



Nisão, lda



Dear Valued Business Partner,

Success in walnut plantation often hinges on subtle details that can easily be overlooked. To better understand and support your operation, we've developed a document titled the Client Assessment Questionnaire. While it may appear to be just a list of questions, this tool is designed not only to help us provide a more accurate assessment of your plantation but also to give you the opportunity to reflect on these critical details in a structured way.

As you complete this questionnaire, we kindly ask that you provide as much relevant information as possible by:

1. Answering each question to the best of your ability.
2. Using the grading system in certain questions, where 1 represents the most favorable evaluation and 5 indicates the most challenging conditions.
3. Indicating details for each unique plot if you have multiple plantations, phases, or areas with structural differences (e.g., year of plantation, variety, spacing, or significantly different soil characteristics). This will enable us to analyze each plot according to its specific characteristics.
4. Reaching out to us if you're unsure about any question, rather than providing a potentially misleading answer.
5. Rest assured, all information you provide will be treated with the utmost confidentiality and will not be shared with anyone without your explicit permission.

With kind regards,

Nisão-NutVision



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CLIENT ASSESSMENT QUESTIONNAIRE

1- Contact Information:

Contact Name: _____

Title: _____

Phone: _____

Email: _____

Company Name: _____

Legal address: _____

Country: _____ Tax ID No: _____

2- Plantation: (please indicate details of each of the different plots, plantation year or variety)

A-Plot/Operation

Name of Plot: _____

GEO Coordinates: _____

Plantation Year/Month: _____

Net planted area (ha): _____

Do you have any certifications (if so indicate): _____

B-Soil

Soil Physical Structure: _____ Average pH: _____ Organic Matter: _____

Describe any soil preparation made before plantation: _____

Describe conditions by a scoring from 1 to 5. (1) the most suitable and (5) being the most challenging conditions

Stones: _____

Slope: _____

Drainage: _____



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C-Plants

Source of plants: _____ Distance trees (m): _____ Rows (m): _____

Main variety /Rootstock: _____ Reliability score (1): _____ / _____

Pollinators /Rootstock: _____ Pollinator %: _____

Are there pollinator lines: _____ Are pollinator marked: _____

Total number of plants: _____ Length of your longest tree line: _____

Any mature walnut plantation within a 500m perimeter: _____ Direction: _____

Has the plantation done with barerooted plants or plants in pots: _____

D-Climate

Long term average lowest temperature in Winter: _____ Month: _____

Earliest fall frost date: _____ Latest Spring frost date: _____

Chilling hours average: _____

(If you do not know, provide apprx accumulated hours under +7 degrees C)

Do you have a weather station: _____ If not, what is the nearest accessible one: _____

What is the direction of prevailing winds in your area: _____

(1): Give a score from 1 (best) to 5 (worst), about your confidence on the reliability of varieties of plants.



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CLIENT ASSESSMENT QUESTIONNAIRE

E-Analyses

How often and when do you make soil analysys: _____ Please provide latest report

How often and when do you make leaf: _____ Please provide latest report

Do you always work with the same laboratory: _____

Describe briefly your soil sample collection procedure _____

Describe briefly your leaf sample collection procedure: _____

F- Operations

Using the scale from 1 (lowest) to 5 (highest) indicate your team's level of need for assistance/guidance in each of the following common orchard management operations:

Irrigation/fertigation: _____	Weed management: _____	Harvesting: _____
Soil moisture management: _____	Pest Management: _____	Processing: _____
Water budgeting: _____	Spraying: _____	Soil / leaf sampling: _____
Plant nutrient management: _____	Pruning / training: _____	Nut Quality _____



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CLIENT ASSESSMENT QUESTIONNAIRE

G-Water & Irrigation

What is the main source of water of your orchard: _____

Have you ever get your water analyzes (if yes, please indicate details) _____

Is there an irrigation system in place: _____

Do you use soil moisture sensors: _____
(watermarks or tansimeters)

Do you use a pressure chamber: _____ Frequency used: _____

How do you determine your irrigation scheduling: _____
(The duration and the frequency)

Can you assess the flow-rate of your water source:
or the total availability in a season in m³ _____

H- Plant nutrient application

Do you fertigate: _____ Please provide latest program

Do you make winter soil fertilizer application _____ Please provide latest program

Do you use manure: _____ Average use per ha: _____

Do you spray plant stimulants: _____ Please provide latest program



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I- Plant Protection /Pest management

Do you have a pest management program: _____

What are the most common pests: _____

Do you make copper applications: _____ How many time in a season: _____

What products do you commonly use: _____

J- Team and Mechanization

What is the size of your full time field team: _____ Do you have an agronomist: _____

How long has your most senior orchard employee working with you _____ How many tractors do you use: _____

Do you have equipment for herbicide application: _____

Do you have harvesting equipment: _____

Please describe: _____

Do you have processing equipment: _____

Please describe: _____



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K- Productivity

Your average target cruise productivity (kg/ha): _____ Age expected: _____

Total production expected (tons): _____

Evolution of previous year's average yield (kg/ha):

Expected in current year: _____

Past

Current year - 1: _____

Current year - 2: _____

Current year - 3: _____

Future (expectations)

Current year + 1: _____

Current year + 2: _____

Current year + 3: _____

L- Marketing

Do you have a determined marketing strategy: _____

Please describe your plans, in terms of product (kernel, in-shell) as well as targeted market (wholesale/retail), local international:
