

## **"Arbokost": A managerial-economical software-tool for organic apple production**

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*The lifetime of an apple orchard is about 15 years. Therefore, the investment planning for new plantations is of existential importance for a fruit grower. The grower depends on as precise as possible estimations on the future costs and gains. When carrying out a full costs account during the whole orchard lifetime, the farmer has valuable information about the cash flow, earned income, profitability, and other key data he needs for decision making on future investments.*

*"Arbokost" is a managerial-economical software-tool for fruit growers. Per orchard plantation, it reflects a full cost account, the cash flows collected during 15 years, earned income for each year and other different key data that are important for certified integrated and organic apple production in Switzerland. With "Arbokost," it is possible to determine the consequences in managerial-economical terms of equipment investments like hail netting or irrigation.*

*In addition, a comparison about the cost differences for organic and integrated apple production in Switzerland can be made.*

*The grower can insert the data of his own orchards in the program and then compare with the standard data that originate from large-scale monitoring studies. Additionally, the grower can run simulations with different prices, costs, or terms. The simulation can support the producer significantly in the detailed planning of his investments.*

*With the analysis, we will present results gained with "Arbokost" on organic apple growing and the most important differences in managerial-economical terms to the integrated production.*