fumigation of infested apples with 2.2 mgL<sup>-1</sup> (1500ppmv) phosphine for 48 h at  $1.7 \pm 0.5$ °C ( $\bar{x} \pm s$ ).

∑ 9,965 (n)

Σ 8.43

Σ 0

# The postharvest fumigation of California blueberries to eliminate insects with potential to serve as export trade barriers \*

Work group / Department: USDA-ARS-SJVASC, Crop Protection and Quality Unit

Project Year: October 31, 2014 Anticipated Duration of Project: Year 2 of 2

Project Title: The postharvest treatments of California blueberries to eliminate insects with potential to serve as export trade barriers

Principle Investigator: Spencer S. Walse

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Cooperating Investigators:

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\*The postharvest fumigation of California blueberries to eliminate insects with potential to serve as export trade barriers final research report was under final review as of the time this annual report was published. A copy of the final report will be sent out after completion. If there are any further questions, please contact the Commission office.

### CALIFORNIA APPLE COMMISSION FUTURE RESEARCH 2014-2015

On May 2, 2014, the Research Committee for the California Apple Commission discussed current and future research projects. Two projects were recommended for extension to the Board of Directors for approval for the 2014-2015 season. All of the projects are a continuation of 2013-2014 season. These projects include:

**1)** Evaluation of new bactericides for control of fire blight of apples caused by Erwinia amylovora and evaluation of new postharvest fungicides for pome fruits - Dr. Jim Adaskaveg

| 2014/2015                                | <u>Amount</u>          |
|--|------------------------|
| Jim Adaskaveg- Evaluation of Bactericide | \$ 16,000 <sup>1</sup> |
| FISCAL IMPACT FOR 2014/2015:             | \$ 16,000              |

Complete research projects and completed research thus far are included within this report.

<sup>1</sup> Research report amount will also increase with inclusion of organic Fireblight research by approximately \$6,000.

#### University of California Division of Agricultural Sciences PROJECT PLAN/RESEARCH GRANT PROPOSAL

| Project Year: | 2014   | Anticipated Duration of Project: <u>3<sup>rd</sup> year of 4 years</u>  |
|---------------|--|---|
| -             | estigators: <u>J. E. Adaska</u><br><u>D. Thompson, D. Ca</u> |   |
| •             |  | tericides for control of fire blight of apples caused by <i>Erwinia</i><br>tion of new postharvest fungicides for pome fruits |
| Keywords:     | Chemical and biologic  | cal control   |

#### JUSTIFICATION/ BACKGROUND

*Epidemiology and management of fire blight*. Fire blight, caused by the bacterium *Erwinia amylovora*, is one of the most destructive diseases of pome fruit trees including apples. The disease causes a blackening of twigs, flowers, and foliage and is indigenous to North America but has since spread worldwide. In addition to cankers, the pathogen overwinters in flower buds, diseased fruit, small twigs, and branches. In the spring, blossoms are infected through natural openings in nectaries and pistils. After destroying the blossom, the bacteria spread into the peduncle, spur, and twig. During warm, humid weather, ooze droplets consisting of new inoculum are exuded from the peduncles and other infected tissues. Inoculum is spread by wind, rain, insects, birds, or by man, e.g., by means of contaminated pruning tools. Secondary infections may occur throughout the growing season.

Current chemical control programs for fire blight control are based on protective schedules, because available compounds are contact treatments and are not systemic. Control with conventional copper compounds is only satisfactory when disease severity is low to moderate. These treatments are only used during dormant and bloom periods because phytotoxicity commonly occurs on fruit as russeting. To date, there is no copper resistance in pathogen populations. Antibiotics for blight control include streptomycin and the less effective oxytetracycline (Mycoshield, Fireline) that both target sites in the protein biosynthesis pathway of the pathogen. Others have indicated that the latter antibiotic is not persistent and degrades under UV light and rainfall in short periods of time (Christiano et al. 2009, Plant Disease 94:1213-1218). Pathogen resistance against streptomycin is widespread in California. We characterized streptomycin resistance in current California populations of the pathogen on a molecular base. We found that the same resistance genes are involved as described from other locations, however, these genes are located on a different plasmid that previously has not been reported to harbor streptomycin resistance anywhere else in the world. Thus, resistance in California populations of *E. amylovora* is based on a novel mechanism of the pathogen. Additionally in recent years, we detected isolates of E. amylovora with reduced sensitivity to oxytetracycline at four California locations. At one of these locations, field treatments with oxytetracycline were reported to be ineffective in controlling the disease and thus, field resistance has occurred in some locations. Furthermore from a regulatory perspective, streptomycin and oxytetracycline are currently being removed from the approved list of organic treatments of apples and pome fruit by the National Organic Standards Board (NOSB). Thus, organic growers will have only limited choices for disease control strategies.

New materials for fire blight control need to be developed for organic and conventional growers in order to practice resistance management and to ensure resistance to oxytetracycline does not spread in the pathogen population. Furthermore, the incidence of resistance against streptomycin can possibly be reduced if more rotational treatments are available, making this important management tool more effective again. Our survey data on streptomycin resistance in the pathogen population indicated a direct correlation of high incidence of resistance with high-disease occurrence (e.g., 2007, 2009, and 2011). As previously described and modeled by several researchers, incidence of disease is directly related to favorable environments, namely warming temperatures during the bloom. Rainfall and insects exacerbate disease development. Although the incidence of resistance decreased in years of low disease occurrence, our data indicate that isolates resistant to

streptomycin appear to be fit and the resistant pathogen population is stable in locations that were repeatedly sampled over different seasons.

An ideal material should be effective, locally systemic, not be phytotoxic, should target multiple sites of action within the bacterial pathogen, and have a mode of action different from currently used bactericides. Materials with different modes of action could then be incorporated into a resistance management program. In our previous research, we evaluated a wide-range of materials. Kasugamycin was the material selected with the highest efficacy and registration potential. Kasugamycin is known to have high activity against bacteria, including species of *Erwinia* and *Pseudomonas*, and has some activity against *Xanthomonas* spp. Kasugamycin is not being used in human and animal medicine. Kasugamycin has a different mode of action from streptomycin or oxytetracycline and there is no cross-resistance known to occur. Federal and state registrations are pending in 2014. Rates of the antibiotic, application volumes, and performance in rotations or mixtures with other antibiotics and fungicides have been evaluated. We also established the *in vitro* baseline sensitivity for kasugamycin using over 400 isolates of *E. amylovora*. All isolates showed a similar level of sensitivity.

In more recent research to complement antibiotics, the fungicide Quintec, presumably functioning as an SAR material, showed efficacy in combination with Kasumin. Other new systemic acquired resistance or SAR materials that deserve continued evaluation include Actigard and PM-1. These products have been shown to activate the plant's defense system through the production of phytoalexins or certain pathogenicity-related proteins that are non-specific defense chemicals. Possibly these compounds can be used in combination with other bactericides to enhance their efficacy. Furthermore, SAR compounds may have a longer lasting effect on the plant's defense activation. SAR research should continue as a supplemental program to a program based on bactericides.

New copper products that are re-formulated with reduced rates of metallic copper equivalent (MCE) and less contamination in their formulation that may cause phytotoxicity have been developed and are now available. These products need to be evaluated and tested for extended usage past the bloom period to determine if an effective mixture or rotational program with other bactericides can be developed without causing fruit russeting. Combinations of kasugamycin and selected copper products were tested in 2012 and 2013 and shown to be effective in some trials and less effective in other trials. Still only a few products were tested (Badge X2 and Kocide 3000) and newer copper products are now being marketed in the United States. These include CS-2005 (Magna Bon, Inc.) and Previsto (Gowan Co.) that have reported efficacy without phytotoxicity. Thus, this research needs to be continued especially if antibiotics are no longer OMRI listed and organically approved.

In trials with biocontrols, Blossom Protect (*Aureobasidium pullulans*) was evaluated for the last several years and shown to be highly effective and one of the most consistent biologicals that we have evaluated. Actinovate (*Streptomyces lydicus*) also showed promise in some trials especially at low rates and in combination with a sticker adjuvant. Thus, our recent research on organic alternatives is quite promising. Biological controls that have been developed for fire blight in the United States include the registered Blight Ban A506 Biopesticide (*Pseudomonas fluorescens* strain A506), Serenade (fermentation product of *Bacillus subtilis* strain QST 713), as well as Bloomtime Biological FD Biopesticide (*Pantoea agglomerans* strain E325). Unfortunately they have been very inconsistent in their performance. These products are most effective under low inoculum levels and less favorable micro-environments. Thus, among biologicals Actinovate, Blossom Protect, and the newly registered product Double Nickel 55 (*Bacillus amyloliquefaciens*), should continue to be evaluated in 2014 in combination or rotation with new copper materials. The toxicity of antibiotics or copper used in fire blight control against new biocontrols has demonstrated selective incompatibilities and the testing needs to be extended among the biologicals and other products (e.g., antibiotics, copper formulations, etc.). Incompatibilities could prevent the use of biocontrols in rotations or application tank mixtures.

Our goal is to develop highly effective rotational programs for either organic farming practices with the use of copper and biologicals or conventional practices with the use of antibiotics alone or in mixtures with fungicides, copper, biologicals or potentially SAR compounds during bloom or as cover sprays during early fruit development. With the detection of isolates of *E. amylovora* with reduced sensitivity to oxytetracycline, the yearly fluctuations in incidence of streptomycin resistance, and the potential loss of efficacy of biologicals, we will need to continue monitoring programs, as well as conduct molecular characterization of resistant strains.

We are also planning to explore a new strategy for the management of fire blight that includes the use of novel chemistries that inhibit membrane function and possibly increase the activity of metallic cations such as copper or zinc. Several materials are available and include products coded as CTz and ZTz (registrant anonymity).

Thus, we plan to evaluate membrane disruptors in combination with low MCE compounds, antibiotics (e.g., Kasumin), and other products in mixtures or rotations to optimize in-season applications.

*Management of postharvest decays.* Apples like other pome fruit can be stored for some period of time using the correct storage environments. Still, postharvest decays caused by fungal organisms can cause crop losses that are economically detrimental to storing and marketing of fruit. The major postharvest pathogens of apples include *Penicillium expansum, Botrytis cinerea, Alternaria alternata, Mucor piriformis,* and *Neofabraea* spp. causing blue mold, gray mold, black mold, Mucor decay, and bull's eye rot, respectively. Thiabendazole (TBZ) has been the main postharvest fungicide available for pome fruit for the last 35 years. Unfortunately, with extensive usage, TBZ-resistant populations of *Penicillium* and *Botrytis* spp. have developed and are commonly found in packinghouse storage rooms.

Although fungicides can reduce the incidence of decay when used preharvest, they are most effectively used as postharvest treatments. Through our research, new postharvest fungicides that were registered in recent years include the phenylpyrrole Scholar (fludioxonil) and the anilinopyrimidine Penbotec pyrimethanil), that are both effective against gray mold and blue mold, as well as the hydroxyanilide Judge (fenhexamid) that is only effective against gray mold. Like TBZ, these are all single-site mode of action fungicides that have a high risk for selecting for resistant pathogen populations when used exclusively. Unfortunately, this practice is often the case because pricing and marketing of fungicides with other postharvest treatments (e.g., sanitizers, fruit coatings) are major factors for packinghouse managers. We are continuing our evaluation and support of registration of new materials because not all of the fungicides have the same spectrum of activity against the various decays occurring on pome fruit. Additionally, there is widespread resistance against TBZ in *Penicillium* and *Botrytis* populations. More recently, resistance to pyrimethanil has been reported in both pathogens in packinghouses in the Pacific Northwest. Our laboratory studies also predicted a high resistance potential for pyrimethanil, but also for fludioxonil, and some of the resistant isolates competed well in the presence of sensitive wild-type isolates. Thus, new materials of different chemical classes are needed to combat resistance development.

In collaboration with the registrant of Scholar, Syngenta Crop Protection, and IR- 4 Specialty Crop Program, over several years we have been evaluating the DMI fungicide difenoconazole as a mix partner for fludioxonil. Difenoconazole is not effective against gray mold, but highly effective against blue mold and also bull's eye rot (that is not controlled with fludioxonil). In fruit inoculation studies in 2013, we demonstrated the efficacy of the mixture of both fungicides to extend to *Alternaria* decay, bitter rot, and Bull's eye rot. We have been successful in optimizing usage rates and evaluating several pre-mixture formulations, and these studies need to be repeated and finalized. Registration for difenoconazole is expected in the summer of 2014.

In initial studies in 2012, we found that polyoxin-D (Ph-D) was similarly effective to Penbotec in reducing the incidence of gray mold, but it was not effective against blue mold. In 2013, we showed that this compound and another one called N-1 are also highly effective against *Alternaria* species. Also, N-1 shows moderate efficacy against decays caused by *Penicillium, Botrytis*, and *Mucor* spp. Polyoxin-D and N-1 have an exempt registration status and thus, both have the potential to be effective organic treatments if they become certified by the NOSB. Our goal is to continue to evaluate these products for the management of postharvest decays of apples. The registration. N-1 has been used as a food additive to prevent mold growth, including *Penicillium* species, on dairy products for many years in the United States. Over all the years in use, resistance in *Penicillium* species against N-1 has not occurred. Thus, we plan to evaluate these very exciting new products for the management of postharvest decays of apples.

#### **Objectives for 2014**

#### Fire blight research

- 1. Evaluate the efficacy of treatments for managing fire blight and characterize antibiotic resistance.
  - A. Laboratory in vitro tests to evaluate the bactericidal activity of antibiotics or copper products with and without membrane disruptors such as CTz or ZTz using spiral gradient dilution assays.
  - B. Small-scale hand-sprayer tests using different treatment-inoculation schedules to evaluate membrane disruptors in combination with antibiotics and/or low MCE copper products.
  - C. Field trials with protective air-blast spray treatments:

- i. New formulations of copper (e.g., Kocide 3000, CS 2005, Cueva, and Previsto) with and without antibiotics.
- ii. Plant defense activators (e.g, Actigard, PM-1) with and without antibiotics.
- iii. Evaluate the efficacy of biological controls (e.g., Actinovate, Blossom Protect, Double Nickel 55) in integrated programs using antibiotics and low MCE copper products.

#### Postharvest research

2. Comparative evaluation of new postharvest fungicides

- A. Evaluate difenoconazole, fludioxonil, and difenoconazole-fludioxonil pre-mixtures at selected rates against gray mold, blue mold, Alternaria decay, and bull's eye rot and compare to pyrimethanil.
- B. Evaluate polyoxin-D and N-1 against gray mold, Alternaria decay, and bull's eye rot and compare to pyrimethanil and fludioxonil.
- C. Determination of baseline sensitivities. Baseline sensitivities for N-1 and polyoxin-D and other fungicides will be continued to be developed for additional fungal pathogens that are collected.

#### **Plans and Procedures**

*Evaluation membrane disruptors such as CTz or ZTz as toxicants with or without antibiotics or copper to* **E. amylovora** *in laboratory assays and small-scale field trials.* Strains of *E. amylovora* that are sensitive kasugamycin, sensitive or resistant to streptomycin (high and moderate resistant strains), and sensitive or resistant oxytetracycline will be evaluated for their sensitivity to each of the three antibiotics or copper products with or without the addition of CTz or ZTz membrane disruptors. For determination of the in vitro sensitivity, we will use the spiral gradient dilution assay where a chemical concentration gradient is established on nutrient agar in a Petri dish. Suspensions of *E. amylovora* will be determined using a computer program.

In small-scale field tests in an experimental orchard, treatments using CTz or ZTz membrane disruptors in conjunction with antibiotics or copper products will be applied to run-off to open blossoms using a hand sprayer. Each replication will consist of one branch on each of four trees. After selected time periods, blossoms will be spray-inoculated with *E. amylovora* ( $10^6$  cfu/ml), inoculated branches will be bagged overnight, and disease will be evaluated based on the number of diseased blossoms per 100 blossoms evaluated per replication. The post-infection activity of treatments will be evaluated by first inoculating blossoms and treating after 24 h.

*Field studies on the management of fire blight using protective treatments during the growing season.* Air-blast field studies on the relative efficacy of protective treatments will be conducted in an experimental apple orchard at the Kearney AgCenter where fire blight caused crop losses previously. Two applications will be done (at 10-20% and at 60-80% bloom). The relative efficacy of protective treatments of Kasumin (100 ppm) and selected SAR compounds such as Actigard and PM-1 will be used alone or in mixtures with antibiotics to evaluate the effect on efficacy and phytotoxicity. New copper formulations that use a reduced amount of copper including Kocide 3000 (0.5 lb/A), CS 2005 (150 ppm), and Previsto or Cueva (2 gal/A) will also be evaluated. The biological controls Actinovate, Blossom Protect, and Double Nickel 55 will be evaluated alone or in rotation/mixtures with other treatments to develop integrated programs for resistance management. Incidence of new blight infections on blossoms and leaves in addition to potential phytotoxic effects of the treatments (e.g., fruit russeting caused by copper) will be evaluated. Application timings will be determined based on temperature, rainfall, and host development. Treatments will be replicated four to six times on different trees. Data for chemical and biological control will be analyzed using analysis of variance and LSD mean separation procedures of SAS 9.1.

*Efficacy of new postharvest fungicides for managing apple decays in storage.* Fruit (cvs. Granny Smith and Fuji) will be treated similar to commercial practices concerning harvest, handling, packing, and temperature-management of fruit. Fruit will be wound-inoculated with conidial suspensions of several decay fungi (*B. cinerea, P. expansum, N. perennans, Alternaria* sp.) and treated after selected times. N-1 and the other fungicides (fludioxonil, difenoconazole, pre-mixtures fludioxonil/difenoconazole, and polyoxin-D) will then be evaluated in experimental packing line trials at Kearney Agricultural Center and 20-40 fruit for each of four replications will be used. For the new fludioxonil-difenoconazole pre-mixture, we will compare the efficacy of different application methods (in-line drench, CDA, and T-jet). Treatments will be compared to

pyrimethanil. Data will be analyzed using analysis of variance and averages will be separated using least significant difference mean separation procedures of SAS 9.2.

**Determination of baseline sensitivities.** Baseline sensitivities for fludioxonil and difenoconazole as well as polyoxin-D and N-1 will be continued to be developed for apple pathogens that are collected with a goal of 70 isolates for each pathogen. We will use the spiral gradient dilution method that allows for efficient, high-throughput evaluation of isolates to determine  $EC_{50}$  concentrations.

#### Benefits to the industry

*Fireblight research*. Kasugamycin was registered in Canada in 2013 and with the approval of kasugamycin by the US-EPA in 2014, tolerances and MRLs for kasugamycin will be established on pome fruit, walnut, and tomato crops. With the limited number of materials available to pome fruit growers, this new active ingredient represents a major step forward for managing fire blight in an integrated approach before resistance develops in the pathogen population. Historically, the overuse of streptomycin led to resistant pathogen populations and the over-reliance of oxytetracycline as a substitute for streptomycin has led to the first detections of oxytetracycline resistance in the pathogen. Information from this research project will help to develop integrated programs for using kasugamycin in rotations or mixtures with other antibiotics, fungicides, biologicals, and possibly SAR compounds and new materials (e.g., membrane disruptors) that will hopefully minimize the risk for the development of resistant populations of the pathogen to this antibiotic, as well as any new material. The label of Kasumin 2L will include directions for 100 ppm usage rates (64 fl oz/100 gal/A) and up to 4 applications per season with no more than two sequential applications. The product label will include guidelines for optimal use (e.g., pH, buffers needed), suggested use with adjuvants, and use in rotation or combination with other available treatments.

With removal of antibiotics as treatments for organic production, research on organic alternatives including new formulations of copper and biologicals will help the organic segment of apple production. Research in this project has already identified biologicals with consistent and inconsistent performance. Newer biologicals (e.g., Actinovate, Blossom Protect) are consistent in performance and their usage with newer copper products will help the organic apple industry manage fire blight without antibiotics.

*Postharvest decay management research*. For the packer, the challenge is to develop management programs using new fungicides for control of gray mold, blue mold, Alternaria rot, and other decays of apple. The challenge to the industry is to store fruit and provide decay-free, wholesome fruit to local and distant markets. For this, fungicide management programs have to be developed and continually adapted for control of gray mold, blue mold, and other decays of apple based on new fungicides that are replacing or supplementing the previous postharvest standard TBZ (Mertect) and allow rotations and mixtures to prevent selection of resistance in postharvest fungal pathogens. The development of several effective postharvest fungicides will improve performance and greatly decrease losses of fruit from various decays during storage in a durable program that will be effective for many years. Baseline sensitivities that we are establishing in pathogen populations will facilitate the early detection and prevent the spread of resistance. Another critical aspect of this research is improving the efficacy of each material using optimal application methods such as using postharvest re-circulating in-line drenches. Thus, information from this research directly benefits growers and packers by identifying and registering new materials, as well as development of improved application practices for control of postharvest diseases of apples.

#### References

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| Budget Request:            |  |                   |   |
|----------------------------|--|-------------------|---|
| Budget Year: <u>2014</u> . |  |                   |   |
| Funding Source:            | Apple Commission of Cali                         | ifornia           |   |
| Salaries and Benefits:     | Post-Docs/RAs                                    |                   | 5,000   |
|                            | Lab/Field Ass't                                  |                   | 2,500   |
|                            | Subtotal   |                   | 7,500   |
|                            | Employees' Benefits                              |                   | 3,500   |
|                            |  | Subtotal          | 11,000  |
| Supplies and Expenses      | *  |                   | 3,000   |
| Equipment                  |  |                   | 0   |
| Operating Expenses/E       | quipment Travel (Davis Campus only)              |                   | 0   |
| Travel                     |  |                   | 2,000   |
| Department Account N       | lo   | Total             | <u>    16,000                              </u> |
| * - Costs include expense  | ses of \$2000 for maintaining an apple orchard a | at the Kearney Ag | gCenter.  |
|                            | J. Z. Aloskang<br>Katherine Borkooih             |                   |   |
| Originator's Signature     | 1 1  |                   | Date: 12-23-13                                  |
|                            | Katherine Borkooch                               |                   |   |
| Department Chair           |  |                   | Date: <u>12-23-13</u>                           |
| Liaison Officer            |  |                   | Date:   |



# **PESTS, DISEASE & STANDARDIZATION**

### PESTS, DISEASE AND STANDARDIZATION

Over the last few years, the Commission has been successful in obtaining grant dollars to address pest, disease, and standardization issues. These grants have included starch-iodine studies which assisted the Commission in reducing subjective maturity standards, as well as Technical Assistance for Specialty Crop (TASC), and Market Access Program (MAP) to assist in the inspection process for Mexico and Taiwan pest inspection programs.

In 2011, the California Department of Food and Agriculture agreed to the Commission's request and officially repealed the mandatory standard. As a result, the industry was able to harvest Granny Smith apples based on the market and not a subjective test.

In 2012, the California Apple Commission received an additional grant to study the economic impact of the removal of the starch iodine standard. Based on the results, and thanks to the California Apple Commission, the removal of the standard has saved the industry \$18.7 million. Prior to the removal of the standard, it is estimated that the industry lost nearly \$18.7 million or approximately \$1 per box over the 13-year period.

In 2013, the Commission applied for a specialty crop block grant to assess the impacts of shade cloth on California apples. The Commission is pleased to announce that the industry was approved for this grant and began the program November 2014. The three year project will study the impacts of shade cloth on California varieties and how the cloth reduces sun burn, assists in the reduction of overhead cooling (in an effort to save water) and crop protection products and potentially assists in the improvement of apple color for marketing purposes. The Commission will continue to update the industry as this project moves forward.



## **CALIFORNIA APPLE EXPORT MARKETS**

### CALIFORNIA APPLE EXPORT AND DOMESTIC MARKET OVERVIEW

The California Apple Commission has culminated the final export numbers for the 2013/2014 season. California exported a total of 264,639 boxes. Out of the 15 countries that California exported to, most of them were at their normal or below averages. California is the second largest exporter of apples in the United States and actively receives Market Access Program dollars to help maintain these necessary export markets.

Last season, the Commission through the US Apple Export Council received \$916,447.00 for the 2013/2014 program year and will receive roughly \$1,104,764.00 for the 2014/2015 program year.

California receives several benefits from the overall funding as we are the largest exporter on the Council and participate in almost every export program. Below is a list of the top five countries and U.S. states that California shipped to this season. Enclosed is an overview of each market that receives MAP, TASC, or EMP funding, and all statistical shipping and destination information.

| 1) Canada    | (132,105) |
|--------------|-----------|
| 2) Malaysia  | (46,509)  |
| 3) Mexico    | (31,184)  |
| 4) Sri Lanka | (11,680)  |
| 5) Taiwan    | (10,309)  |
| S) Turwun    | (10,505)  |

#### Top Five U.S. States

| 1) California                | (969,932)         |
|------------------------------|-------------------|
| 2) Texas                     | (248,105)         |
| <ol><li>Washington</li></ol> | (59 <i>,</i> 851) |
| 4) Illinois                  | (53 <i>,</i> 648) |
| 5) Florida                   | (42 <i>,</i> 993) |
|                              |                   |



### FOREIGN AGRICULTURAL SERVICE

The Foreign Agricultural Service (FAS) helps expand and maintain foreign markets for US agricultural products by helping to remove trade barriers and enforcing U.S. rights under existing trade agreements. The FAS works with foreign governments, international organizations, and the Office of the U.S. Trade Representative to establish international standards and rules to improve accountability and predictability for agricultural trade. Additionally, FAS partners up with cooperators like the US Apple Export Council to help US exporters develop and maintain agricultural export markets. The FAS distributes funding to these cooperators via the Farm Bill under programs such as the Market Access Program (MAP), Technical Assistance for Specialty Crops (TASC), and Emerging Market Programs (EMP). All of these programs keep US products more competitive and counter subsidized foreign competition in the international market.

Due to the Sequester that took place in 2013, the California Apple Commission through partnering with the USAEC received \$916,447.00 for the 2013-2014 season. Most, if not all, agricultural organizations received a reduced budget. This funding allocation covered 9 export markets, 6 of which California participated in. These monies funded programs such as the Mexico Inspection program, Taiwan Inspection Program, Import and Retail trade servicing within the export markets, Consumer Communication, Trade Missions, Education and Market Research. The overall allocation to the US Apple Export Council for the 2014-2015 program year was increased to \$1,104,727.00.



## **CANADA**

Canada is California's largest and most important market, comprising of almost 60 percent of California exports. In 2013-2014, California exported 132,105 boxes to Canada with the most popular variety being the Gala. The US Apple Export Council (USAEC) views Canada as a sustainable and viable market but with limited marketable access from all States. In 2013-2014, the USAEC contributed \$132,000 to the promotion of US Apples in Canada. Since California is the primary exporter of apples to Canada, most of that funding is disseminated during the California season. In 2013, the USAEC representative in Canada, Ken Berger, visited California before the start of the California apple harvest. The purpose of the visit was to meet with the handlers intending on shipping to Canada and set up promotions with specified retailers in Canada. Throughout the season, the main goal of the USAEC in Canada is to try and have the retailers remain with California for slightly longer than they normally would. This can be achieved by convincing the Canadian retailers to switch from Southern Hemisphere fruit earlier and by having the Canadian retailers stay with the California handler for a little longer as Washington State begins their harvest. In 2013, the USAEC shifted the focus of the MAP funding being provided to emphasize quality and the early availability of California apples in an attempt to extend the California season. Initially, this program worked but ultimately price and volume from Washington State began to slow shipments from California.

In 2013, California Galas began arriving the last week of July and remained strong through most of August. Promotions and demos were timed to coincide with the arrival of California apples. The following targets and promotion were completed:

- Loblaw Companies: In-Store sampling of Granny Smith and Fuji varieties, supported by flyer ads in up to 50 stores and 4 banners across Canada
- Overwaitea Food Group: Flyer ad funding on Gala, Granny Smith and Fuji varieties in 4 banners
- Safeway: Flyer ad funding on Gala, Granny Smith and Fuji varieties
- Westcoast: Flyer ad funding on Gala, Granny Smith and Fuji varieties in 2 banners

The US and Canadian governments have been working together to set up new trade policies but with the introduction of new pests and diseases this could include a work plan. Fortunately, both governments want to streamline the trade process by eliminating the MRL differences and include known pest and disease similarities. In addition, recently the Farm Products Council of Canada proposed putting levies on imported strawberries. These levies and fees will be used to promote local strawberry production. Currently, a proposal has not been submitted for apples. The CAC has been actively involved in this area and will inform the industry of any changes.

The USAEC will assist the California Apple Commission in attaining \$126,935 for the 2014-2015 season.



## **MEXICO**

In the 2013-2014 season, California exported 31,184 boxes to Mexico. This is slightly below the previous year but nowhere near the high of 100,000 boxes in 2008. Due to the proximity and ability to import lower marketable fruit, the Mexico market continues to be a high priority market for both the California Apple Commission and the US Apple Export Council (USAEC). In 2013-2014, the USAEC committed \$110,000 to help maintain the Mexican market. As in previous seasons, the number one variety being sent to Mexico is the Granny Smith apple. Mexico importers have demonstrated significant demand during the California season but due to the high domestic prices shipments to Mexico have been diminished.

Due to the increasingly defensive posture by the Mexican government, most funding is going directly to the Mexican Oversight Program. During the last season, the CAC, through funding received by the USAEC, spent close to \$75,000 of the \$110,000 budget on the Mexico Oversight Program. The CAC has been aggressively trying to remove or reduce the Oversight Program in California and has seemingly made progress for the upcoming season (2014-2015). The Mexican government has agreed to begin reducing the Mexico Oversight Program as long as there are zero findings for the 2014-2015 season. If all goes as planned and zero pests are found at the border, Mexico has agreed to reduce the Mexico Inspector by 50% in 2015-2016 and completely eliminate the inspector by 2016-2017. On paper this agreement seems amenable but unfortunately the CAC has yet to get a definition of what a 50% reduction means.

The USAEC will assist the California Apple Commission in attaining \$138,000 for the 2014-2015 season.



### SOUTH EAST ASIA

South East Asia (SEA) is a region that consists of Malaysia, Thailand, Indonesia, Singapore, Vietnam, and the Philippines. The SEA region is quickly becoming one of California's largest markets. The SEA market is classified as a region due to its clear marketing relationships and partnerships between retailers and wholesalers. With an overall population of 523 million and a middle class that is expected to double by 2025, the USAEC considers this a growth market with a high priority. The USAEC provided \$135,000 dollars in MAP/EMP funding for marketing support in SEA. In 2013-2014 California exported 81,045 boxes to the SEA region, most of which was the Granny Smith variety.

Retail trends continue to remain unchanged in most of SEA. Although modern retail outlets are expanding into secondary cities and major towns throughout SEA, traditional retailers in the developed markets (Singapore & Kuala Lumpur) are shrinking. Due to proximity and price, China dominates the market but only among the Fuji variety. Major retailers within SEA (especially in the developed areas) are beginning to realize that to be competitive in the produce sector they should follow the structure established by the American retail market. This includes more varieties of apples, in well lit, upfront produce sections. The USAEC has been trying to capitalize on this notion by suggesting and introducing new varieties from States outside of Washington. These new varieties include Empire and Cripps Pink. For California, the main exported variety is still the Granny Smith. With the successful promotion of combining Peanut Butter and Granny Smith apples in Canada, the USAEC has discussed exploring a similar promotion campaign in SEA.

The USAEC will assist the California Apple Commission in attaining \$199,500 for the 2014-2015 season.



### <u>INDIA</u>

With India's massive population (250 million middle class population), it is quickly becoming one of the major importers of US apples. India is set to become the largest importer of apples in the world in the near future. Because of this, the USAEC has been using MAP/EMP/TASC funding to try and capture some of the opportunity. In 2013-2014, the USAEC contributed \$126,667 to the developing market.

From a CAC perspective, the Indian market, although vast with potential, is more of a niche market. The logistics of shipping to such a far off destination is a very high risk and the volume of the varieties that California would ship would most likely not be pronounced. Although this will not be a market California focuses on, the USAEC is considering it a primary focus for the promotion and timing of varieties from other partner States within the USAEC. The SCS Group, the in-country trade representative for USAEC in India, is responsible for the following activities in the country:

- Planning and executing promotional activities
- Ensuring that the USAEC meets or exceeds its consumer and trade goals
- Submitting monthly status reviews to the USAEC
- Managing USA Apple affairs in India
- Keeping in constant contact with the trade
- Meeting with and assisting USA Apple growers and shippers while they are in India
- Distribute POS materials and Branded Display items

In conjunction with the SCS Group, the USAEC conducted a Reverse Trade Mission during September 13-17, 2013. This trade mission comprised of 7 Indian importers and visited primarily the East Coast with the final destination being PMA. The SCS Group also represented the USAEC in the Aahar 2014 trade show in New Delhi and the Fresh Produce India 2014 conference in Pune, India during the 2013-14 marketing year.

The USAEC India office also conducted in-store consumer promotion campaigns with 6 Food Hall stores in cities of Delhi, Mumbai, and Bangalore over a period of 15 days. Food Hall, dealing with premium and imported food is a part of the Future Group, India's biggest retail company. This promotion campaign was very successful in generating awareness about USA Apples among target Indian consumers and increased sales by approximately 40% during the promotion period.

During July 2013 till May 2014 (as per availability of data from FAS), the export volumes touched nearly 180,000 boxes with a value of US\$ 4.18 Million, strengthening India's position as one of the fastest growing markets for USAEC. The above figure leads to a ROI of 32.25% during the 2013-14 marketing year.

The USAEC will assist the California Apple Commission in attaining \$137,667 for the 2014-2015 season.



### BRAZIL

With the World Cup being held in Brazil and the upcoming Summer Olympics, the USAEC anticipated Brazil to be a fast growing market with enormous potential. In 2012, the USAEC began making a push to utilize MAP dollars in Brazil with the intention of focusing primarily on Eastern US red varieties. Any promotional campaigns and marketing relied on the notion that a Systems Approach for the treatment of apples into Brazil would be agreed upon. Unfortunately, a Systems Approach was not agreed to and all promotional and marketing efforts were put on hold. The USAEC currently has a representative only, to maintain a presence in the market and to keep pressure on the Brazilian government.

If and when the treatment requirements are agreed to, the main competition for the US will be Southern Hemisphere stored apples and fresh apples from the European market. Europe currently enjoys a strong position in the Brazil market due to relatively low freight costs, favorable MRL tolerances, and close to zero tariffs.

The CAC does not consider Brazil a market of priority for California but does view it as a potential market for the Eastern US. Due to the current population and the growth of the middle class, if the Brazilian market can open with limited restrictions, the volume of apples exported from the US could significantly help ease the pressure on the domestic market.

The USAEC will assist the California Apple Commission in attaining \$11,000 for the 2014-2015 season.



### **RUSSIA**

Russia is still the world's largest importers of apples, importing roughly 1 million tons per year. From the US, most of these apples come from Washington State and enter through the Eastern port of Vladivostok. For California and the USAEC, Russia remains a low priority. Although Russia has demonstrated market potential, the logistics of shipping to Russia and the prices wanted are not attainable by most USAEC members.

In August 2014, due to political unrest between Russia and the West, Russia prohibited all imports from Europe and the US for 1 year. This will have a tremendous effect on the world apple market considering Washington State alone exported close to 12 million boxes to Russia. Consequently, all apples from the West and Europe that would normally go to Russia will now be in other markets.

The USAEC will maintain an in-country representative but all promotion and marketing activities will be terminated until the constraints have been lifted. The Commission anticipates that the export restrictions will be lifted by the 2015-2016 California apple season.

The USAEC will assist the California Apple Commission in attaining \$5,000 for the 2014-2015 season.



### **CENTRAL AMERICA**

In 2013-2014, the USAEC began increasing activities in Central America. For the USAEC marketing program, the Central American market consists of Guatemala, Costa Rica, El Salvador, Honduras, Panama, Nicaragua, and the Dominican Republic. Over the last several years, Central America has become increasingly important to Michigan and the Eastern US. Due to the proximity of Central America and their willingness to purchase smaller sized fruit, the market has been increasingly attractive to many Eastern shippers.

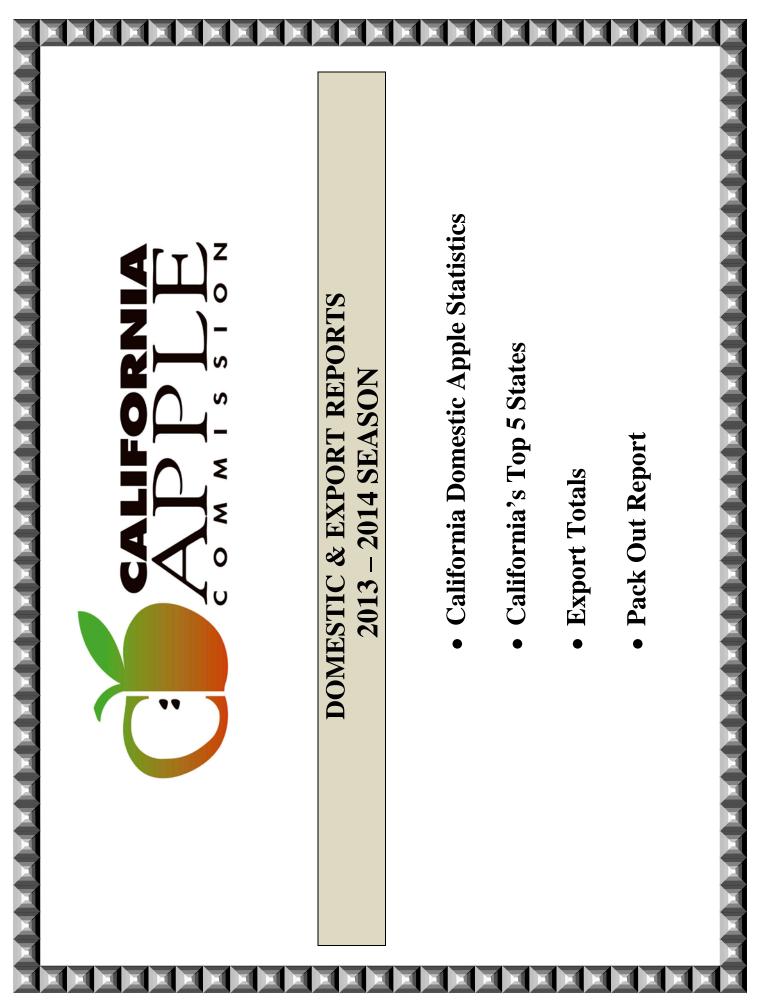
The in-country representative, Groupo PM, divided the 2013-2014 program into two sections: trade activities and consumer oriented activities. As part of the trade activities, Groupo PM oversaw the trade servicing, merchandising, and activities performed by the merchandising team with one merchandiser covering each market. This team gathered market information, delivered POS materials, and was in daily contact with the retailers and importers within each market. The consumer oriented activities included educational materials, POS materials, and in-store sampling. This allowed Groupo PM to reach out to the consumer and demonstrate a consistent message about the benefits of US apples. In October 2013, the USAEC hosted a Reverse Trade Mission to the Eastern US. The purpose of this mission was to introduce Central American importers during the beginning of the Eastern US season so that they could see the quality and the varieties being offered.

Over the last several seasons, Central America has become less of a priority to California due to the domestic market prices being extremely strong. Unfortunately, the demand for California apples in Central America is clearly evident but the unwillingness of importers to meet the price demands of California exporters has extremely limited the exports. With market fluctuations, Central America could once again be relied upon to take some of California's low-end fruit and therefore the CAC will continue to support program activities.

The USAEC will assist the California Apple Commission in attaining \$103,625 for the 2014-2015 season.



# CALIFORNIA APPLE DOMESTIC AND EXPORT STATISTICS



|                   |           | CAL          | CALIFORNIA APPLE COMMISSION 2004 | IMISSION 2004 - 2005 |          |         |           |
|-------------------|-----------|--------------|----------------------------------|----------------------|----------|---------|-----------|
| 07.471            | 0 11 0    |              |                                  |                      |          | 0.11110 | 101       |
| SIAIE             | GALA      | GRANNY SMITH | FUJI                             | PINK LADY            | BRAEBURN | OTHER   | TOTAL     |
| ALABAMA           | 4733      | 20296        | 147                              |                      |          |         | 25176     |
| ARIZONA           | 46215     | 22354        | 15932                            | 15877                | 1899     |         | 102277    |
| ARKANSAS          |           |              |                                  | 490                  |          |         | 490       |
| CALIFORNIA        | 481834    | 572472       | 202152                           | 99255                | 15826    | 14180   | 1385719   |
| COLORADO          | 10029     | 8384         | 2595                             | 5893                 | 1247     | 588     | 28736     |
| CONNECTICUT       | 4141      | 6938         | 441                              | 343                  |          |         | 11863     |
| DIST. OF COLUMBIA | 2009      | 588          |                                  |                      |          |         | 2597      |
| FLORIDA           | 32807     | 67383        | 3739                             | 539                  | 49       | 147     | 104664    |
| GEORGIA           | 15447     | 35147        | 4131                             | 4765                 | 20       | 385     | 59945     |
| HAWAII            | 3961      | 213          | 7904                             |                      |          |         | 12638     |
| IDAHO             | 1063      | 152          |                                  |                      |          |         | 1215      |
| ILLINOIS          | 19231     | 48388        | 4923                             | 5151                 | 284      | 984     | 78961     |
| INDIANA           | 21948     | 13026        | 1647                             | 1720                 | 83       | 151     | 38575     |
| IOWA              | 1911      | 12488        | 5767                             | 1813                 |          |         | 21979     |
| KANSAS            | 829       | 1190         | 1630                             | 660                  | 300      |         | 4609      |
| KENTUCKY          | 9343      | 7929         | 1001                             | 2100                 | 98       |         | 20471     |
| LOUISIANA         | 3490      |              | 877                              | 343                  | 147      |         | 15219     |
| MAINE             |           |              |                                  | 147                  |          |         | 21195     |
| MARYLAND          | 10490     |              | 3981                             | 5096                 |          |         | 49129     |
| MASSACHUSETTS     | 7385      | 50616        | 2464                             | 2456                 | 588      | 898     | 64407     |
| MICHIGAN          | 42482     | 53382        | 11655                            | 5660                 |          | 735     | 113914    |
| MINNESOTA         | 10443     | 37584        | 3163                             | 1519                 | 389      | 897     | 53995     |
| MISSISSIPPI       |           | 6178         | 253                              | 441                  |          |         | 6872      |
| MISSOURI          | 27428     | 30857        | 2915                             | 3237                 | 245      |         | 64682     |
| MONTANA           | 2         |              |                                  |                      |          |         | 2         |
| NEBRASKA          | 399       | 959          | 006                              |                      |          |         | 2258      |
| NEVADA            | 1764      | 2067         | 1684                             |                      | 86       |         | 5613      |
| NEW JERSEY        | 12626     | 35047        | 8796                             | 1647                 | 379      | 682     | 59177     |
| NEW MEXICO        |           | 245          | 56                               |                      |          |         | 301       |
| NEW YORK          | 10546     | 140756       | 10677                            | 10143                | 23       |         | 172145    |
| NORTH CAROLINA    | 8702      | 1822         | 1890                             |                      |          |         | 12414     |
| NORTH DAKOTA      | 98        | 49           |                                  |                      |          |         | 147       |
| OHO               | 24331     | 31186        | 6976                             | 4161                 |          |         | 66654     |
| OKLAHOMA          | 660       | 1676         |                                  | 490                  |          |         | 2826      |
| OREGON            | 3960      | 3403         | 274                              |                      | 226      | 3117    | 10980     |
| PENNSYLVANIA      | 22595     | 50702        | 1975                             | 1174                 |          | 802     | 77248     |
| SOUTH CAROLINA    | 2142      | 4475         | 770                              |                      |          |         | 7387      |
| SOUTH DAKOKTA     | 147       |              |                                  |                      |          |         | 147       |
| TENNESSEE         | 17490     | 14881        | 1481                             | 2892                 | 480      |         | 37224     |
| TEXAS             | 109934    | 123195       | 13452                            | 41016                | 654      | 833     | 289084    |
| UTAH              | 1759      | 2262         | 2414                             | 833                  | 120      |         | 7388      |
| VERMONT           | 21        |              |                                  |                      |          | 49      | 70        |
| VIRGINIA          | 3450      | 2770         | 49                               |                      |          |         | 6269      |
| WASHINGTON        | 14875     | 42601        | 9059                             | 14481                | 613      | 281     | 81910     |
| WISCONSIN         | 7421      | 6995         | 885                              | 196                  |          |         | 15497     |
| TOTAL             | 1,000,141 | 1,522,188    | 338,655                          | 234,538              | 23,818   | 24,729  | 3,144,069 |

|                   |         | CAL         | ALIFORNIA APPLE COMMISSION 2005 | AMISSION 2005 - 2006 |          |        |           |
|-------------------|---------|-------------|---------------------------------|----------------------|----------|--------|-----------|
| 11470             | 4 14 0  |             |                                 |                      |          | OTITD  | 10 T O T  |
| SIAIE             | GALA    | GRANNT SMII | FUJI                            |                      | BKAEBUKN | OIHEK  | IUIAL     |
| ALABAMA           | 8590    |             |                                 | 98                   |          |        | 21302     |
| ARIZONA           | 35616   | 46533       | 5976                            | 6925                 | 3224     | 966    | 99240     |
| CALIFORNIA        | 345553  | 586557      | 233198                          | 86394                | 10523    | 19017  | 1281242   |
| COLORADO          | 12876   | 15412       |                                 | 2628                 | 1720     | 685    | 33321     |
| CONNECTICUT       | 5818    | 9423        | 73                              |                      |          |        | 15314     |
| DIST. OF COLUMBIA |         | 1029        |                                 |                      |          |        | 1029      |
| FLORIDA           | 19077   | 62217       | 13679                           | 1456                 | 27       | 367    | 96823     |
| GEORGIA           | 11679   |             | 5771                            | 1253                 | 182      | 413    | 61679     |
| HAWAII            | 1849    |             | 6992                            | 98                   |          |        | 11098     |
| IDAHO             | 241     |             | 86                              | 349                  |          |        | 4054      |
| ILLINOIS          | 12446   | 36630       | 5370                            | 4345                 | 877      | 1794   | 61462     |
| INDIANA           | 7627    | 27558       | 1147                            | 3323                 | 196      | 1872   | 41723     |
| IOWA              | 980     | 13392       | 980                             | 980                  | 980      |        | 17312     |
| KANSAS            | 3048    | 3587        | 774                             | 1099                 | 372      |        | 8880      |
| KENTUCKY          | 3059    | 13237       | 3297                            | 535                  |          | 197    | 20325     |
| LOUISIANA         | 3618    | 5136        | 1078                            |                      |          |        | 9832      |
| MAINE             |         | 19860       |                                 |                      |          |        | 19860     |
| MARYLAND          | 15104   |             | 4399                            | 7694                 | 244      | 196    | 63070     |
| MASSACHUSETTS     | 9139    | 116721      |                                 | 1267                 |          |        | 127127    |
| MIAMI             | 88      |             |                                 |                      |          |        | 88        |
| MICHIGAN          | 20632   | 61084       | 14578                           | 6246                 | 343      | 294    | 103177    |
| MINNESOTA         | 9486    | 42536       | 1609                            | 1351                 | 202      | 331    | 55820     |
| MISSISSIPPI       | 4910    | 8428        | 2142                            |                      |          |        | 15480     |
| MISSOURI          | 10864   | 24705       | 6809                            | 2058                 | 392      |        | 44828     |
| NEBRASKA          | 751     | 1499        |                                 |                      |          |        | 2250      |
| NEVADA            | 2310    | 2573        | 1488                            | 421                  | 490      |        | 7282      |
| NEW JERSEY        | 24084   | 43424       | 5293                            | 6618                 | 231      | 691    | 80341     |
| NEW MEXICO        | 196     | 98          |                                 |                      |          |        | 294       |
| NEW YORK          | 10493   | 101993      | 9141                            | 3670                 | 98       | 86     | 125481    |
| NORTH CAROLINA    | 5773    | 6646        | 4535                            | 819                  | 451      |        | 18224     |
| OHIO              | 17958   | 28239       | 8797                            | 2090                 | 147      | 49     | 57280     |
| OKLAHOMA          | 1313    | 441         | 343                             | 735                  |          |        | 2832      |
| OREGON            | 4419    | 7434        | 58                              | 84                   | 794      | 5387   | 18176     |
| PENNSYLVANIA      | 13036   | 35101       | 624                             | 98                   | 392      | 504    | 49755     |
| SOUTH CAROLINA    | 4410    | 8491        | 833                             |                      |          |        | 13734     |
| TENNESSEE         | 16744   | 32722       | 3875                            | 5398                 | 49       |        | 58788     |
| TEXAS             | 75792   | 131056      | 22161                           | 36854                | 1109     | 2193   | 269165    |
| UTAH              | 3713    | 1946        | 1049                            | 1139                 | 98       |        | 7945      |
| VERMONT           | 1232    | 2146        | 35                              |                      | 28       | 42     | 3483      |
| VIRGINIA          | 5674    | 4518        | 882                             |                      | 1225     |        | 12299     |
| W ASHINGTON       | 23680   | 44760       | 2531                            | 2166                 | 1193     | 441    | 74771     |
| WEST VIRGINIA     |         | 49          |                                 |                      |          |        | 49        |
| WISCONSIN         | 5534    | 11914       | 1211                            | 3528                 | 1027     |        | 23214     |
| TOTAL             | 759,412 | 1,655,048   | 370,826                         | 191,719              | 26,919   | 35,525 | 3,039,449 |

|                   |         | CA                  | ALIFORNIA APPLE COMMISSION 2006 | AMISSION 2006 - 2007 |          |        |           |
|-------------------|---------|---------------------|---------------------------------|----------------------|----------|--------|-----------|
| STATE             | GALA    | <b>GRANNY SMITH</b> | FUJI                            | PINK LADY            | BRAEBURN | OTHER  | TOTAL     |
| ALABAMA           | 2656    | 4399                |                                 |                      |          |        | 7055      |
| ARIZONA           | 30400   | 23025               | 5028                            | 147                  | 1899     |        | 66499     |
| ARKANSAS          |         | 282                 |                                 |                      |          |        | 585       |
| CALIFORNIA        | 204262  | 286417              | 200049                          | 56273                | 6810     | 13478  | 1067289   |
| COLORADO          | 9403    | 36244               | 3913                            | 5946                 | 1938     | 781    | 58225     |
| CONNECTICUT       | 336     | 5425                |                                 |                      |          |        | 5761      |
| DIST. OF COLUMBIA |         | 1071                |                                 |                      |          |        | 1071      |
| FLORIDA           | 26197   | 69204               | 10275                           |                      |          | 544    | 106220    |
| GEORGIA           | 12266   | 36035               | 3730                            | 2580                 |          | 756    | 55367     |
| HAWAII            | 111     | 320                 | 2784                            | 49                   |          |        | 3930      |
| IDAHO             | 98      |                     | 49                              |                      |          |        | 147       |
| ILLINOIS          | 10096   | 53889               | 2889                            | 196                  | 2413     | 855    | 46338     |
| INDIANA           | 17419   | 33295               | 2286                            | 1617                 | 173      | 844    | 55634     |
| IOWA              | 4935    | 15631               | 490                             | 1515                 | 3234     | 10     | 25815     |
| KANSAS            | 1281    | 4333                | 2548                            | 341                  | 735      |        | 9238      |
| КЕNTUCKY          | 11193   | 16981               | 126                             | 686                  |          | 162    | 29148     |
| LOUISIANA         | 3267    | 2255                | 665                             |                      |          |        | 6187      |
| MAINE             | 2646    | 20952               |                                 | 1182                 |          |        | 24780     |
| MARYLAND          | 7987    | 21705               | 2199                            | 3276                 |          | 238    | 35405     |
| MASSACHUSETTS     | 10051   | 48224               | 5488                            | 196                  |          |        | 63959     |
| MICHIGAN          | 30560   | 41796               | 12812                           | 8174                 |          |        | 93342     |
| MINNESOTA         | 3475    | 27835               |                                 |                      |          | 232    | 31542     |
| MISSISSIPPI       | 1115    |                     | 1015                            |                      |          |        | 5093      |
| MISSOURI          | 20077   | 151876              | 2827                            | 6538                 |          |        | 181318    |
| NEBRASKA          | 880     | 1554                | 420                             |                      |          |        | 2854      |
| NEVADA            | 271     | 3152                | 1691                            | 147                  |          |        | 5261      |
| NEW HAMPSHIRE     |         | 21                  |                                 |                      |          | 98     | 119       |
| NEW JERSEY        | 6124    | 22393               | 1029                            |                      |          | 215    | 29761     |
| NEW MEXICO        |         |                     | 740                             |                      |          |        | 740       |
| NEW YORK          | 5586    | 82820               | 2731                            | 2031                 |          |        | 93168     |
| NORTH CAROLINA    | 2622    |                     | 3871                            |                      |          |        | 6493      |
| OHIO              | 22764   | 60542               | 5932                            | 5444                 |          | 83     | 94765     |
| OKLAHOMA          | 5966    | 2118                |                                 |                      |          |        | 8084      |
| OREGON            | 2513    |                     |                                 | 1735                 | 49       | 245    | 8940      |
| PENNSYLVANIA      | 6206    | 23398               | 6392                            |                      | 160      | 394    | 36550     |
| RHODE ISLAND      |         | 196                 |                                 |                      |          |        | 196       |
| SOUTH CAROLINA    | 360     | 343                 |                                 |                      |          |        | 703       |
| TENNESSEE         | 6012    | 24801               |                                 |                      |          |        | 30813     |
| TEXAS             | 68366   | 161211              | 14463                           | 27939                | 3645     | 1470   | 277094    |
| UTAH              | 6978    | 6519                |                                 | 1326                 | 294      |        | 15117     |
| VIRGINIA          | 5529    | 5052                | 730                             |                      |          |        | 11311     |
| WASHINGTON        | 37198   | 27844               |                                 |                      |          |        | 65042     |
| WEST VIRGINIA     |         | 98                  |                                 |                      |          |        | 86        |
| WISCONSIN         | 4291    |                     | 147                             | 511                  |          |        | 9408      |
| TOTAL             | 592,163 | 1,617,379           | 297,319                         | 127,849              | 21,350   | 20,405 | 2,676,465 |

|                   |         | CA                  | LIFORNIA APPLE CON | CALIFORNIA APPLE COMMISSION 2007 - 2008 |          |        |           |
|-------------------|---------|---------------------|--------------------|---|----------|--------|-----------|
| STATE             | GALA    | <b>GRANNY SMITH</b> | FUJI               | PINK LADY                               | BRAEBURN | OTHER  | TOTAL     |
| ALABAMA           | 2007    | 1877                | 320                |   |          |        | 9204      |
| ARIZONA           | 34869   | 21659               | 8327               | 658                                     |          | 57     | 65560     |
| ARKANSAS          | 2749    | 1552                |                    |   |          |        | 4301      |
| CALIFORNIA        | 164591  | 401910              | 211817             | 73568                                   | 13359    | 16357  | 881602    |
| COLORADO          | 14522   | 18184               | 2796               | 2744                                    | 172      | 371    | 38789     |
| CONNECTICUT       |         | 637                 |                    |   |          | 637    | 1274      |
| DIST. OF COLUMBIA |         | 196                 |                    |   |          |        | 196       |
| FLORIDA           | 27818   | 11543               | 796                | 1139                                    | 245      | 683    | 42224     |
| GEORGIA           | 11209   | 17193               | 3325               |   |          | 731    | 32458     |
| HAWAII            | 1352    | 36                  | 2094               | 419                                     | 14       | 181    | 4096      |
| IDAHO             | 1380    | 518                 |                    |   |          |        | 1898      |
| ILLINOIS          | 6389    | 22202               | 2411               | 3648                                    | 2450     | 2286   | 39386     |
| INDIANA           | 23194   | 19032               | 370                | 392                                     | 444      | 1176   | 44608     |
| IOWA              |         | 8701                | 3517               | 980                                     | 2576     |        | 15774     |
| KANSAS            | 1959    |                     | 86                 | 3185                                    |          |        | 5242      |
| КЕNTUCKY          | 7624    | 9313                |                    |   |          |        | 16937     |
| LOUISIANA         | 4312    | 3129                |                    |   |          |        | 7441      |
| MAINE             | 2111    | 23199               | 022                |   |          |        | 26080     |
| MARYLAND          | 9861    | 13381               | 541                | 2100                                    | 637      | 280    | 26800     |
| MASSACHUSETTS     | 10845   | 29823               | 147                | 2401                                    |          |        | 43216     |
| MICHIGAN          | 20274   | 15431               | 5718               | 196                                     |          | 588    | 42207     |
| MINNESOTA         | 3509    | 28185               | 21                 | 441                                     | 2458     | 619    | 35233     |
| MISSISSIPPI       | 3045    | 6026                | 245                |   |          |        | 9316      |
| MISSOURI          | 30558   | 11485               | 3708               | 4984                                    |          |        | 50735     |
| MONTANA           | 0       | 0                   | 0                  | 0                                       | 0        | 0      | 0         |
| NEBRASKA          | 4015    | 2126                | 63                 |   | 63       |        | 6267      |
| NEVADA            | 2824    | 5802                | 1705               |   | 230      |        | 10561     |
| NEW HAMPSHIRE     | 103     | 221                 |                    |   |          | 424    | 748       |
| NEW JERSEY        | 3829    | 15642               | 2520               | 294                                     |          | 396    | 22681     |
| NEW MEXICO        | 1323    | 3170                | 640                |   |          |        | 5133      |
| NEW YORK          | 9609    | 59925               | 2675               | 2450                                    | 49       | 478    | 71673     |
| NORTH CAROLINA    | 8894    | 4251                | 1095               |   |          |        | 13145     |
| OHO               | 28481   | 25165               | 4282               | 294                                     |          | 293    | 58515     |
| OKLAHOMA          | 6035    |                     | 2400               |   |          |        | 8435      |
| OREGON            | 2569    | 629                 | 372                |   | 97       | 963    | 4630      |
| PENNSYLVANIA      | 8453    | 15585               | 476                |   |          | 227    | 24741     |
| RHODE ISLAND      | 49      | 490                 |                    |   |          |        | 539       |
| SOUTH CAROLINA    | 3221    | 670                 | 140                |   |          |        | 4031      |
| TENNESSEE         | 8584    | 16207               |                    | 49                                      |          |        | 24840     |
| TEXAS             | 61877   | 107510              | 12190              | 32238                                   | 1655     | 980    | 216450    |
| UTAH              | 10760   | 4261                | 1215               | 147                                     | 137      |        | 16520     |
| VERMONT           | 0       | 0                   | 0                  | 0                                       | 0        | 0      | 0         |
| VIRGINIA          | 6371    | 3574                | 1365               | 539                                     |          |        | 11849     |
| WASHINGTON        | 5414    | 6932                |                    |   | 98       | 189    | 12633     |
| WEST VIRGINIA     | 0       | 0                   | 0                  | 0                                       | 0        | 0      | 0         |
| WISCONSIN         | 2909    | 4760                |                    | 959                                     |          |        | 8628      |
| WYOMING           | 4220    | 2640                | 570                |   |          |        | 7430      |
| TOTAL             | 565,205 | 944,772             | 278,729            | 133,825                                 | 24,684   | 27,916 | 1,974,026 |

|                   |         | CAL                 | ALIFORNIA APPLE COMMISSION 2008 | IMISSION 2008 - 2009 |          |        |           |
|-------------------|---------|---------------------|---------------------------------|----------------------|----------|--------|-----------|
| STATE             | GALA    | <b>GRANNY SMITH</b> | FUJI                            | <b>CRIPPS PINK</b>   | BRAEBURN | OTHER  | TOTAL     |
| ALABAMA           | 17805   | 10038               | 3914                            |                      |          |        | 31757     |
| ALASKA            | 98      |                     |                                 |                      |          |        | 86        |
| ARIZONA           | 24454   | 30298               | 4107                            | 1078                 |          | 24     | 59961     |
| ARKANSAS          | 6475    | 525                 |                                 |                      |          |        | 7000      |
| CALIFORNIA        | 274786  | 673536              | 177101                          | 93594                | 4384     | 25446  | 1248847   |
| COLORADO          | 12467   | 17015               | 3761                            | 3111                 | 844      | 1260   | 38458     |
| CONNECTICUT       | 196     | 2707                |                                 |                      |          |        | 2903      |
| DIST. OF COLUMBIA | 98      |                     |                                 |                      |          |        | 98        |
| FLORIDA           | 47269   | 21400               | 1081                            | 98                   | 234      | 3263   | 73345     |
| GEORGIA           | 15113   | 23352               | 4315                            |                      | 147      | 735    | 43662     |
| HAWAII            | 1116    | 229                 | 2709                            |                      |          |        | 4502      |
| IDAHO             | 5261    | 539                 | 294                             |                      |          |        | 6094      |
| ILLINOIS          | 21029   | 34519               | 3986                            | 343                  | 98       | 2298   | 62273     |
| INDIANA           | 15385   | 18390               | 2816                            | 1260                 | 84       | 1957   | 39892     |
| IOWA              | 588     | 3094                |                                 |                      |          |        | 3682      |
| KANSAS            | 1793    | 1029                | 147                             | 245                  |          |        | 3214      |
| KENTUCKY          | 11478   | 12793               | 1274                            | 666                  |          | 310    | 26521     |
| LOUISIANA         | 5026    | 4782                | 875                             |                      |          |        | 10683     |
| MAINE             |         | 13174               |                                 |                      |          |        | 13174     |
| MARYLAND          | 9307    | 44072               | 735                             | 1323                 | 196      | 49     | 55682     |
| MASSACHUSETTS     | 13838   | 74234               | 1568                            | 2030                 |          | 247    | 91917     |
| MICHIGAN          | 35521   | 67219               | 8872                            | 9342                 |          |        | 120954    |
| MINNESOTA         | 7742    | 30086               | 787                             | 1666                 | 28       | 2464   | 42773     |
| MISSISSIPPI       | 7868    | 4646                | 98                              |                      |          |        | 12612     |
| MISSOURI          | 27449   | 16864               | 3066                            | 774                  | 98       |        | 48251     |
| MONTANA           |         | 91                  |                                 |                      |          | 49     | 140       |
| NEBRASKA          | 5605    | 3525                |                                 |                      |          |        | 9130      |
| NEVADA            | 49      | 3772                | 196                             |                      |          |        | 4017      |
| NEW HAMPSHIRE     | 196     | 735                 |                                 |                      | 221      | 285    | 1437      |
| NEW JERSEY        | 11738   | 46759               | 441                             |                      | 441      | 372    | 59751     |
| NEW MEXICO        | 7450    | 2742                |                                 |                      | 186      |        | 10378     |
| NEW YORK          | 11631   | 84835               | 2033                            | 2295                 | 285      | 758    | 101837    |
| NORTH CAROLINA    | 21744   | 8981                | 2905                            |                      |          |        | 33630     |
| NORTH DAKOTA      |         | 49                  |                                 |                      |          |        | 49        |
| OHO               | 33557   | 34912               | 4914                            | 6057                 | 147      | 349    | 79936     |
| OKLAHOMA          | 10081   | 3379                | 935                             |                      |          |        | 14395     |
| OREGON            | 8598    | 9562                | 2170                            | 735                  | 294      | 4403   | 25762     |
| PENNSYLVANIA      | 18972   | 32776               | 977                             | 294                  | 441      | 859    | 54319     |
| SOUTH CAROLINA    | 4345    | 4896                |                                 |                      |          |        | 9241      |
| SOUTH DAKOTA      | 98      |                     |                                 |                      |          |        | 98        |
| TENNESSEE         | 18900   | 21901               |                                 | 1022                 |          |        | 41823     |
| TEXAS             | 98687   | 130521              | 11938                           | 27833                | 245      | 2759   | 271983    |
| UTAH              | 14046   | 11734               | 3798                            | 2205                 |          |        | 31783     |
| VIRGINIA          | 13701   | 10329               | 882                             | 147                  |          |        | 25059     |
| WASHINGTON        | 20675   | 26060               | 2597                            |                      |          | 471    | 49803     |
| WISCONSIN         | 11926   | 5619                |                                 |                      |          |        | 17545     |
| WYOMING           | 8355    | 3960                |                                 |                      |          |        | 12315     |
| TOTAL             | 882,516 | 1,552,127           | 255,292                         | 156,118              | 8,373    | 48,358 | 2,902,784 |

|                   |          |                     | CALIFORNIA APPL | CALIFORNIA APPLE COMMISSION 2009 | - 2010   |        |           |
|-------------------|----------|---------------------|-----------------|----------------------------------|----------|--------|-----------|
| STATE             | GALA     | <b>GRANNY SMITH</b> | FUJI            | <b>CRIPPS PINK</b>               | BRAEBURN | OTHER  | TOTAL     |
| ALABAMA           | 22663    |                     |                 |                                  |          |        | 22663     |
| ARIZONA           | 26552.6  | 19541               | 3420.2          | 2798                             |          | 91     | 52402.8   |
| ARKANSAS          | 13630    | 3885                |                 |                                  |          |        | 17515     |
| CALIFORNIA        | 149145.5 | 369232              | 102671.4        | 56641                            | 9459.9   | 7272   | 694421.8  |
| COLORADO          | 8166     | 4477                | 6486            | 1253                             | 955      | 625    | 21962     |
| CONNECTICUT       | 588      | 1813                |                 |                                  |          |        | 2401      |
| DIST. OF COLUMBIA | 196      | 98                  |                 |                                  |          |        | 294       |
| FLORIDA           | 41921.5  | 7412                | 4711            |                                  | 86       | 298    | 54940.5   |
| GEORGIA           | 15769.2  | 6911                | 4354            |                                  | 490      | 196    | 27720.2   |
| HAWAII            | 963      | 196                 | 1470            |                                  |          |        | 2629      |
| IDAHO             |          |                     |                 |                                  |          |        | 0         |
| ILLINOIS          | 30488.3  | 13201               | 2799            | 392                              | 294      | 1478   | 53652.3   |
| INDIANA           | 32647    | 12166               | 5726            | 238                              | 245      | 392    | 51414     |
| IOWA              |          |                     | 141             | 980                              | 14       |        | 4453      |
| KANSAS            | 132.3    |                     | 679             | 294                              |          |        | 1105.3    |
| KENTUCKY          | 12877    | 5831                | 98              |                                  | 147      | 175    | 19128     |
| LOUISIANA         | 6530     |                     | 2625            |                                  |          |        | 11295     |
| MAINE             | 4140     |                     |                 |                                  |          |        | 26982     |
| MARYLAND          | 2598     |                     | 3758            | 86                               | 147      | 536    | 34404     |
| MASSACHUSETTS     | 3773     |                     | 2914            | 3073                             | 2082     | 21     | 50847     |
| MICHIGAN          | 20237.2  |                     | 882             | 4265                             |          |        | 52840.2   |
| MINNESOTA         | 5537     | 33074               | 35              | 490                              | 147      | 1055   | 40338     |
| MISSISSIPPI       | 6480     |                     | 49              |                                  |          |        | 7298      |
| MISSOURI          | 24122    | 3360                | 3555            | 2591                             |          |        | 33628     |
| MONTANA           | 441      | 294                 | 98              |                                  | 49       |        | 882       |
| NEBRASKA          | 10755    | 2040                |                 |                                  |          |        | 12795     |
| NEVADA            | 9400     | 4428                |                 |                                  |          |        | 13828     |
| NEW HAMPSHIRE     | 196      | 949                 | 147             |                                  |          | 226    | 1518      |
| NEW JERSEY        | 9596.3   | 18128               |                 |                                  |          | 484    | 28208.3   |
| NEW MEXICO        | 10685    | 196                 | 147             | 86                               | 49       |        | 11175     |
| NEW YORK          | 12789.3  | 61930               | 4221            | 2606                             | 2576     | 327    | 84449.3   |
| NORTH CAROLINA    | 12041    | 2212                | 2115            |                                  |          | 21     | 16389     |
| NORTH DAKOTA      | 98       |                     |                 |                                  |          |        | 98        |
| OHO               | 31194    | 12076               | 2655            | 3670                             |          | 439    | 50034     |
| OKLAHOMA          | 16354    | 1505                | 2520            |                                  |          |        | 20379     |
| OREGON            | 2298     | 5037                | 1666            |                                  | 98       | 189    | 9288      |
| PENNSYLVANIA      | 21725.05 | 30759               | 4277.7          |                                  | 667.1    | 963    | 58391.85  |
| SOUTH CAROLINA    | 8970     | 1054                |                 |                                  |          |        | 10024     |
| SOUTH DAKOTA      |          |                     |                 |                                  |          |        | 0         |
| TENNESSEE         | 23015.4  | 8267.9              | 98              |                                  |          |        | 31381.3   |
| TEXAS             | 90441.18 | 61265               | 7539            | 22239                            | 245      | 1421   | 183150.18 |
| ИТАН              | 24394    | 6667                | 3724            | 224                              |          |        | 35009     |
| VIRGINIA          | 9983.5   |                     | 398.3           |                                  |          |        | 14846.8   |
| WASHINGTON        | 14969    | 6605                | 5334            |                                  |          | 105    | 27013     |
| WISCONSIN         | 9708     |                     | 2800            | 147                              | 182      |        | 16657     |
| WYOMING           | 15253    |                     |                 |                                  |          |        | 18757     |
| TOTAL             | 763,463  | 839,175             | 189,114         | 102,097                          | 17,945   | 16,814 | 1,928,608 |

| CRAINY SMITH         FULI         CRIPPS FINK         BRAEBURN         F           4         40         714         400         1600         1600           47169         714         400         1600         <   |  |           |                     |          |             |          |          |           |       |
|---|--|-----------|---------------------|----------|-------------|----------|----------|-----------|-------|
| (M.M.)         (140)         (140)         (  | STATE  | GALA      | <b>GRANNY SMITH</b> | FUJI     | CRIPPS PINK | BRAEBURN | OTHER    | TOTAL     |       |
| M.M.         Description         Control         Contro         Control         Control <t< td=""><td>AMA</td><td>14342</td><td></td><td></td><td></td><td></td><td></td><td>14391</td></t<>            | AMA  | 14342     |                     |          |             |          |          | 14391     |       |
| (5)         (5) <td>DNA</td> <td>59031</td> <td>42189</td> <td>714</td> <td>490</td> <td>1593</td> <td>269</td> <td>104286</td>   | DNA  | 59031     | 42189               | 714      | 490         | 1593     | 269      | 104286    |       |
| Resolution         36880.4         3600.20         26840.4         3600.7         26840.4         3600.7 <th< td=""><td>NSAS</td><td>3960</td><td></td><td></td><td></td><td></td><td></td><td>7660</td></th<>                                       | NSAS   | 3960      |                     |          |             |          |          | 7660      |       |
| RedDing         (101  | ORNIA  | 336880.4  | 360229.7            | 258476.4 | 84676.7     | 16105.2  | 27485.53 | 1083854   |       |
| IDDUT         END         END </td <td>RADO</td> <td>10817.8</td> <td>6159</td> <td>2093</td> <td>1909</td> <td>49</td> <td>1225</td> <td>22252.8</td>  | RADO   | 10817.8   | 6159                | 2093     | 1909        | 49       | 1225     | 22252.8   |       |
| FC CLUNEIX         SEG         T/34         T/36         T/31           CF CLUNEIX         T/2000         16012         4.96         10.0           CH         702.30         16612         4.96         10.0           CH         702.30         16612         4.96         10.0           SI         - 47063         233.66         4.96         10.0           SI         - 720         2600         9.06         4.96         10.0           A         - 720         2600         9.06         10.0         10.0           A         - 720         9.06         10.0         10.0         10.0           A         - 720         2600         2500         2500         2500         2500           A         - 450         2600         2600         2600         2600         2600         2600         2600         2600         2600         2600         2600         2600         2600         2600   | ECTICUT  |           | 2940                |          |             |          |          | 2940      |       |
| (1)         (2,579.0.6)         (300.1         (343.6)         (341.6) <th< td=""><td>OF COLUMBIA</td><td>854</td><td>487</td><td>86</td><td></td><td></td><td></td><td>1736</td></th<> | OF COLUMBIA  | 854       | 487                 | 86       |             |          |          | 1736      |       |
| v         2003.05         155.12         0.436         0.03           i         407.66.3         253.16.8         47.86         0.03           i         107.63         253.16.8         47.86         0.03           i         107.64         203.64         0.03         0.03           i         107.64         203.64         0.03         0.03           i         107.64         107.64         0.03         0.03           i         107.84         107.84         0.03         0.03           i         107.84         0.03         0.0440         0.03           i         107.84         0.03         0.041         0.03           i         108.84         0.03         0.03         0.03           i         109.84         0.03         0.03         0.03           i         109.84         0.03         0.03         0.03           i         109.84         0.03         0.03<  | DA   | 25780.6   | 13003.1             | 4368     | 240.1       | 128.1    | 499      | 44018.9   |       |
| (III)         (IIII)         (III)         (IIII)         (IIII)         (IIII)       <   | (GIA   | 20929.8   | 15512               | 4246     | 1078        |          | 927.1    | 42692.9   |       |
| 4796         2536.6         4776         <   |  | 987       | 123                 | 441      |             |          |          | 1551      |       |
| (1)         (16346         9064         4.375         4   | SIC  | 40796.3   | 25316.8             | 4796     |             |          | 538.5    | 71447.6   |       |
| N         2072         2066         147         0         0         0           N         1424         147         946         147         960         0           N         1423         1074         147         960         0         0           N         1423         1433         2496         239         217         960           N         1490         2496         2496         239         217         960           N         1490         2496         2496         236         217         960           N         1490         2496         2496         2496         236         217           N         1490         2496         2496         246         266         217           N         1490         244         246         266         266         266           N         1417         147         266         266         266         266           N         1417         147         266         266         266         266           N         1417         147         147         266         266         266         266         266         266 <t< td=""><td>AA</td><td>16546</td><td>6054</td><td>4375</td><td></td><td>98</td><td>1939</td><td>32012</td></t<>  | AA   | 16546     | 6054                | 4375     |             | 98       | 1939     | 32012     |       |
| S         90         91         91         91         91           CV         1422         11         14         11         10         10           CV         1738         1738         17983         17983         17983         17983           CV         2434         5697         56419         2005         5717         581           CV         2159         1224         56419         2005         5716         5716           CV         2159         56419         2005         5716         5716         5716           CV         2150         5612         2005         2160         5716         5716           CV         2150         21024         2160         2161         5716         5716           CV         2151         2174         2160         2176         562         2737           CV         2151         2174         2174         2174         2174         573           CV         2151         2174         2174         2174         2174         513           CV         2151         2141         2141         214         214         214           CV   |  | 2072      |                     |          |             | 49       |          | 4179      |       |
| (K)         (1,22)         (1,04)         (1,47)         (560)         (560)           (M)         (7,28)         (7,98)         (7,98)         (7,98)         (7,98)           (M)         (7,73)         (7,78)         (7,28)         (7,17)         (7,17)           (M)         (7,17)         (7,17)         (7,17)         (7,17)         (7,17)           (M)         (7,17)         (7,17)         (7,17)         (7,17)         (7,17)           (M)         (7,17)         (7,17)         (7,17)         (7,17)         (7,17)           (M)         (1,10)         (1,17)         (1,17)         (1,17)         (1,17)           (M)         (1,17)         (1,17)         (1,17)         (1,17)   | AS   | 98        | 98                  |          | 1073        |          |          | 1269      |       |
| M.         4.2.3.4         5.4.9.6         7.3.7.6         7.3.7.7         7.3  | ЛСКУ   | 14323     |                     | 147      | 5880        | 514      |          | 21938     |       |
| International         Inductor  | IANA   | 4234      |                     | 1995     |             |          |          | 11728     |       |
| MD         38.47         23.33.6         12.39         2.17         2.17           AUGETTS         44.79         56.419         2.205         55.76           AUGETTS         147.7         56.413         55.76         55.76           AUGETTS         147.6         56.413         55.44         55.76         55.66           AUGETTS         10.996.3         44460         2.45         56.66         55.76           AUR         10.050.6         102.4.5         102.4.5         2.66         7.66           AURST         10.012         2.47         2.66         7.66         7.66           AURSH         10.012         2.47         2.67         2.66         2.73           AURSH         2.013         2.47         2.47         2.73         2.73           AURSH         2.011         2.67         2.66         2.73         2.73           AUCO         2.73         2.44         2.73         2.73         2.73           AURSH         2.011         2.66         2.73         2.73         2.73         2.73           AUCO         2.73         2.73         2.73         2.73         2.73         2.73         2.73 <t< td=""><td></td><td>1738</td><td></td><td></td><td></td><td></td><td></td><td>19721</td></t<>  |  | 1738      |                     |          |             |          |          | 19721     |       |
| CHUSETTS         487         5643         5643         5205         5376         5376           NI         5160         14247         663         5376         5376           NI         9996         444         2456         566         566         566           RI         115068.5         10024.5         2660         1470         662         566           RI         11506.5         10024.5         2660         1470         663         566         567         566         566         56  | LAND   | 3647      | 23335               | 1239     | 2177        |          | 1470     | 31868     |       |
| M(         5150         14.37         6.037         6.037         6.037         6.037         6.037         6.037         6.037         6.037         6.037         6.037         6.037         6.037         6.037         6.037         6.037         6.035         6.036         7.036         7.036         7.036         7.036         7.036         7.036         7.036         7.036         7.037          7.037 <th 10.<="" td=""><td>ACHUSETTS</td><td>4879</td><td></td><td>2205</td><td>5376</td><td>245</td><td></td><td>69124</td></th>   | <td>ACHUSETTS</td> <td>4879</td> <td></td> <td>2205</td> <td>5376</td> <td>245</td> <td></td> <td>69124</td> | ACHUSETTS | 4879                |          | 2205        | 5376     | 245      |           | 69124 |
| OTA         0966.3         0460         245         265         2660         2650         2660  | BAN  | 5150      |                     | 6037     | 652         | 245      |          | 26331     |       |
| IPPI         6039         11         14           RI         1508.5         10924.5         2660         1470           RI         1475         10924.5         2660         1470           RA         1475         24762         2476         1470           A         1175         24762         2476         1470           A         1172         2476         2476         2476           A         11726         2391         2486         2476           A         11726         2391         2486         2731           A         11726         2391         2486         2736           A         11726         2391         2491         273           A         11726         2494         273         273           A         11340         511         2595         2664         273           DACULIA         11340         511         2595         5664         273           DACOLIA         11340         511         2595         5664         273           DACOLIA         11340         5194         2136         2486         273           DACOLIA         11340   | SOTA   | 9996.3    |                     | 245      | 2695        | 326      | 441      | 63163.3   |       |
| RI         1508.5         1022.4.5         2660         1470           VA         4175         0         417         41           VA         1175         0         417         41           VA         118565         24762         49         49           A         118565         24762         49         149           A         118565         24762         49         149           A         11256         23317         985         273.7           A         11256         23317         985         273.7           ESC         702015         66482.8         19011         50           EXC         11246         7134         51         51           EXC         11240         531         903         191         50           EXC         11340         511         51         52         56           MA         11340         51         51         56         56           MA         13410         51         51         56         56           MA         13410         51         51         56         56           MA         1345 <td< td=""><td>SIPPI</td><td>6039</td><td></td><td></td><td></td><td></td><td></td><td>6039</td></td<>   | SIPPI  | 6039      |                     |          |             |          |          | 6039      |       |
| wd         115  | URI  | 15068.5   |                     | 2660     | 1470        | 98       |          | 30221     |       |
| KA         115         1416         14   | ANA  |           |                     |          | 49          |          |          | 49        |       |
| A         1866         24762         49         40         41 <th< td=""><td>ASKA</td><td>4175</td><td></td><td></td><td></td><td></td><td></td><td>4175</td></th<>  | ASKA   | 4175      |                     |          |             |          |          | 4175      |       |
| MPSHIRE         441         147   | A  | 18566     |                     | 49       |             |          |          | 43377     |       |
| REV         T135         23317         966         2737           EVCO         11296         2391         965         2737           EVCO         11296         2398         1905.15         244           RK         7020.15         68482.8         1905.15         1118           RK         7020.15         68482.8         1905.15         1118           CAFOLIVA         11246         6768         4011         50         50           CAFOLIVA         11246         591         961         93.25         5664         5664           MACITA         21315.2         8098         1334.25         5664         768         5664           MACITA         21316.2         7470         5147         2176         5166         5664           MACITA         21328.2         27605         7466         7476         7476         566           MACILIVA         21328.2         7405         7466         7470         7436         563           MACILIVA         21266.3         7666.2         10105.5         2438         563           A         21282.7         74666.2         10106.5         2438         5436 <td< td=""><td><b>AMPSHIRE</b></td><td>441</td><td>147</td><td></td><td></td><td>147</td><td>288</td><td>1023</td></td<>   | <b>AMPSHIRE</b>  | 441       | 147                 |          |             | 147      | 288      | 1023      |       |
| EXC0         11296         2796         244         244         1118         244           RK         7020.15         68482.8         1905.15         1118         50           CAPOLINA         12746         68482.8         1401         50         51           CAPOLINA         12746         6848.28         905.15         1118         50           DAKOTA         12140         5911         2026         566         566         566           DAKOTA         12915         80         1344         1018         566         566           DAKOTA         12915         80         1342         1342         566         566           NA         12915         80         1342         1934         1078         566           NA         12915         80         1342         1934         1078         566           NA         12915         80         1342         1934         1078         566           NA         12916         1786         1962         1966         1968         168           NA         12916         12916         1296         1666         1666         1666         1666  | ERSEY  | 7135      |                     | 985      | 273.7       |          | 1331     | 33641.7   |       |
| RK         7020.15         6648.2.8         1905.15         1118         1118           CAPOLINA         1746         6768         401         50         50           DAKOTA         12746         5768         401         50         52           DAKOTA         13440         5911         5912         5956         5664         566           DAKOTA         13440         5911         5912         2016         5916         566           MA         19412         5916         9134         1934.2         9196         566           MA         10105         2136         9134         9134.2         9166         5664           MA         10105         2166         716         2166         1666         1616         1616           MA         10105         10105         10105         2438         163           APOLINA         101238.7         74666.2         10105         2436         163           MAN         10105         10105         2438         163         163           APOLINA         10108         10105         2438         163         163           APOLINA         10100         10105   | AE XCO   | 11296     |                     | 244      |             | 98       |          | 14436     |       |
| CAPOLINA         12746         6768         4011         50         55           DAKOTA         9         7         4011         50         55           DAKOTA         9         7         5911         5295         5864         56           MA         13440         5915         8098         1934.2         196         566           N         7470         947         2176         4684         1078         566           N         24328.2         24695         2176         4684         1078         566           N         2401A         1000         576         4684         1078         56         567         566         567         567         567         563         567         563         563         563         563         563         563         563         563  | ORK  | 7020.15   | 68482.8             | 1905.15  | 1118        | 98       |          | 78624.1   |       |
| DAKOTA         08         08         0         08         0         08         0         08         0         08         0         08         0         08         0         08         0         08         0         08 <th08< th=""> <th08< th=""></th08<></th08<>  | I CAROLINA   | 12746     |                     | 4011     | 50          | 529.2    | 1        | 24105.2   |       |
| MA         1340         5911         5295         5864           MA         12915.2         8098         1934.2         5864           N         7470         947         1934.2         196           N         7470         947         2176         486           NLVANA         24328.2         27605         4684         1078           ALVANA         10005.1         1016.2         1078         1078           CAPOLINA         6650         7806         1682         1862         1862           CAPOLINA         10005.1         10105.5         24338         1862           SEE         102382.7         74606.2         10105.5         24338         1862           A         8860         9453         147         116         949         1862           A         6850         13650         13650         6692         196         196           A         6860         13650         13650         166         196         186           A         6860         13650         13650         166         196         186           A         6861         166         166         166         186   | H DAKOTA   | 98        |                     |          |             |          |          | 98        |       |
| MA         12915.2         8098         1934.2         196           N         7470         947         2176         486           N         7470         947         2176         486           N         7470         947         2176         486           NUMA         24328.2         27605         4684         1078           CUNA         10.2382.7         7806         946         1078           CAPOLINA         10.2382.7         7806         1862         1862           SEE         102382.7         7806         1862         1862           SEE         102382.7         7406.2         10165.5         24338           A         0         102382.7         1407         1862           A         0         10165.5         24338         187           A         0         10165.5         24338         187           A         0         10165.5         24338         187           A         0         1450         186         186           A         0         1450         1470         1470   |  | 13440     |                     | 5295     | 5864        |          | 190      | 30700     |       |
| N         7470         947         2176         486           VLVAIIA         24328.2         27605         4684         486           KLVAIIA         24328.2         27605         4684         1078           CAROLINA         10         6550         27605         4684         1078           CAROLINA         10         1056         1662         10165.5         1862           SEE         10         1266.2         10165.6         24338         18           SEE         10         147         10165.6         24338         18           A         0         147         10165.6         24338         18           A         0         147         10165.6         24338         18           A         0         14620         16         18         18           A         0         1660.2         10165.6         24338         18           A         0         1450         16         18         18           A         0         1460.2         10165.6         24338         18           A         0         14620         16         14         16           A   | IOMA   | 12915.2   | 8008                | 1934.2   | 196         |          |          | 23143.4   |       |
| TLVANIA         24328.2         27605         4684         1078         1078           CAPOLINA         6650         7806         7806         1862         1862         1862           CAPOLINA         10.569.3         6692.2         1862         1862         1862         1862           SEE         10.2382.7         74606.2         10105.5         24338         182           A         22768         147         116         903         182           A         6800         4508         167         24338         182           A         10.2382.7         74606.2         10105.5         24338         182           A         637         637         637         183         183           A         63860         4508         637         183         183           A         639         13650         4620         637         183           A         639         5528         1610         539         183           A         639         5528         1610         539         14470         14470         14470         14470         14470         14470         14470         14470         14470         1  | NC   | 7470      |                     | 2176     | 486         | 87       | 273      | 11439     |       |
| CAPOLINA         6650         7806         7806         7806         7806         7806         7806         7806         7806         7806         7802         7863         7863       <   | SYLVANIA   | 24328.2   | 27605               | 4684     | 1078        | 539      | 378      | 58612.2   |       |
| SEE         1369.3         6692.2         1862         1862           SE         10.2382.7         10.65.5         1862           A         22768         147         1016.5         24338           A         860         4508         147         166         24338           A         8860         4508         637         24338         1365           A         1005.5         746         166         24338         1365           A         1005.6         4508         167         1637         1637           A         1005.6         1608         1668         167         1637         1637           A         1008         5528         13650         1610         539         1610         1630           A         1008         5528         1610         539         1630  | H CAROLINA   | 6650      |                     |          |             |          |          | 14456     |       |
| 4         10238.7         74606.2         10105.5         24338           A         22768         147         116         2433           A         8860         4508         137         490           GTON         9543         13650         4620         637           IFGINIA         9943         13650         4620         637           NSN         9943         5528         1610         539           VG         8590         5637         2240         539           VG         889.106         948.167         335.972         144.701   | SSEE   | 13569.3   | 6692.2              | 1862     | 1862        |          |          | 23985.5   |       |
| A         22768         147         116         490           A         6860         4508         637         637           ACTON         9643         13650         4620         637           ACTON         9643         13650         4620         537           ACTON         9943         5528         1610         3           VG         8590         5637         2240         539           VG         8830.06         948.167         335.972         144.701         228   |  | 102382.7  | 74606.2             | 10105.5  | 24338       | 1835.4   | 1883     | 215150.8  |       |
| A         B60         4508         637           GTON         9543         13650         4620         637           IFICINIA         9943         13650         4620         539           IFICINIA         9943         5528         1610         539           VG         8590         5637         2240         539           VG         988106         948.167         335.972         144.701  |  | 22768     |                     | 116      | 490         | 28       |          | 23549     |       |
| Ideal         9543         13650         4620         5620         5620         5620         5620         5620         5620         5620         5620         5630         <   | IIA  | 6860      |                     |          | 637         |          |          | 12005     |       |
| IRGINIA         IRGINIA         3           IRGINIA         9943         5528         1610         539           VIC         8590         5637         2240         539           VG         898,106         948,167         335,972         144,701  | NGTON  | 9543      |                     | 4620     |             |          | 196      | 28009     |       |
| VISIN         9943         5528         1610         539           VG         8590         5637         2240         539           VG         898,106         948,167         335,972         144,701   | VIRGINIA   |           |                     |          | 3           |          |          | 3         |       |
| VG 8590 5637 2240 144,701 335,972 144,701   | NSIN   | 9943      |                     | 1610     | 539         |          |          | 17620     |       |
| . 898,106 948,167 335,972 144,701   | ING  | 8590      |                     | 2240     |             |          |          | 16467     |       |
|   |  | 898,106   | 948,167             | 335,972  | 144,701     | 22,812   | 39,334   | 2,389,092 |       |

| STATE             | GALA     | <b>GRANNY SMITH</b> | FUJI     | CRIPPS PINK | BRAEBURN | OTHER   | TOTAL        |
|-------------------|----------|---------------------|----------|-------------|----------|---------|--------------|
| ALABAMA           | 14602.2  | 14319               |          | 147         |          |         | 29068.2      |
| ARIZONA           | 33583.3  | 27018               | 3405     | 5160        |          | 1653    | 70819.3      |
| ARKANSAS          | 9425     |                     |          |             |          |         | 9425         |
| CALIFORNIA        | 187132.7 | 251077.4            | 102186.3 | 48385.15    | 2600.5   | 60198   | 651580.05    |
| COLORADO          | 18294.3  | 15684.9             | 3009     | 1596        | 303      | 1429    | 40316.2      |
| CONNECTICUT       | 3388     | 1568                | 98       |             |          |         | 5054         |
| DIST. OF COLUMBIA | 196      | 196                 |          |             |          | 686     | 1078         |
| FLORIDA           | 35384.2  | 30768.4             | 2588     |             | 21       | 3174    | 71935.6      |
| GEORGIA           | 31182.5  | 17718               | 7505     | 2450        |          | 3058    | 61913.5      |
| HAWAII            | 294      | 98                  | 343      |             |          |         | 735          |
| IDAHO             | 133      | 539                 |          |             |          |         | 672          |
| ILLINOIS          | 41511.1  | 35830.9             | 4893.1   | 3920        | 245      | 5609    | 92009.1      |
| INDIANA           | 34460.6  | 31970               | 3103     |             | 210      | 2925    | 72668.6      |
| IOWA              | 483.1    | 5497                | 32       |             | 234      |         | 6246.1       |
| KANSAS            | 2604.6   | 4440                | 198.7    | 588         |          | 1675    | 9506.3       |
| КЕNTUCKY          | 14240    | 23990               | 882      |             | 147      | 1397    | 40656        |
| LOUISIANA         | 13133    | 5045                | 3220     |             |          |         | 21398        |
| MAINE             | 1631     | 11870               |          |             |          |         | 13501        |
| MARYLAND          | 6451     | 17761.3             | 21655    | 7028        |          | 3155    | 56050.3      |
| MASSACHUSETTS     | 4949     | 37752.4             | 4655     | 6069        | 156      | 8272    | 62693.4      |
| MICHIGAN          | 26632.6  | 21455.3             | 7670     | 196         | 420      | 4953    | 61326.9      |
| MINNESOTA         | 11598.3  | 54720.5             | 49       | 2429        | 1742.3   | 19808   | 90347.1      |
| MISSISSIPPI       | 3705     | 3045                |          |             |          |         | 6750         |
| MISSOURI          | 27841.7  | 16293.3             | 5754     | 1637        |          | 3466    | 54992        |
| MONTANA           | 245      | 1077                |          |             |          |         | 1322         |
| NEBRASKA          | 2002     | 7163.1              |          | 168         |          |         | 14936.1      |
| NEVADA            | 7319     | 7323                | 245      |             |          | 1134    | 16021        |
| NEW HAMPSHIRE     | 350      | 420                 |          |             | 21       | 290     | 1081         |
| NEW JERSEY        | 6344     | 18777               | 196      |             | 14       | 812     | 26143        |
| NEW MEXICO        | 11473    | 5948                | 49       |             |          |         | 17470        |
| NEW YORK          | 8182.2   | 36120.1             | 2128     | 3393        |          | 5186    | 55009.3      |
| NORTH CAROLINA    | 8000     | 24677.2             | 2974     | 416.8       | 63       | 273     | 36404        |
| NORTH DAKOTA      |          | 28                  |          | 40          |          | 147     | 215          |
| OHO               | 42361.3  | 24357.1             | 7017     | 539         | 98       | 1428    | 75800.4      |
| OKLAHOMA          | 13444.7  | 12475.2             | 1533     |             | 145      | 49      | 27646.9      |
| OREGON            | 2685.7   | 4004.9              | 196      |             |          | 962     | 7848.6       |
| PENNSYLVANIA      | 19164.7  | 33233               | 2856     | 7894        | 258      | 3615    | 67020.7      |
| RHODE ISLAND      |          | 147                 |          |             |          |         | 147          |
| SOUTH CAROLINA    | 1160     | 10472               |          |             |          | 294     | 11926        |
| TENNESSEE         | 15619.7  | 12703.5             |          | 1746        |          | 2058    | 32127.2      |
| TEXAS             | 91224.8  | 93039.95            | 6795     | 19445       | 441      | 7071    | 218016.75    |
| UTAH              | 27451.7  | 13053               | 4420     | 735         |          | 98      | 45757.7      |
| VERMONT           | 196      | 49                  |          |             |          |         | 245          |
| VIRGINIA          | 8295     | 11546               | 686      |             |          | 1134    | 21661        |
| WASHINGTON        | 18581    | 28204               | 6569     |             | 49       | 7093    | 60496        |
| WISCONSIN         | 8934     | 10636               | 665      | 196         | 33       | 637     | 21101        |
| WYOMING           | 18420    | 5235                | 1820     |             |          |         | 25475        |
| TOTAL             | 839,913  | 989,347             | 209,396  | 115,018     | 7,201    | 153,739 | 2,314,612.30 |

| STATE          | GALA    | GRANNY SMITH | FUJI    | CRIPPS PINK | BRAEBURN | OTHER  | TOTAL     |
|----------------|---------|--------------|---------|-------------|----------|--------|-----------|
| ALABAMA        | 7357    |              | 186     |             |          |        | 17407     |
| ARIZONA        | 17341   |              | 4374    | 1294        | 21       |        | 39685     |
| ARKANSAS       | 3998    |              |         |             |          |        | 3998      |
| CALIFORNIA     | 219877  | 297090       | 94785   | 45606       | 5645     | 15727  | 678730    |
| COLORADO       | 12799   | 8610         | 2401    | 266         | 125      | 1674   | 25875     |
| CONNECTICUT    | 343     | 239          |         |             |          |        | 882       |
| FLORIDA        | 32641   | 16582        | 4880    | 29          |          | 98     | 54230     |
| GEORGIA        | 19698   | 16398        | 8218    | 2940        | 147      |        | 47401     |
| HAWAII         | 1076    |              | 1244    |             |          |        | 3347      |
| IDAHO          | 490     |              |         |             |          |        | 490       |
| ILLINOIS       | 27676   | 14968        | 1581    | 9124        | 411      | 1238   | 54998     |
| INDIANA        | 10106   | 6154         | 3357    |             | 98       | 671    | 20386     |
| IOWA           | 952     |              | 98      | 294         | 1019     |        | 6209      |
| KANSAS         | 2500    |              |         | 294         |          |        | 3613      |
| KENTUCKY       | 7181    | 2            | 260     |             | 196      | 98     | 31781     |
| LOUISIANA      | 2413    | 1664         | 4164    |             |          |        | 8241      |
| MAINE          | 854     |              |         |             |          |        | 7368      |
| MARYLAND       | 3528    |              | 2037    | 1390        | 14       | 532    | 20332     |
| MASSACHUSETTS  | 13181   |              | 3087    | 1420        | 392      | 21     | 38480     |
| MICHIGAN       | 20278   |              | 18758   |             | 21       |        | 60972     |
| MINNESOTA      | 2010    |              | 693     | 581         | 695      | 2049   | 49773     |
| MISSISSIPPI    | 6829    |              |         |             |          |        | 6829      |
| MISSOURI       | 23265   | 19175        | 3049    |             |          |        | 45489     |
| MONTANA        | 196     |              |         | 182         |          |        | 378       |
| NEBRASKA       | 1708    |              |         |             |          |        | 1708      |
| NEVADA         | 3450    | 10680        | 296     |             |          |        | 14426     |
| NEW HAMPSHIRE  | 147     |              | 52      |             |          | 1459   | 1903      |
| NEW JERSEY     | 603     | 10569        | 472     |             |          | 1299   | 12943     |
| NEW MEXICO     | 3899    |              |         |             |          |        | 4046      |
| NEW YORK       | 10400   | 58636        | 1205    | 1716        | 56       | 42     | 42358     |
| NORTH CAROLINA | 2399    | 4811         | 1313    |             |          |        | 8523      |
| NORTH DAKOTA   |         | 209          |         |             |          |        | 209       |
| OHO            | 22938   | 10808        | 2874    | 1743        | 49       | 980    | 39392     |
| OKLAHOMA       | 9288    | 49           | 455     |             |          |        | 9792      |
| OREGON         | 3309    | 2891         |         | 686         |          | 137    | 7023      |
| PENNSYLVANIA   | 14849   | 27839        | 1889    | 4471        | 35       | 1310   | 50393     |
| SOUTH CAROLINA | 2764    | 3136         |         |             |          |        | 5900      |
| TENNESSEE      | 9751    | 7925         |         | 490         |          |        | 18166     |
| TEXAS          | 81150   | 84894        | 9104    | 19239       | 978      | 2551   | 197916    |
| ИТАН           | 11847   | 222          | 399     | 1540        | 35       |        | 14598     |
| VERMONT        | 49      |              |         |             |          |        | 49        |
| VIRGINIA       | 1894    | 2296         | 377     |             |          |        | 4567      |
| WASHINGTON     | 9238    | 14858        | 134     | 1070        | 147      |        | 25447     |
| WISCONSIN      | 7845    | 294          | 287     | 91          | 444      |        | 8961      |
| WYOMING        | 5178    |              | 175     |             |          |        | 5353      |
| TOTAL          | 639,296 | 754,189      | 172,204 | 94,466      | 10,528   | 29,886 | 1,700,568 |

|                   |            | CALIFORNIA          | APPLE COMMIS | NIA APPLE COMMISSION - UNITED STATES 2013 | rates 2013 - 2014 | 14        |              |
|-------------------|------------|---------------------|--------------|---|-------------------|-----------|--------------|
| STATE             | GALA       | <b>GRANNY SMITH</b> | FUJI         | <b>CRIPPS PINK</b>                        | BRAEBURN          | OTHER     | TOTAL        |
| ALABAMA           | 17,359.61  |                     |              | 98.00                                     | 294.00            |           | 18,692.41    |
| ARIZONA           | 21,303.86  | 10,779.00           | 1,618.00     | 4,035.00                                  | 427.00            |           | 38,162.86    |
| ARKANSAS          | 11,709.75  |                     |              |   |                   |           | 11,709.75    |
| CALIFORNIA        | 223,144.99 | 426,553.70          | 173,135.10   | 102,500.80                                | 8,041.10          | 36,557.00 | 969,932.69   |
| COLORADO          | 3,396.75   | 1,979.00            | 359.00       | 70.00                                     | 196.00            | 1,481.00  | 7,481.75     |
| CONNECTICUT       | 851.38     |                     |              |   |                   |           | 851.38       |
| DIST. OF COLUMBIA | 931.00     |                     |              |   |                   |           | 931.00       |
| FLORIDA           | 31,727.50  | 6,234.80            | 3,909.00     | 70.00                                     | 583.00            | 469.00    | 42,993.30    |
| GEORGIA           | 12,703.50  | 9,871.10            | 3,587.00     |   | 441.00            | 49.00     | 26,651.60    |
| HAWAII            | 405.85     | 98.00               | 1,785.00     |   |                   |           | 2,288.85     |
| ILLINOIS          | 41,011.76  | 5,532.10            | 3,968.10     | 2,695.00                                  |                   | 442.00    | 53,648.96    |
| INDIANA           | 16,402.02  | 18,087.00           | 1,632.00     | 533.00                                    |                   | 728.00    | 37,382.02    |
| IOWA              | 2,403.45   | 3,925.00            | 1,715.00     | 903.00                                    | 1,078.00          |           | 10,024.45    |
| KANSAS            |            |                     |              | 430.00                                    |                   |           | 430.00       |
| KENTUCKY          | 10,043.78  | 5,902.00            | 245.00       | 80.00                                     | 490.00            | 523.00    | 17,283.78    |
| LOUISIANA         | 4,822.00   | 83.00               | 1,785.00     | 15.00                                     |                   |           | 6,705.00     |
| MAINE             | 1,950.00   | 1,666.00            |              |   |                   |           | 3,616.00     |
| MARYLAND          | 1,798.30   | 196.00              | 128.00       | 441.00                                    | 14.00             | 642.00    | 3,219.30     |
| MASSACHUSETTS     | 5,612.60   | 14,423.00           | 2,372.00     | 2,691.00                                  | 343.00            | 1,116.00  | 26,557.60    |
| MICHIGAN          | 8,770.53   | 8,987.00            | 5,375.00     |   | 224.00            |           | 23,356.53    |
| MINNESOTA         | 1,920.00   | 23,794.00           | 441.00       | 828.00                                    | 1,597.20          | 405.00    | 28,985.20    |
| MISSISSIPPI       | 7,152.31   |                     |              |   |                   |           | 7,152.31     |
| MISSOURI          | 26,910.19  | 3,136.00            | 2,190.00     | 490.00                                    |                   |           | 32,726.19    |
| NEVADA            | 9,787.11   | 13,275.00           | 49.00        |   |                   |           | 23,111.11    |
| NEW HAMPSHIRE     | 77.00      | 294.00              | 98.00        |   | 371.00            | 147.00    | 987.00       |
| NEW JERSEY        | 1,225.00   | 7,109.00            | 296.00       | 889.00                                    | 752.00            | 1,246.00  | 11,517.00    |
| NEW MEXICO        | 13,368.16  | 93.10               | 142.10       |   | 28.00             |           | 13,631.36    |
| NEW YORK          | 5,804.50   | 18,127.00           | 1,050.00     | 2,564.00                                  | 1,225.00          |           | 28,770.50    |
| NORTH CAROLINA    | 9,202.00   | 3,418.00            | 3,129.00     |   | 21.00             | 70.00     | 15,840.00    |
| OHO               | 18,018.92  | 5,054.00            | 6,986.00     | 2,366.00                                  |                   | 852.00    | 33,276.92    |
| OKLAHOMA          | 20,949.73  |                     |              |   |                   |           | 20,949.73    |
| OREGON            | 147.00     | 1,591.50            |              |   | 49.00             | 314.00    | 2,101.50     |
| PENNSYLVANIA      | 13,292.00  | 21,603.00           | 4,659.20     | 885.40                                    | 337.00            | 1,420.00  | 42,196.60    |
| SOUTH CAROLINA    | 3,345.00   | 352.80              |              | 49.00                                     |                   |           | 3,746.80     |
| TENNESSEE         | 5,690.05   | 5,647.00            |              | 2,532.80                                  |                   |           | 13,869.85    |
| TEXAS             | 99,327.74  | 126,276.00          | 3,950.00     | 16,169.00                                 | 920.00            | 1,463.00  | 248,105.74   |
| ИТАН              | 16,700.13  | 2,614.00            |              | 1,195.00                                  |                   |           | 20,509.13    |
| VIRGINIA          | 1,847.00   | 2,221.20            |              |   | 784.00            |           | 4,852.20     |
| WASHINGTON        | 10,019.80  | 49,734.00           |              |   |                   | 98.00     | 59,851.80    |
| WISCONSIN         | 2,430.00   | 28.00               | 2,249.00     |   | 49.00             |           | 4,756.00     |
| WYOMING           | 2,976.00   |                     |              |   |                   |           | 2,976.00     |
|                   |            |                     |              |   |                   |           |              |
| TOTAL             | 686,538.27 | 799,625.10          | 226,852.50   | 142,530.00                                | 18,264.30         | 48,022.00 | 1,921,832.17 |

| 2012 - 2013 |                 | ~        |            | 54,998     | 54,230        | 2013 - 2014 | nia 969,932  | 248,105  | ngton 59,851  | 53,648        |           |          |            |         |               |          |          |          |            |         |          |           |          |
|-------------|-----------------|----------|------------|------------|---------------|-------------|--------------|----------|---------------|---------------|-----------|----------|------------|---------|---------------|----------|----------|----------|------------|---------|----------|-----------|----------|
| 2           | • •             |          | 3 Michigan | 4 Illinois | 5 Florida     | 0           | 1 California | 2 Texas  | 3 Washington  | 4 Illinois    | 5 Florida |          |            |         |               |          |          |          |            |         |          |           |          |
| _           |                 |          |            |            |               |             |              |          |               |               |           |          |            |         |               |          |          | _        |            |         |          |           |          |
| 2009        | 1,071,112       | 253,561  | 109,280    | 87,951     | 75,794        | 2010        | 694,422      | 183,150  | 84,449        | 58,392        | 54,940    | 2011     | 1,083,854  | 215,150 | 104,286       | 78,624   | 71,447   | 2012     | 651,580    | 218,016 | 92,009   | 90,347    | 75,800   |
| 2008 - 2009 | California<br>T | lexas    | Michigan   | New York   | Massachusetts | 2009 -      | California   | Texas    | New York      | Pennsylvania  | Florida   | 2010 -   | California | Texas   | Arizona       | New York | Illinois | 2011 -   | California | Texas   | Illinois | Minnesota | Ohio     |
|             | - (             | 2        | ო          | 4          | 5             |             | ~            | 2        | ო             | 4             | 5         |          | ~          | 2       | ო             | 4        | 5        |          | ~          | 2       | ო        | 4         | ſ        |
| 2005        | 1,385,719       | 289,084  | 172,145    | 113,914    | 104,664       | - 2006      | 1,281,242    | 269,165  | 127,127       | 125,481       | 103,177   | 2007     | 1,067,289  | 277,094 | 181,318       | 106,220  | 94,765   | 2008     | 881,602    | 216,450 | 71,673   | 65,570    | 58 515   |
| 2004 - 2005 | California<br>T | lexas    | New York   | Michigan   | Florida       | 2005 -      | California   | Texas    | Massachusetts | New York      | Michigan  | 2006 -   | California | Texas   | Missouri      | Florida  | Ohio     | 2007 -   | California | Texas   | New York | Arizona   | Ohio     |
|             | ~ (             | 2        | ო          | 4          | 5             |             | ~            | 2        | ო             | 4             | 5         |          | -          | 2       | ო             | 4        | 2        |          | ~          | 2       | ო        | 4         | ſ        |
| 2001        | 1,282,349       | 239,647  | 193,518    | 98,490     | 94,463        | 2002        | 1,146,587    | 473,316  | 212,378       | 105,896       | 96,877    | 2003     | 1,348,951  | 279,028 | 126,021       | 191,624  | 141,671  | 2004     | 1,409,491  | 328,190 | 212,095  | 153,483   | 130,305  |
| 2000 - 2    | California      | New York | Texas      | Arizona    | Florida       | 2001 - 2    | California   | New York | Texas         | Massachusetts | Florida   | 2002 - 2 | California | Texas   | Massachusetts | New York | Illinois | 2003 - 2 | California | Texas   | New York | Florida   | lllinoie |
|             | <del>~</del> (  | 2        | ო          | 4          | 2             |             | -            | 2        | ო             | 4             | 5         |          | ~          | 2       | ო             | 4        | 2        | -        | 2          | ო       | 4        | ß         |          |

|                |         | EXPO                | EXPORT TOTALS FOR 2006 - 2007 | R 2006 - 2007    |          |       |         |
|----------------|---------|---------------------|-------------------------------|------------------|----------|-------|---------|
|                |         |                     |                               |                  |          |       |         |
| COUNTRY        | GALA    | <b>GRANNY SMITH</b> | FUJI                          | <b>PINK LADY</b> | BRAEBURN | OTHER | TOTAL   |
| CANADA         | 119,581 | 182,319             |                               | 147              |          | 345   | 302,392 |
| CHINA          |         | 980                 |                               |                  |          |       | 980     |
| COLOMBIA       |         | 8,793               |                               |                  |          |       | 8,793   |
| COSTA RICA     |         | 2,251               |                               | 980              |          |       | 3,231   |
| ECUADOR        |         | 6,412               |                               |                  |          |       | 6,412   |
| EL SALVADOR    | 840     | 2,058               |                               |                  |          |       | 2,898   |
| HONDURAS       |         | 413                 |                               |                  |          |       | 413     |
| INDIA          |         | 4,038               |                               |                  |          |       | 4,038   |
| INDONESIA      |         | 3,500               |                               |                  |          |       | 3,500   |
| MALAYSIA       |         | 73,409              | 9                             |                  |          | 217   | 73,635  |
| MEXICO         | 21,244  | 34,352              | 2,229                         |                  |          |       | 57,825  |
| NICARAGUA      |         | 380                 |                               |                  |          |       | 380     |
| PANAMA         | 686     | 3,990               |                               | 980              |          |       | 5,656   |
| PERU           |         | 1,960               |                               |                  |          |       | 1,960   |
| PHILIPPINES    |         | 2,938               |                               |                  |          |       | 2,938   |
| PUERTO RICO    | 24      | 221                 |                               |                  |          |       | 245     |
| SINGAPORE      | 840     | 33,844              |                               |                  |          |       | 34,684  |
| SRI LANKA      |         | 10,216              |                               |                  |          |       | 10,216  |
| TAIWAN         | 3,267   | 8,826               | 95,505                        |                  |          |       | 107,598 |
| THAILAND       | 2,520   | 3,185               |                               |                  |          |       | 5,705   |
| UNITED KINGDOM |         |                     |                               | 57,531           |          |       | 57,531  |
| VENEZUELA      |         | 1,568               |                               |                  |          |       | 1,568   |
| TOTAL          | 149,002 | 385,653             | 97,743                        | 59,638           | 0        | 562   | 692,598 |

|                |         | EXPORT              | PORT TOTALS FOR 2007 | 2007 - 2008      |          |       |         |
|----------------|---------|---------------------|----------------------|------------------|----------|-------|---------|
|                |         |                     |                      |                  |          |       |         |
| COUNTRY        | GALA    | <b>GRANNY SMITH</b> | FUJI                 | <b>PINK LADY</b> | BRAEBURN | OTHER | TOTAL   |
|                |         | 11 1 100            | 1                    | 010              | 010      | 100   | 170     |
|                | 100,121 | 1 01 1              | 22                   |                  | 10       | 5     | 1 011   |
| ECUADOR        |         | 1.848               |                      |                  |          |       | 1.848   |
| GUATEMALA      | 533     | 846                 |                      |                  |          |       | 1,379   |
| HONG KONG      |         | 6,420               |                      |                  |          |       | 6,420   |
| INDIA          |         | 5,823               | 980                  |                  |          |       | 6,803   |
| INDONESIA      |         | 1,800               |                      |                  |          |       | 1,800   |
| JAMAICA        | 490     |                     |                      |                  |          |       | 490     |
| KUWAIT         |         | 1,911               |                      |                  |          |       | 1,911   |
| MALAYSIA       |         | 56,378              | 1,555                |                  |          | 84    | 58,017  |
| MEXICO         | 16,737  | 1,494               |                      |                  |          |       | 18,231  |
| PANAMA         | 2,131   | 3,969               |                      |                  |          |       | 6,100   |
| PERU           |         | 980                 |                      |                  |          |       | 980     |
| PUERTO RICO    | 49      |                     |                      |                  |          |       | 49      |
| SAUDI ARABIA   | 4,742   |                     |                      |                  |          |       | 4,742   |
| SINGAPORE      |         | 21,367              | 524                  |                  |          |       | 21,891  |
| SRI LANKA      |         | 1,911               |                      |                  |          |       | 1,911   |
| TAIWAN         |         |                     | 30,786               |                  |          |       | 30,786  |
| THAILAND       | 1,462   | 1,154               | 756                  |                  |          |       | 3,372   |
| UNITED KINGDOM |         |                     |                      | 31,298           |          |       | 31,298  |
| TOTAL          | 147,526 | 222,944             | 34,800               | 31,641           | 312      | 888   | 438,111 |

|                      |         | <b>EXPORT TOTALS FOR SEASON</b> | FOR SEASON | 1 2008 - 2009      |          |       |         |
|----------------------|---------|---------------------------------|------------|--------------------|----------|-------|---------|
|                      |         |                                 |            |                    |          |       |         |
| COUNTRY              | GALA    | <b>GRANNY SMITH</b>             | FUJI       | <b>CRIPPS PINK</b> | BRAEBURN | OTHER | TOTAL   |
|                      |         |                                 |            |                    |          |       |         |
| CANADA               | 93,120  | 130,021                         | 8,858      | 147                |          | 906   | 233,052 |
| COLOMBIA             |         | 931                             |            |                    |          |       | 931     |
| COSTA RICA           |         | 441                             |            |                    |          |       | 441     |
| ECUADOR              |         | 4,200                           |            |                    |          |       | 4,200   |
| HONG KONG            |         | 1,928                           |            |                    |          |       | 1,928   |
| INDIA                |         | 3,920                           |            |                    |          |       | 3,920   |
| INDONESIA            |         | 11,260                          |            |                    |          |       | 11,260  |
| JAMAICA              | 392     |                                 |            |                    |          |       | 392     |
| MALAYSIA             |         | 129,263                         | 196        |                    |          |       | 129,459 |
| MEXICO               | 58,409  | 38,038                          | 3,773      |                    |          |       | 100,220 |
| NEW ZEALAND          |         | 5,128                           |            |                    |          |       | 5,128   |
| PANAMA               | 994     | 6,603                           | 784        |                    |          |       | 8,381   |
| SINGAPORE            |         | 44,532                          |            |                    |          |       | 44,532  |
| SRI LANKA            |         | 6,878                           |            |                    |          |       | 6,878   |
| ТАНІТІ               | 30      |                                 |            |                    |          |       | 30      |
| TAIWAN               |         | 1,927                           | 68,341     |                    |          |       | 70,268  |
| THAILAND             |         | 2,860                           |            |                    |          |       | 2,860   |
| UNITED ARAB EMIRATES |         | 3,528                           |            |                    |          |       | 3,528   |
| UNITED KINGDOM       |         |                                 |            | 16,443             |          |       | 16,443  |
| TOTAL                | 152,945 | 391,458                         | 81,952     | 16,590             |          | 906   | 643,851 |

EXPORT TOTALS FOR SEASON 2009 - 2010

| COUNTRY              | GALA    | <b>GRANNY SMITH</b> | FUJI   | <b>CRIPPS PINK</b> | BRAEBURN | OTHER | TOTAL   |
|----------------------|---------|---------------------|--------|--------------------|----------|-------|---------|
|                      |         |                     |        |                    |          |       |         |
| CANADA               | 73,849  | 54,643              | 1,127  | 392                |          | 119   | 130,130 |
| COLOMBIA             |         | 1,960               |        |                    |          |       | 1,960   |
| COSTA RICA           | 006     | 98                  |        |                    |          |       | 998     |
| ECUADOR              |         | 1,680               |        |                    |          |       | 1,680   |
| EL SALVADOR          | 2,700   |                     |        |                    |          |       | 2,700   |
| INDIA                |         | 1,078               |        |                    |          |       | 1,078   |
| INDONESIA            |         | 13,173              |        |                    |          |       | 13,173  |
| JAMAICA              | 45      |                     |        |                    |          |       | 45      |
| MALAYSIA             |         | 38,509              |        |                    |          |       | 38,509  |
| MEXICO               | 13,197  | 2,058               |        |                    |          |       | 15,255  |
| PANAMA               | 490     | 1,078               | 267    |                    |          |       | 1,835   |
| PERU                 |         | 2,254               |        |                    |          |       | 2,254   |
| PHILLIPPINES         |         | 1,917               |        |                    |          |       | 1,917   |
| SAUDI ARABIA         |         | 2,156               |        |                    |          |       | 2,156   |
| SINGAPORE            | 840     | 17,234              |        |                    |          |       | 18,074  |
| TAIWAN               | 5,840   | 6,589               | 59,033 |                    |          |       | 71,462  |
| THAILAND             | 906     | 4,760               |        |                    |          |       | 5,660   |
| UNITED ARAB EMIRATES |         | 14,065              |        |                    |          |       | 14,065  |
| UNITED KINGDOM       | 1,820   |                     |        |                    |          |       | 1,820   |
| VIETNAM              |         | 980                 |        |                    |          |       | 980     |
| TOTAL                | 100,581 | 164,232             | 60,427 | 392                |          | 119   | 325,751 |

| 2011     |   |
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| 2010     |   |
| TOTALS   |   |
| EXPORT . |   |

| COUNTRY      | GALA   | <b>GRANNY SMITH</b> | FUJI   | <b>CRIPPS PINK</b> | BRAEBURN | OTHER | TOTAL   |
|--------------|--------|---------------------|--------|--------------------|----------|-------|---------|
| CANADA       | 51,241 | 63,779              | 86     | 1,617              |          | 147   | 116,882 |
| COLOMBIA     |        | 980                 |        |                    |          |       | 980     |
| ECUADOR      |        | 294                 |        |                    |          |       | 294     |
| HONG KONG    |        | 3,038               |        |                    |          |       | 3,038   |
| INDIA        |        | 245                 |        |                    |          |       | 245     |
| INDONESIA    |        | 14,592              |        |                    |          |       | 14,592  |
| MALAYSIA     |        | 13,643              |        |                    |          |       | 13,643  |
| MEXICO       | 17,339 | 17,297              |        |                    |          |       | 34,636  |
| NEW ZEALAND  |        | 980                 |        |                    |          |       | 980     |
| PERU         |        | 2,900               |        |                    |          |       | 2,900   |
| PHILLIPPINES |        | 3,871               |        |                    |          |       | 3,871   |
| SINGAPORE    |        | 4,580               |        |                    |          |       | 4,580   |
| TAIWAN       | 2,664  | 2,590               | 31,700 |                    |          |       | 36,954  |
| THAILAND     |        | 3,890               |        |                    |          |       | 3,890   |
| VIETNAM      |        | 4,900               |        |                    |          |       | 4,900   |
| TOTAL        | 71,244 | 137,579             | 31,798 | 1,617              |          | 147   | 242,385 |

|              |         | EXPOR               | T TOTALS | EXPORT TOTALS 2011 - 2012 |          |        |         |
|--------------|---------|---------------------|----------|---------------------------|----------|--------|---------|
| COUNTRY      | GALA    | <b>GRANNY SMITH</b> | FUJI     | <b>CRIPPS PINK</b>        | BRAEBURN | OTHER  | TOTAL   |
| CANADA       | 161,846 | 49,674              | 2,450    | 2,143                     |          | 16,675 | 232,788 |
| COLOMBIA     |         | 086                 |          |                           |          |        | 980     |
| ECUADOR      |         | 5,965               |          |                           |          | Π      | 5,965   |
| HONG KONG    |         | 965                 |          |                           |          | Π      | 965     |
| INDONESIA    |         | 1,940               |          |                           |          | Π      | 1,940   |
| MALAYSIA     |         | 30,818              |          |                           |          |        | 30,818  |
| MEXICO       | 9,968   | 8,799               |          | 2,058                     |          | Π      | 20,825  |
| PANAMA       |         | 7791                |          |                           |          |        | 7,791   |
| PERU         |         | 2,940               |          |                           |          | Π      | 2,940   |
| PHILLIPPINES |         | 2,910               |          |                           |          | Π      | 2,910   |
| SRI LANKA    |         | 5,880               |          |                           |          |        | 5,880   |
| TAIWAN       |         |                     | 15,629   |                           |          | Π      | 15,629  |
| THAILAND     |         | 5,769               |          |                           |          |        | 5,769   |
| TOTAL        | 171,814 | 124,431             | 18,079   | 4,201                     | 0        | 16,675 | 335,200 |

|              |         | EXPOR               | EXPORT TOTALS | 2012 - 2013        |          |       |         |
|--------------|---------|---------------------|---------------|--------------------|----------|-------|---------|
| COUNTRY      | GALA    | <b>GRANNY SMITH</b> | FUJI          | <b>CRIPPS PINK</b> | BRAEBURN | OTHER | TOTAL   |
| CANADA       | 147,268 | 57,066              | 9,635         | 980                | 147      | 931   | 216,027 |
| COLOMBIA     |         | 2,875               |               |                    |          |       | 2,875   |
| COSTA RICA   | 911     |                     |               |                    |          |       | 911     |
| EL SALVADOR  | 931     |                     |               |                    |          |       | 931     |
| HONG KONG    |         | 1,029               |               |                    |          |       | 1,029   |
| INDONESIA    |         | 2,940               |               |                    |          |       | 2,940   |
| MALAYSIA     |         | 31,713              |               |                    |          |       | 31,713  |
| MEXICO       | 13,425  | 26,278              |               |                    |          |       | 39,703  |
| PANAMA       |         | 1,617               |               |                    |          |       | 1,617   |
| PERU         |         | 3,087               |               |                    |          |       | 3,087   |
| PHILLIPPINES |         | 2,903               |               |                    |          |       | 2,903   |
| PUERTO RICO  |         | 42                  |               |                    |          |       | 42      |
| SINGAPORE    |         | 5,419               |               |                    |          |       | 5,419   |
| SRI LANKA    |         | 006                 |               |                    |          |       | 006     |
| TAIWAN       |         | 5,152               | 31,384        |                    |          |       | 36,536  |
| THAILAND     |         | 9,775               |               |                    |          |       | 9,775   |
| VIETNAM      |         | 980                 |               |                    |          |       | 980     |
| TOTAL        | 162,535 | 151,776             | 41,019        | 980                | 147      | 931   | 357,388 |

|                      |        | EXPORT TOTALS       | TALS 2013 | - 2014         |       |         |
|----------------------|--------|---------------------|-----------|----------------|-------|---------|
|                      |        |                     |           |                |       |         |
| COUNTRY              | GALA   | <b>GRANNY SMITH</b> | FUJI      | BRAEBURN OTHER | OTHER | TOTAL   |
|                      |        |                     |           |                |       |         |
| CANADA               | 74,805 | 43,226              | 13,388    | 196            | 490   | 132,105 |
| ECUADOR              |        | 2,696               |           |                |       | 2,696   |
| FRENCH POLYNESIA     | 294    |                     |           |                |       | 294     |
| INDONESIA            |        | 980                 |           |                |       | 980     |
| MALAYSIA             |        | 46,509              |           |                |       | 46,509  |
| MEXICO               | 199    | 30,985              |           |                |       | 31,184  |
| PERU                 |        | 931                 |           |                |       | 931     |
| PHILLIPPINES         |        | 6,860               |           |                |       | 6,860   |
| PUERTO RICO          | 49     |                     |           |                |       | 49      |
| SINGAPORE            |        | 4,662               |           |                |       | 4,662   |
| SRI LANKA            |        | 11,680              |           |                |       | 11,680  |
| TAIWAN               | 19     | 4,786               | 5,504     |                |       | 10,309  |
| THAILAND             |        | 7,825               |           |                |       | 7,825   |
| UNITED ARAB EMIRATES |        | 4,655               |           |                |       | 4,655   |
| VIETNAM              |        | 3,900               |           |                |       | 3,900   |
| TOTAL                | 75,366 | 169,695             | 18,892    | 196            | 490   | 264,639 |

| 2003/2004  | 004     | 2004/2005 | 2005/2006          | 2006/2007          | 2007/2008          | 2008/2009              | 2009/2010               | 2010/2011                | 2011/2012              | 2012/2013          | 2013/2014 |
|--|---------|-----------|--------------------|--------------------|--------------------|------------------------|-------------------------|--------------------------|------------------------|--------------------|-----------|
|  | 897,665 |           | 469,146            | 375,371            | 295,886            | 337,244                | 249,541                 | 367,770.3                | 227,475                | 213,223            |           |
|  | 585,122 |           | 451,294            | 3/2,2/1            | 293,880            | 331,244                | 249,541                 | 30/,//0.3                | 2/1,4/5                | 215,225            | 245,745   |
| $\begin{array}{ c c c c c c c c c c c c c c c c c c c$ |         |           | 942,987<br>798,008 | 755,617<br>755.617 | 714,879<br>714,879 | 1,035,461<br>1.035,461 | 864,044<br>864.044      | 969,350.2<br>969,350.2   | 1,011,727<br>1.011.727 | 801,831<br>801,831 | 761.904   |
| 1,696,470  |         |           | 1,947,108          | 2,029,851          | 1,244,291          | 1,943,585              | 805,345                 | 1,085,746                | 1,113,778              | 905,965<br>005.065 | 060 220   |
| 1, 000, 170, 100, 110                                  |         | -         | 11 004             | 101764             | 1,244,291          | 1,745,100<br>1700      | 007 001                 | 1/16 217 5               | 0///1111               | 02,006             | 070,606   |
| 300,430 269,393 2                                      |         | 1 (1      | 214,894<br>214,894 | 191,764<br>191,764 | 105,477<br>165,477 | 1/2,708                | 102,489 $102,489$       | C./16,317.5<br>146,317.5 | 119,219<br>119,219     | 95,440<br>95,446   | 142,530   |
| 13,570   |         |           | 26,504             | 23,160             | 24,831             | 8,373                  | 17,945                  | 22,297.9                 | 7,201                  | 10,675             |           |
| 9,911 13,570   |         |           | 13,360             | 23,160             | 24,831             | 8,373                  | 17,945                  | 22,297.9                 | 7,201                  | 10,675             | 18,460    |
|  |         |           |                    |                    |                    |                        |                         | 6,796.4<br>6,796.4       |                        |                    |           |
|  |         |           | 5 3                |                    |                    |                        | 739<br>739              | $1,452 \\ 1,452$         |                        |                    |           |
|  |         |           |                    | 44                 |                    |                        |                         | ∞ ∞                      |                        |                    |           |
|  |         |           |                    |                    |                    |                        |                         | 9,010.6<br>9,010.6       |                        |                    | 8.998     |
|  |         |           |                    |                    | 492<br>492         |                        |                         |                          |                        |                    |           |
|  |         |           |                    |                    |                    |                        |                         | 293.13<br>293.13         |                        |                    |           |
|  |         |           |                    |                    |                    |                        |                         | 274<br>274               |                        |                    |           |
|  | 5       | 0, 0,     | 908<br>908         | 400<br>400         | 780<br>780         |                        | 678<br>678              | 512<br>512               | 629<br>639             | 671<br>671         | 2,015     |
|  |         |           |                    |                    |                    |                        |                         | 180<br>180               |                        |                    |           |
| 20,923 8,870 12<br>20,923 8,870 12                     |         | 22        | 12,954<br>12,954   | 2,244<br>2,244     | 1,177<br>1,177     |                        |                         |                          |                        |                    |           |
| 2.2  | 2.2     | 6.6       | 22,134<br>22,134   | 20,110<br>20,110   | 26,355<br>26,355   | 49,264<br>49,264       | $\frac{15,516}{15,516}$ | 21,469<br>21,469         | 169,775<br>169,775     | 30,146<br>30,146   | 37,499    |
|  |         |           |                    |                    |                    |                        |                         |                          |                        |                    |           |
| 4,509,201 4,068,521 3,0                                |         | 3,(       | 3,636,638          | 3,398,521          | 2,474,168          | 3,546,635              | 2,056,297               | 2,631,477                | 2,649,814              | 2,057,957          | 2,186,471 |
| 4,426,908 3,599,740 3,0                                |         | 3,0       | 3,014,746          | 3,398,521          | 2,474,168          | 3,546,635              | 2,056,297               | 2,631,477                | 2,649,814              | 2,057,957          | 2,186,471 |
|  |         |           |                    |                    |                    |                        |                         |                          |                        |                    |           |

## 2003 - 2014 End of Season Pack Out Report