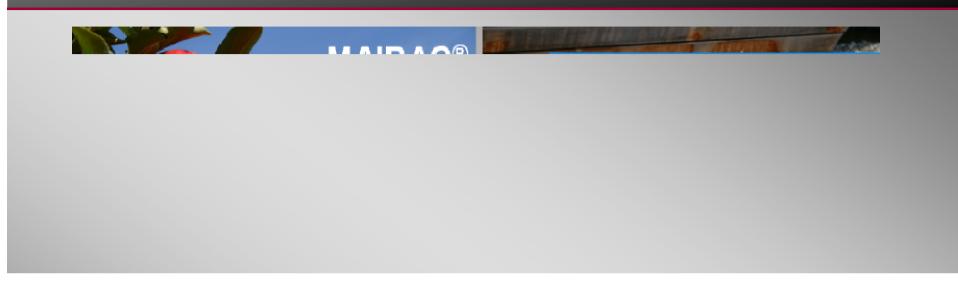
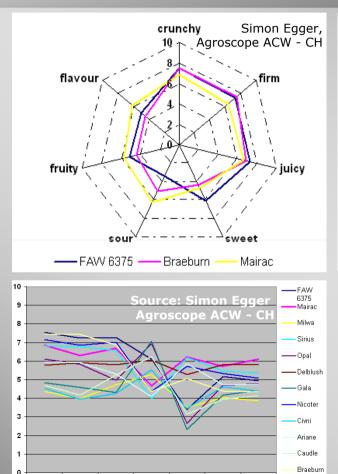


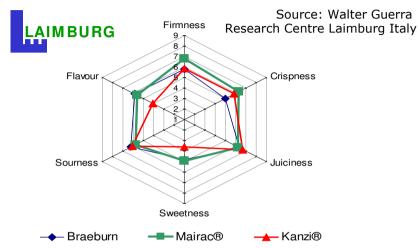
varicom.ch



Mairac® key points







Consumer Test Panel Internal Quality & Flavour U.S.P.: Sweet/Tart Section Origin: Agroscope ACW

Vari Com varicom.ch crunchy

firm

juicy

sweet

sour

52 nd Annual IFTA Conference 09

Michael Weber

flavour

fruity







Fruit size mm	< 70	70/75	75/80	80/85	> 85
Share %	12	23	27	26	12

Tenroy x Maigold La Flamboyante cov Rhone Valley CH Charly Rapillard ripens with Golden Delicious excellent range of fruit size Easy and early top red colour low labour input to max. quality

Varí Com

varicom.ch

Michael Weber

52 nd Annual IFTA Conference 09



Mairac®

key points



Mairac® introduction

Swiss	trademark® managed by 5 Swiss packers, variety protected, not managed, trees licensed.				
Europe	trademark® managed by VariCom, variety protected, tree licensed by VariCom shareholders Artus Group, Consortium South Tyrolean Nurserymen and MFS.				
Overseas	trademark® and variety managed, pilot orchards in 2009/10 in North America, NZ, Chile and South Africa.				
<i>Varí Com</i> varicom.ch	Michael Weber 52 nd Annual IFTA Conference 09 Plus				



Mairac® commercialisation

	level	status	activities		
Swiss	nursery	yes	126'000 trees		
	marketing	yes	240 tons		
Europe	nursery	yes	85'000 trees		
	marketing	no	28 tons		
Overseas	at nursery	no	pending		
	at marketing	no	pending		
	PBR: CH, EU, South	Africa, Chile, NZ, F	Russia. ® = USA, CAN.		
Varí Com	Michae	el Weber			
varicom.ch	52 nd Annual IFTA Conference 09				