



## Fruit and Nut PDI Training Materials

Below you will find links to a video, PowerPoint presentation, survey information sheet, and practice interviews for NASS's Fruit and Nut Production and Disposition Inquiry. The practice interviews can be used to enter data in Blaise or CAPI to get familiar with those data collection instruments.

Links	Length (minutes/pages)
<a href="#">Fruit and Nut PDI Enumerator Training Video</a>	14
<a href="#">Fruit and Nut PDI Training Presentation</a>	17
<a href="#">Fruit and Nut PDI Information Sheet</a>	4
<a href="#">Fruit and Nut PDI Practice Interviews</a>	4

Strategic Planning and Business Services Division  
Strategic Planning Branch  
Workforce Performance and Staff Development Section

[Click here to  
return to list  
of materials](#)

## NASS Survey Training

# Fruit and Nut Production and Disposition Inquiry - February



**United States Department of Agriculture  
National Agricultural Statistics Service**

**Workforce Performance and Staff Development Section**



# Survey Overview

- Collecting information on final crop year production, utilization, and prices
  - Acreage
    - Total & Bearing
  - Total production
  - Fresh market and processing sales and prices
  - Other end uses



# Survey Overview

- Final marketing and price info asked quite a while after harvest because
  - Some fruit can be placed in cold storage and marketed months after harvest
  - Some prices that growers receive are not finalized until after the entire crop has been marketed



# General Survey Information

- Project Code: **134 - Noncitrus Fruit Survey**
- Questionnaires:
  - Mail out around January 20
  - Web reporting available
- Release:
  - *Non-citrus Fruits and Nuts – Summary*
  - Early May, 3:00 pm Eastern Time

NASS website: [www.nass.usda.gov/](http://www.nass.usda.gov/)



# Fruit Crops

(varies by state)

- Apples
- Apricots
- Avocados
- Dates
- Peaches
- Freestone Peaches (CA)
- Clingstone Peaches (CA)
- Sweet Cherries
- Tart Cherries
- Kiwifruit
- Macadamia Nuts
- Nectarines
- Olives
- Papayas
- Pears
- Plums
- Prunes



# Screening for Fruit Tree Acres

- Any fruit tree acres?
  - If “**NO**”, go to conclusion
    - How many total acres of fruit, citrus, grape, berry, and tree nut crops were on this operation?
- No actual screening questions/way to handle operations that are out of business
  - Leave good notes if the operation is completely out of business (no agricultural activity)
  - What happened? New operator? Any other info?

# Survey Questions

- Additional screening for each fruit crop:
  - Any [specific fruit crop] tree acres?
- Acres:
  - Total acres
  - Of these, how many were of *bearing* age?
    - Even if limited or no production
- **Total** quantity harvested
  - Include fruit harvested and not used
  - Utilization questions **must** sum back to quantity harvested

# Survey Questions

- Quantity sold and to be sold and prices for:
  - Fresh market (Broken into separate categories as prices can vary)
    - Local/direct sales to consumers
      - Would include sales at U-pick, roadside stands, farmers markets, etc.
    - Wholesale sales (bulk sales, F.O.B. sales, grower packed sales, etc.)
  - Processed
    - Commercial processing
      - NOT broken down by different end uses



# Survey Questions

- Quantity:
  - Processed by this operation
    - Things like: juice, cider, canned fruit, preserves, jellies, etc.
    - Exclude items for home use
  - Harvested but not sold (and won't be sold)
    - Can be due to poor quality, spoilage, market restrictions, etc.



# Additional Questions for Apples and Pears

4. Of the total quantity reported in Item 3, how many were --

**Fresh Market**

a. sold or to be sold for fresh market as **direct sales to consumers**?..... +

b. sold or to be sold for fresh market as **wholesale sales**? INCLUDE bulk sales to packers and truckers, F.O.B. sales, grower packed sales, etc..... +

**Processed**

c. sold or to be sold for **commercial processing**? EXCLUDE fresh packed +

d. processed **by this operation**? EXCLUDE home use..... +

**Not Sold**

e. stored for fresh market?..... +

f. stored for processing?..... +

g. harvested but not sold because of poor quality, marketing restrictions, or other reasons?..... +

QUANTITY	ENTER UNIT (lbs, tons, bushels, boxes, bins, etc.)	HOW MANY POUNDS DOES EACH UNIT WEIGH? (If not reported as lbs or tons)	AVERAGE PRICE (Dollars Per Unit) After deducting packing and marketing charges.	TOTAL DOLLARS RECEIVED
4000		4003	4004	4005
4010		4013	4014	4015
0130		0133	0135	0139
0106		0142		
4100		4103		
4104		4107		
0107		0147		

NOTE: Apples reported in items 4a through 4g should equal Item 3.

**DO NOT DUPLICATE NUMBERS!**

**BE VERY CAREFUL HOW/WHERE FRUIT "TO BE SOLD" IS RECORDED!  
WATCH WHAT IS REPORTED IN 4a, 4b, and 4c, AND ALSO IN 4e and 4f**

# Survey Questions

- A wide variety of units can be reported
  - Often with varying weights
  - AND different units within one report
    - Example: Production in pounds, sales by the ton, and priced by the carton
- Prices are “at local shipping point after packing and marketing charges”
  - Collecting what the grower actually received

# Survey Questions

- Has the entire [fruit crop] been marketed?
- How many total acres of fruit, citrus, grape, berry, and nut crops were on this operation?
- Comments about the growing season



# Things to Watch Out For:

- Current total and/or bearing acres differs from previous reports
- Bearing acres greater than total acres
- Yield seems high or low
  - Total production / bearing acres
- No bearing acres but production reported
- High or low sales price

# More Things to Watch Out For:

- Sum of disposition does not equal total production
  - Individual items cannot be more than total production
  - Sum of items cannot be more than total production
  - Sum of items must equal total production
- Large quantity of fruit harvested but not sold

# Notes/Comments

- Anything odd or unexpected? Be sure to leave notes explaining the situation
  - Statisticians *depend* on your notes, as they review the data, communicate with HQ, and prepare estimates
  - Extra information from record comments is especially important for these “specialty” type crops.
  - Leave notes about low production numbers

# Conclusion

- Work through Practice Exercises
- Have a fruitful survey!



[Click here to  
return to list  
of materials](#)

## Fruit and Nut PDI Extra Information

### Overview:

Project code: 134 – Non-Citrus Fruit Survey

Mail out: Around January 20

Data Release: “Non-Citrus Fruits and Nuts - Annual” – Early May

Reference Period: Previous Crop Year

Purpose: To collect acreage, production, and sales data for a wide variety of fruit crops. Collecting this data provides the industry with a reliable source of information, and growers can use this data to help make informed decisions for their operations.

NASS waits several months after harvest is complete to try to collect final (or nearly final) marketing and price information because many types of fruit can be placed in cold storage and marketed and priced at a later date. Some fruit may still be in storage at the time of this survey.

## **Screening:**

Did this operation have any fruit tree acres?

If NO, go to Conclusion

How many total acres of fruit, citrus, grape, berry, and nut crops were on this operation?

This is all of the screening there is for the Fruit Production and Disposition Inquiry so you will need to leave plenty of notes to explain what the current status of the operation is.

If the operation is completely out of business please leave notes as to what happened to the operation, new operator contact information, etc. This information is needed to update our records.

## Survey Questions:

- Survey questions will be identical for all fruit crops
- We will ask for total acres of each type of fruit crop, whether of bearing age or not.
- Then, of these total acres, how many are of bearing age?
  - All acres of bearing age should be recorded even if they did not produce a crop during the survey year due to freeze damage, disease, drought, etc.
- A wide variety of units can be reported for quantities harvested and quantities sold. We then need the weight of the unit reported so we can calculate total production and price per pound.
  - For example: an operator may report that he harvested 4000 crates of apples. We then need to know how much one of those crates weighed so we can calculate his total production of apples.
    - Then he may say he sold 10,000 boxes of apples for \$8 per box. We need the weight of one of those boxes so we can calculate the price per pound.
- If any fruit is still in storage, the operator should estimate how he intends to sell that fruit and include it in that category (fresh or processing) along with the price he expects/hopes to get.
- The “harvested but not sold” category is referring to any fruit that will **not** be sold due to poor quality, marketing restrictions, etc. This is not fruit that is in storage that they still intend to sell.
- We need to account for all fruit that was harvested, so the sum of all fruit sold plus fruit used to make processed items plus fruit harvested that will not be sold must equal the total harvested.

- **Some things to keep in mind:**
- Looking for acres production, and prices from the previous crop year
- Watch your decimal points on acres, pounds per unit, and prices
- There could be a wide variety of yields and prices across your area
- Please leave plenty of notes explaining anything you think the statisticians may need to know

# Fruit and Nut PDI Practice Interviews

[Click here to  
return to list  
of materials](#)

These are generic practices to familiarize you with the Blaise and/or CAPI instruments. Units, pounds per unit, prices, yields, etc are for illustrative/example purposes only.

## **Exercise 1**

You are speaking with the **operator**  
Name and address information are **correct**

Did this operation have any fruit tree acres in 20XX? **Yes**

Have any [specific fruit] acres in 20XX? **Yes**

How many total acres of [specific fruit] during 20XX? **21.0**

Of the 21.0 acres of [specific fruit], how many were bearing age during 20XX? **20.0**

Total quantity of [specific fruit] harvested during 20XX? **5000 bins**

How many pounds are in one bin? **56**

Quantity sold for fresh market as:

Direct sales to consumers? **1000 bushels**

How many pounds are in one bushel? **42**

Average price or total dollars received? **\$8.00 per bushel**

How much do the BUSHELs weigh in pounds? **42**

Wholesale sales? **100000 pounds**

Average price or total dollars received? **.20 per pound**



Sold for commercial processing? **128 boxes**

How many pounds are in one box? **700**

Average price or total dollars received? **.08 per pound**

Processed by this operation? **8400 pounds**

Harvested but not sold? **2 tons**

Has the total 20XX [specific fruit] crop been marketed yet? **Yes**

*(This operation has no other fruit crops.)*

Total acres of fruit, citrus, grape, berry, and nut crops on this operation in 20XX? **25.0**

Please report any comments about the 20XX tree fruit crops. **We had some disease issues and a small amount of frost damage (put this in a note).**

## Exercise 2

You are speaking with the **spouse**

Name and address information are **correct**

Any fruit tree acres in 20XX? **Yes**

Have any [specific fruit] acres in 20XX? **Yes**

How many total acres of [specific fruit] during 20XX? **20.0**

Of the 21.0 acres of [specific fruit], how many were bearing age during 20XX? **18.0**

Total quantity of [specific fruit] harvested during 20XX? **10,000 boxes**

How many pounds are in one box? **46**

Quantity sold for fresh market as:

Direct sales to consumers? **32,700 pecks**

How many pounds are in one peck? **10**

Average price or total dollars received? **\$6.00 per peck**

How much do the pecks weigh in pounds? **10**

Wholesale sales? **4000 bags**

How many pounds are in one bag? **4**

Average price or total dollars received? **\$0.85 per pound**

Sold for commercial processing? **0**

Processed by this operation? **100,000 pounds**

Harvested but not sold? **17,000 pounds**

Has the total 20XX [specific fruit] crop been marketed yet? **Yes**

*(This operation has no other fruit crops.)*

Total acres of fruit, citrus, grape, berry, and nut crops on this operation in 20XX? **25.0**

Please report any comments about the 20XX tree fruit crops. **Minor insect damage.**

### Exercise 3

You are speaking with the **son (other) Ben Farmer**

Name and address information are **correct**

Any fruit tree acres in 20XX? **No**

Has this operation been sold, rented, or turned over to someone else? **No**

Will the land be used for any agricultural purposes by you or anyone else in the next year? **Yes (will still be raising cattle and cutting hay)**

How many total acres of fruit, citrus, grape, berry, and nut crops were on this operation in 20XX? **0 (Bulldozed the old apple orchard down several years ago)**

Do you make the day-to-day decisions for another farm or ranch? **No**

Thank you.

