Planning and Record Book

Pineapple Production (Organic)

Name of Producer:

Name of Plot Recorded in this Book:

Use one Book per Plot!

Ministry of
Food & Agriculture

Ghanaian-German
Development Co-operation

**Market-Oriented
Agriculture Programme**

Edition July 2012. Market-Oriented Agriculture Programme Component 3, implemented by AFC Consultants International. E-Mail: c.arndt@mail.ru. Cover pictures by MOAP.

Calendar of Organic Pineapple Farm Activities *(best practice; variations might occur according to local conditions and varieties)*

Farm Activities	Months (with planting in month 0)																			Remarks
	-4	-3	-2	-1	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14+	
Cut trees, stump and clear																				Or removing previous crop!
1st Ploughing																				Plough at least 30cm deep!
Sowing of cover crops																				
2nd Ploughing to incorporate cover crops as green manure																				Wait 4 weeks till planting (decomposition)!
Apply organic fertilizer (solid)																				Apply on wet ridges!
Harrowing																				If required!
Ridging																				Along the contour lines!
Sucker picking																				Do it properly and remove basal leaves!
Mulching with plastic																				
Sort and grade suckers																				
Treatment of suckers													Options: Neem + soap; citric acid + sulphur; garlic + gavilana; trichoderma							
Planting of suckers																				Mark the holes. Plant by same grade!
Scouting, counting and D-leaves check																				Regularly and as often as possible
Irrigation/watering																				As and when needed!
Apply organic fertilizer																				4 and 7 months after planting; also 2 months after harvesting
Manual weeding																				Every 2 weeks, manually with a hoe!
Apply organic insecticide																				After scouting as needed, use neem!
Apply organic fungicide																				After scouting as needed, use neem!
Forcing (8-9 months after planting)																				Depending on variety & market needs!
Harvesting (135-145 days after forcing)																				Depending on brix and market needs!
Post harvest activities and Transport																				
Production of suckers																				Over a period up to 7 months!

General Information about the Pineapple Farm

Name of owner of the farm:		Certification type:	
Name of farm manager/instructor:		Certification number:	
Period of record keeping: from - to		First certification date:	
Association name:		Last certification renewal date:	
Region:			
District:			
Village or town:			
Location of mango farm:			
Total size of planted mango farm (acres):			
Available land for further future mango production (acres):			
Total number of different plots:			
Name of plot recorded in this book:			
Amount of dues you have paid to your association this year (GH¢):			
Amount of dues you have paid to your association last year (GH¢):			

Information about the Plot

Plot name:		Total number of plants in this plot:	
GPS Coordinates:		Plot size (acres):	
Variety:		Number of plants per acre:	
Planting date:		Planting distance:	

Comments

Planning: Harvesting Dates, Volumes and Gross Revenue Calculation of Plot: ……..

Planting Date	Planned Forcing Date	Planned Harvesting Date	Buyer (Name) Specify: Market Women, Processor, Exporter	Yield Estimate (kg)	Price per kg (GH¢)	Amount (GH¢) = Quantity to Sell x Price per kg
			Total Yield Estimate (kg):		Planned Gross Revenue (GH¢):	

Record-Keeping: Harvesting Dates, Volumes and Gross Revenue Calculation of Plot: ……..

Planting Date	Forcing Date	Harvesting Date	Buyer (Name) Specify: Market Women, Processor, Exporter	Grade	Unit (kg, Crate, Fruit…)	Quantity of Units Sold	Price per Unit (GH¢)	Amount (GH¢) = Quantity of Units Sold x Price per Unit	Conversion Factor (CF): What is the Weight (kg) of one Unit?	Quantity Sold (kg) = Quantity of Units Sold x CF
						Actual Gross Revenue (GH¢):			Total Quantity Sold (kg):	

Planning: Farm Activities, Costs of Inputs and Labour

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1 PD (Person-day)
= 5 hours of work

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Gross Margin Calculation of Plot …… representing …….. acre(s)

Planned Gross Margin (Data from Planning)

PLANNED GROSS REVENUE	
A. Planned Gross Revenue (GH¢) = (from page 5)	
PLANNED VARIABLE COSTS	
B. Total Planned Costs of Inputs (GH¢) =	
C. Total Planned Costs of Hired Labour or Services (GH¢) =	
D. Total Planned Value of Family Labour (GH¢) =	
E. Total Planned Variable Costs (GH¢) = B + C + D =	
PLANNED GROSS MARGIN	
F. Planned Gross Margin (GH¢) = A – E =	
G. Planned Gross Margin **per Acre** (GH¢) = F / size of plot =	
H. Planned Gross Margin **per Own Working Day** (GH¢) = (A – B – C) / PD Family Labour	

Actual Gross Margin (Data from Record-Keeping)

ACTUAL GROSS REVENUE	
A. Actual Gross Revenue (GH¢) = (from page 5)	
ACTUAL VARIABLE COSTS	
B. Total Actual Costs of Inputs (GH¢) =	
C. Total Actual Costs of Hired Labour or Services (GH¢) =	
D. Total Actual Value of Family Labour (GH¢) =	
E. Total Actual Variable Costs (GH¢) = B + C + D =	
ACTUAL GROSS MARGIN	
F. Actual Gross Margin (GH¢) = A – E =	
G. Actual Gross Margin **per Acre** (GH¢) = F / size of plot =	
H. Actual Gross Margin **per Own Working Day** (GH¢) = (A – B – C) / PD Family Labour	

Fixed Costs Calculation: Depreciation of Tools and Equipment

Tools and Equipment to be Depreciated	**a. Quantity**	**b. Purchasing Costs (GH¢) for one Unit** **(GH¢)**	**c. Repair & Maintenance Costs over Entire Lifespan for one Unit** **(GH¢)**	**d. Lifespan** **(year)**	**e. Share to be Paid for this Plot: Size of the Plot / Total Size of Mango Farm** **(%)**	**f. Amount = (a x (b + c) / d) x e** **(GH¢)**
Small Tools (Hoe, Cutlass, and Others)	1					
Protective Clothing (Boots, Gloves)	1					
Knapsack Sprayers						
Irrigation equipment						
Tractor						
Car						
Motorbike						
Farm Buildings						
Chemical Store						
Toilets						
					Total Depreciations for the Plot (GH¢)=	

Fixed Costs Calculation

PLANNED FIXED COSTS	
A. Total Depreciations for the Plot (GH¢) = (from page 28)	
B. Total Planned Certification Costs for the Plot (GH¢) =	
C. Total Planned Consulting Fees for the Plot (GH¢) =	
D. Lease of Land for the Plot (GH¢) =	
E. Interest Rates on Loan for the Plot (GH¢) =	
F. Other Fixed Cost for the Plot (GH¢) =	
G. Other Fixed Cost for the Plot (GH¢) =	
H. Total Planned Fixed Costs for the plot (GH¢) = A+B+C+D+E+F+G =	

ACTUAL FIXED COSTS	
A. Total Depreciations for the Plot (GH¢) = (from page 28)	
B. Total Actual Certification Costs for the Plot (GH¢) =	
C. Total Actual Consulting Fees for the Plot (GH¢) =	
D. Lease of Land for the Plot (GH¢) =	
E. Interest Rates on Loan for the Plot (GH¢) =	
F. Other Fixed Cost for the Plot (GH¢) =	
G. Other Fixed Cost for the Plot (GH¢) =	
H. Total Planned Fixed Costs for the plot (GH¢) = A+B+C+D+E+F+G =	

Net Income Calculation of Plot ……..……. representing …….. acre(s)

Planned Net Income (Data from Planning)

PLANNED GROSS REVENUE	
A. Planned Gross Revenue (GH¢) = (from page 5)	

TOTAL PLANNED COSTS	
B. Total Planned Variable Costs (GH¢) = (from page 27)	
C. Total Planned Fixed Costs for the Plot (GH¢) = (from page 29)	
D. Total Planned Costs (GH¢) = B + C =	

PLANNED NET INCOME	
E. Planned Net Income (GH¢) = A – D =	
F. Planned Net Income per Acre (GH¢) = E / Size of Plot =	

Actual Net Income (Data from Record-Keeping)

ACTUAL GROSS REVENUE	
A. Actual Gross Revenue (GH¢) = (from page 5)	

TOTAL ACTUAL COSTS	
B. Total Actual Variable Costs (GH¢) = (from page 27)	
C. Total Actual Fixed Costs for the Plot (GH¢) = (from page 29))	
D. Total Actual Costs (GH¢) = B + C =	

ACTUAL NET INCOME	
E. Actual Net Income (GH¢) = A – D =	
F. Actual Net Income per Acre (GH¢) = E / Size of Plot =	

Auto-Evaluation and Lessons Learnt

Have you achieved your expected gross margin? If not, why?	

Production:

Have you achieved your expected yield? If no, why?	
With which farm activities were you late? Why? How to improve on it?	
What pests or diseases have affected your farm? What did you do against it? How did it work? How to improve on it?	
What other problems have affected your production? What did you do? How to improve on it?	
How could you reduce the costs of inputs?	

Training:

Which training or technical support do you need?	
Which training do your workers need?	

Marketing:

To whom did you sell?	For what market/what use? (e.g. export, fresh cuts)	Where did you sell? (Farm gate, factory gate…)	What kind of contract did you have with the buyer?

How would you qualify the relation with the buyer? (From very good to very bad)	
How did you agree on the sales price? Did you stick to it? Did the buyer stick to it?	
How could you get a higher price for your produce?	
If there have been any problems with the buyer, what were they? How to improve on them?	

☞Checklist: Did you …?	☞What needs to be improved next year?
☐ Sow a cover crop as green manure	☐ Sow a cover crop as green manure
☐ Do 2nd ploughing to incorporate the cover crop	☐ Do 2nd ploughing to incorporate the cover crop
☐ Apply manure or compost	☐ Apply manure or compost
☐ Apply cocoa shells as organic fertilizer	☐ Apply cocoa shells as organic fertilizer
☐ Do harrowing	☐ Do harrowing
☐ Do ridging at 70-80 cm interval	☐ Do ridging at 70-80 cm interval
☐ Lay out plastic mulch	☐ Lay out plastic mulch
☐ Grade suckers, sort out wilted suckers	☐ Grade suckers, sort out wilted suckers
☐ Treat suckers	☐ Treat suckers
☐ Use a frame marker for spacing	☐ Use a frame marker for spacing
☐ Create planting wholes with a flat piece of wood	☐ Create planting wholes with a flat piece of wood
☐ Scout regularly	☐ Scout regularly
☐ Do manual weed control	☐ Do manual weed control
☐ Irrigate	☐ Irrigate
☐ Apply organic fertilizer	☐ Apply organic fertilizer
☐ Spray foliar fertilizer	☐ Spray foliar fertilizer
☐ Spray organic fungicides	☐ Spray organic fungicides
☐ Spray organic insecticide	☐ Spray organic insecticide
☐ Do forcing either early morning or late afternoon	☐ Do forcing either early morning or late afternoon
☐ Harvest at appropriate maturity level	☐ Harvest at appropriate maturity level
☐ Place fruits immediately in a shaded area	☐ Place fruits immediately in a shaded area
☐ Transport fruits as possible after harvest	☐ Transport fruits as possible after harvest
☐ Weed and prune sucker field	☐ Weed and prune sucker field
☐ Do group purchasing of inputs	☐ Do group purchasing of inputs
☐ Respect the contract with the buyer	☐ Respect the contract with the buyer

What are 3 key points to improve on?
1.
2.
3.

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Dos and Don'ts in the Production of Organic Pineapples

("Good Life of Organic Pineapple" by former USAID / TIPSEE)

Activity

Certification

1 Site selection

2 Land preparation

3 Sucker selection and treatment

4 Planting

5 Fertilizer application

6 Weeding/weed control

Bad Life Practice ✗

No organic certification

Water logged area

Heavy clay soil

Sandy soil

Ploughing along the slope

Use of prohibited fertilizers and Pesticides

Wilt

Phyto

- Avoid **heaping**
- **Yellow** suckers

Using diseases and pests infested planting material

Mixing sucker **sizes**

Screwing in suckers

Use of inorganic fertilizers

Don't wait for weeds to grow before spraying

Spraying with inorganic herbicides

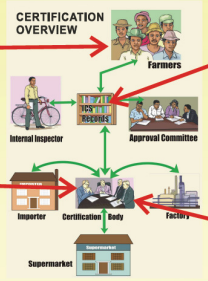
Good Life Practice ✓

Always adhere to organic standards

Complete the necessary practices and documentation

Contact and register with a certification body like IMO, control union, soil association

In doubt of anything, contact the certification body

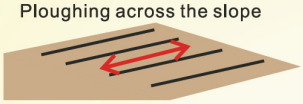


Sandy loam

Good drainage

Good road access.

Ploughing across the slope



- Slashing and controlling burning
- Stamping
- Basal ferlitilizer
- Ridge (70-80cm interval)

Good land preparation (Mulching)

Prepare the bed

Apply basal organic fertilizer

Cover with plastic mulch

Plastic mulch conserves the soil moisture and speed up the maturity

Sorting and grading

Large(400g~) Good(200~400g) Small(~200g)

Fresh, well cured suckers free from wilt and disease.

- Remove basal leaves

Using frame marker to space

Planting in straight line and same size

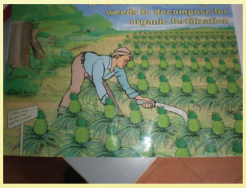
Create a hole with a flat piece of wood

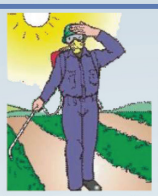
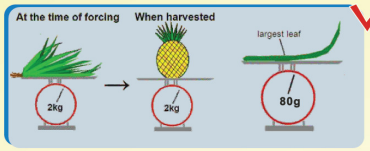
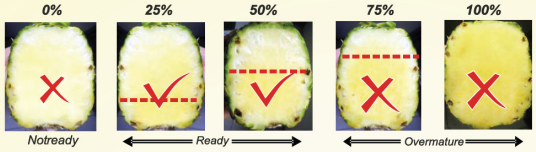
- Plant 24,000 per acre

Use of basal approved organic fertilizers (like citrus waste, cocoa shells, cow dung, poultry manure or compost)

- Balance organic fertilizer to obtain acid condition

Manual weeding



Activity	Bad Life Practice ✗	Good Life Practice ✓
7 Plant prot. / pest cont. 	Use of inorganic pesticides  	• Adopt IPM practices • Use only products referred to in annex ii of (EC) no.834/2007 • Select disease free planting materials • Rough out diseased plants including wilt once • Good farm hygiene
8 Forcing 	 Forcing during the hot part of the day  When raining Forcing young plantswith d-leaf less than 80g • Use of calcium carbide	Forcing at the right stage of growth (D-leaf 80g)  Use ethylene  Wet application  Dry application • Early in the morning or late in the evening
9 Pre-harvest operations after forcing	Degreening with a ethrel or ethephon 	**Check brix and translucence between 125-140 days after forcing**  Check translucence level per buyer's requirement  **(Brix of 13-15)**
10 Harvesting 	 • Throwing and catching; leaving on the ground Heaping of fruits • Leaving fruit in the sun for long hours 	 Harvest in cool part of the day.  Place in shaded area (or on tarpaulin to avoid contact with the soil)
11 Post Harvest Handling 	 Passengers on the fruit  Heaping of fruits	Transport fruit as soon as possible after harvest   Transport in **ventilated** vehicles
Ratoon 	Over crowding and poor maintenance 	Thinning out weak and diseased suckers Monitor growth 
13 Sucker Production 	 Poor maintenance of sucker field  Weedy sucker field	 **Weed** and **prune** sucker field  

QUALITIES OF FRUIT FOR PROCESSING

Bad Qualities		Good Qualities
Fully green, 90-100 % yellow,	EXTERNAL COLOUR	40-90% yellow
Not firm, insect damage, physical damage	CONDITION	Firm , No damege, clean
75-100% translucent, brown spot, over ripped	MATURITY	Attractive yellow, no discoloration, 25-50% translucent
Fermenting smell	AROMA	Strong smell typical of mature pineapple
Not sweet, too acidic	FLAVOR	Very sweet, acceptable acidity
Soft, soggy, hard, & dry	TEXTURE	Firm, succulent, fibrous, juicy

WEST AFRICA FAIR FRUITS

CO-OPERATION REPUBLIC OF GHANA — FEDERAL REPUBLIC OF GERMANY

USAID FROM THE AMERICAN PEOPLE