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TRADE SHOW FOR  
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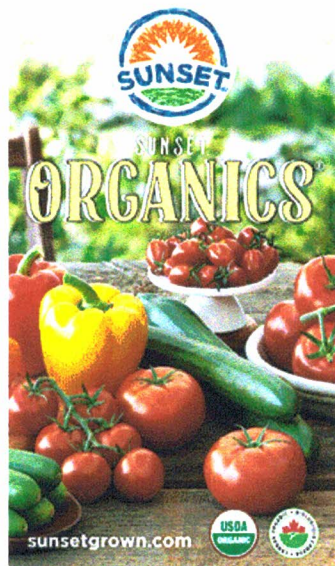
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#### Job offers

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Productmanager North America  
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Head of Cultivation - Quebec, Canada  
Director of Operations - Quebec, Canada  
International Independent Sales Agent - (multiple locations)  
Chain Management US & Canada  
Director of International Procurement and Sales - Canada  
Assistant Grower/Grafting Supervisor - Talbotville, Ontario



### Janny MT prolongs availability with better storage

French pear growers are enjoying greater availability for their pears by using Janny MT storage containers. Several growers have attested to the effectiveness of the containers in extending the time they can keep pears in storage – sometimes by up to six weeks longer than when put in conventional cold storage.

Sorbacal	Temperature °C*	Normal Atmosphere Duration in months	Controlled Atmosphere		
			Duration in months	O <sub>2</sub> %	CO <sub>2</sub> %
Pear Variety					
Abbé Fetel	1 to -0.5	4 to 5	5 to 6	3 to 4	1
Angély	-1 to 0	4 to 5	5 to 7	3 to 4	1 to 1.5
Beurré Bosc	-1	3 to 4	4 to 5	2 to 3	1
Beurré Hardy	-1	2 to 3	3 to 5	3 to 5	2 to 3
Conference	1 to 0	5 to 6	6 to 7	2	0 to 2
Doyenné du Comice	-0.5 to 0	4 to 5	5 to 6	2 to 4	2 to 4
Dr Jules Guyot	-1	2 to 3	3 to 4	15	5
Louise Bonne d'Avranches	0	4 to 5	5 to 7	3	3
Packham's Triumph	0.5 to 0	7 to 8	8	2 to 3	1
Passe Crassane	-1 to 0	5 to 6	6 to 7	3 to 4	5 to 7
Williams	-1	2 to 3	3 to 4	1 to 2	2 to 3

Source: CTIFL

"The use of strategic preservation adds value to surplus production," noted Janny MT's Delphine Schaefer. "You can extend the sales period and select the most profitable sales network." Because there's not as much of a time crunch to get the pears out of storage, inventory can be better managed.



"The Janny modules give me flexibility and connection with cold rooms rented off-site," noted Jean-Bernard Merlo, a pear grower from Domaine de la Faugette. "It is a real advantage not to have to buy fruit from outside sources at the end of the season. If I had to buy from a cooperative, I would pay around twice as much as my production cost."

Not only do pears keep longer with the containers, but, when used with a bag of Sorbacal, pears sensitive to carbon dioxide, like the Conference and Packham, come out of storage with fewer brown cores and in better overall shape.



"The quality benefits are indisputable," said Jerome Vallet, a pear grower from Domaine Les Ormes. "The fruit is well preserved and retains its firmness. The quality of the skin on the Williams pears at the end of the preservation period means they can be packed by machine without damaging the fruit. The pears remain firm with a light yellow color that the large food

**ePac's X**



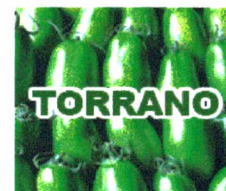
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#### Top 5 - yesterday

China: Athena and Hami melon big in Hainan  
Bio-cool ozone tech could be "a game-changer for the industry"  
Sweden: 7 start-ups created to reduce food waste  
Tesco sales decline slows - Sainsbury outperforms "Big Four"  
Fairtrade Awards 2016 for Lidl and Rewe

#### Top 5 - last week

35 tons of Philippine bananas destroyed in Shenzhen Port  
Cambodia 'perfectly positioned' for mango sales to Europe  
OVERVIEW GLOBAL LIMES MARKET  
New highs for prices of orange juice futures  
Kenya: Mango exports on the rise

#### Top 5 - last month

Banana-kiwi hybrid hoax  
Waitrose test drive Muddy Boots' new Apple iPad and iPhone version of Greenlight Quality Control  
OVERVIEW GLOBAL MANGO MARKET  
35 tons of Philippine bananas destroyed in Shenzhen Port  
"Biggest pepper innovation in thirty years"

#### Exchange rates

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USD: 1.1336  
JPY: 125.13  
GBP: 0.80808  
AUD: 1.5029  
BRL: 4.2000  
CAD: 1.4912  
CNY: 7.3550  
NZD: 1.6705  
ZAR: 17.2805

Euro foreign exchange reference rates  
Source: ECB

retailers and end customers appreciate."

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Publication date: 4/6/2016  
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3/30/2016 China cold chain standard expected to promulgate  
3/29/2016 Unique cooling system is 'future proof'  
3/23/2016 Red kiwi storage life extended to 6 months  
3/18/2016 Poland: Citronex opened new banana ripening centre  
3/11/2016 "Freezing with liquid nitrogen is fast but above all a sustainable solution"  
3/10/2016 E-commerce website Womai invests \$100M to further improve cold chain logistics  
3/10/2016 "Using air door to control temperature and keep moisture out"  
3/9/2016 Good air distribution influences storage result  
3/8/2016 Natural cooling agents and energy saving the trend  
2/29/2016 Javeko installs cold stores for 900 tonnes of red berries  
2/16/2016 Cooling collaboration project at Heathrow airport  
2/16/2016 Faster cooling times for Australia strawberry grower  
2/9/2016 China: e-commerce suffers from expensive cold chain

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