

# Mango Matters

JANUARY 2022 | VOLUME 46



## Australian mangoes— taste the sunshine!

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Fun, sun, and those  
tasty Australian  
mangoes

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Biosecurity—mango  
shoot looper

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Most Australian mangoes  
are now monitored to  
ensure a profit

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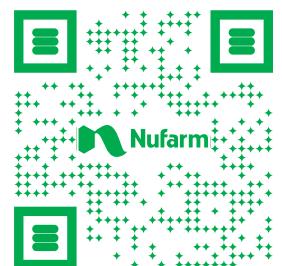
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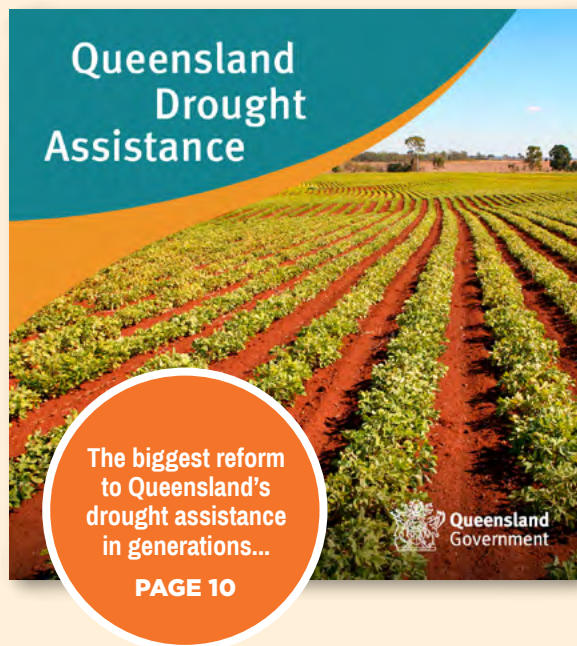
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### Want to contribute?

*If you would like to submit pictures and story ideas to AMIA, or provide feedback, please contact the AMIA team via the details listed on this page.*

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Australian Mango Industry Association Ltd.

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# CEO REPORT

## Brett Kelly

Chief Executive Officer, AMIA

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The season is now in full swing, and the demand is very strong from consumers. Volumes and pricing of fruit fluctuated early in the season with varying information coming from crop forecasting. It is critical to be as accurate and as punctual as possible when forecasting to get the best planning in place which ultimately assists with good marketing and pricing. Retailers get some of their information direct from their suppliers, but the weekly overview on the market volume forecast that the AMIA team does for everyone can help influence better outcomes for growers if accurate information is supplied.

We have now completed all Pre-Season Roadshows, except for Gingin's in Western Australia. Thank you for all that attended and for working within the covid restrictions.

Hopefully next season we will not have any travel/shutdown restrictions to deal with. This will enable more direct interaction and communication and we will be able to have interstate guests and presenters.

The Strategic Investment Plan (SIP) has been finalised and is now available to all members/growers for review. Please take the time to read this document as it is the key industry strategic plan for the next three years. AMIA is now preparing the Request for Proposal (submissions) for the new key projects (that we currently manage; best practice and communication). These will be funded from the levies and are expected to commence in April 2022.

I am pleased to announce that AMIA was successful in winning the contract for the Supply Chain Engagement Project (MG21500). The project supports the broader mango marketing programs (managed by Hort Innovation) and focuses mainly on the retailer relationships in the supply chain. This is a great outcome as it puts a direct employee of the AMIA into the equation, working closely with Hort Innovation to further enhance the working relationships with all retailers.

I have mentioned previously that I have completed an internal strategic plan for AMIA which I will submit to The AMIA Board at the end of this season for review and approval. I will update members on this then. I am excited as to what we can achieve for our industry with the right strategies and focus in place. We need to capitalise on our collective numbers, experience, and passion for the industry to achieve better sustainability and profitability for the future. The key is a better understanding and focus on the front end of the business.

I want to talk a little about business strategy. It is imperative that you have a plan and strategy in place no matter what size your business is. The three key things to ask yourself are:

1. Who is your customer?
2. Where exactly do you fit in the marketplace?
3. What is your point of difference/ competitive edge not based on price?



Once you can clearly answer these three questions you can then formalise a strategy and direction that should tie directly to a profit and loss forecast.

Some businesses can't see the bigger picture and are focused on the small details and others are more reactive than proactive. Having a clear focus, that is part of a well thought out strategy, tied to a plan and forecast, will substantially help you achieve your objectives. Many of you have heard me say before that 'you don't get what you deserve but what you negotiate,' so again contracts are critical to have in place (once you understand your strategic objectives). This can also be strengthened by growers working collectively together such as in co-operatives. Synergy will give better efficiencies, co-ordination, and negotiation outcomes. This will be an area that I hope to provide more training and knowledge in, to all our members, as part of the AMIA Internal Strategic Plan.

I wish you all the best for the current season and please feel free to contact any of the AMIA team if we can be of any assistance.

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# CHAIRMAN'S REPORT

## Ben Martin

Chairman, AMIA

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The past two years have perhaps been the most challenging for the mango industry in some time. In 2020 operations were significantly impacted by the COVID-19 pandemic, with businesses focusing firstly on health, and also having to consider other

challenges around market access and workforce numbers. These challenges remained in 2021, compounding with other impacts of the pandemic, which have extended to almost all areas of farm operations including supply chain delays for farm equipment, fertiliser, chemicals, and diesel fuel additives to name a few. Astute forward planning for the 2022 year will be necessary to minimise impact.

In addition, it is increasingly evident that our industry must be more resilient to ensure the long-term success of our farms. A critical component of this is the continuing development of our access to new markets at both a national, and perhaps more importantly, international level. Export markets this year have been significantly impacted by access limitations, freight logistics and cost. This has resulted in domestic markets being overloaded due to additional fruit supply.

Access to good labour resources has improved and acknowledgement must be given to the key people within all government levels and industry who collaborated to deliver some good outcomes. However, the industry is vulnerable to workforce shortages. I have mentioned in my previous

reports of the continuing conversation with our federal representatives on the labour subject and in addition, I am also working with these representatives to achieve improved international market access for our product.

At the farm level, production again varied across the regions and highlighted the need to improve our understanding of the mechanisms which trigger flowering, fruit set and fruit retention and the climatic impacts on orchards through the production cycle. I have referenced these subjects previously and there have been a considerable knowledge increase (on these subjects), but further research is necessary. In addition, a focus on the sharing and application of this knowledge to date at the industry level is needed.

While this year has delivered good outcomes for some growers, the feedback I have received at present would suggest the 2021 season as of December could at best be defined as average outcomes.

With 2021 drawing to a close I must on behalf of the AMIA Board and staff extend our best wishes to all industry participants for the Christmas festive season and for a successful and healthy 2022.

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# DIRECTOR'S REPORTS

## Northern Territory & Northern Western Australia



**Leo Skliros**

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For the most part it was a disappointing year to say the least for Kensington Pride growers.

R2E2 growers fared better, with good flowering converting to yields. Calypso growers thrived this year and the variety was the shining star on the tree.

Now in its' second year, the Mango Madness Festival took place in mid-November and was well received by attendees. Unfortunately, our national media coverage was lacking this year, to have enough influence on the national marketing of mangoes.

Growers are preparing for next season and facing more uncertainty and challenges than previously due to the COVID-19 pandemic. Labour, transport, and pressure on the markets are some of the key challenges the industry needs to address. But we are a resilient bunch, so let us hope as a combined industry we will get through difficult periods, as we have done in the past, and that there is light at the end of the tunnel.



**Geoff Warnock**

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E: gullivers@wn.com.au

The season here has finished. Production from the region has been better than last season but nowhere near as good as it was expected to be, when considering the flowering indications.

Most growers are now focusing on pruning and preparing for next season.

The wet season feels as though it is not too far away with hot days and then cloud build-up in the evenings, but there has been very little rain to date (at the time of writing).

I hope all growers had a Merry Christmas and I wish you all a prosperous next season.

## Far North Queensland & North Queensland



**John Nucifora**

M: 0418 193 885  
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Harvesting is well and truly in full swing. The Kensington Pride crop is down in numbers, but the market is still under a lot of pressure. Growers in my region are not happy with returns. It has certainly been a challenging year so far. Let us hope it gets a lot better after Christmas.

With the cost of production climbing, I hope that we do not go through a major change in our industry. I saw this many years ago where the cost of production was more than grower's returns, and many people left the industry.

Fruit is becoming ready for harvest a lot earlier than initially expected due to current hot temperatures. So far, the weather has been favourable for harvest (to date). Let us hope that it remains this way and we get our crop off without too much bad weather.

I hope we all have a prosperous season.



**John Nardi**

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By now most growers in the region would be well into or finished their main harvest.

The weather has been good for harvest activity with no major rain events that have drastically impacted harvest (at the time of writing). We have been very fortunate compared to some of the other regions. Fruit quality generally looks very good too although there seems to be a slightly smaller size profile this season when compared to previous ones. It has been an unusual season with some growers harvesting two to three weeks earlier than normal and others that will harvest two weeks later than normal. I am sure all growers have experienced staffing issues and difficulty finding good reliable staff for the season. This has impacted harvest for many, and it is likely to be an issue going forward for years to come. You may find it useful to utilise programs such as the Pacific Australia Labour Mobility Scheme ([www.palmscheme.gov.au](http://www.palmscheme.gov.au)).

This season pricing started off strongly, but it has come back down with strong overall mango volumes in the market. I wish everyone all the best with their harvest for those that have not yet finished.

## Southern Queensland & New South Wales



**Karl Gygar**

M: 0481 591 470  
E: kgygar@gmail.com

The mango season so far has been a tough one for many growers. Pricing has fluctuated and weather has not helped many growers, with a lot of fruit having to be downgraded.

As we move into the holiday period it is important that everyone within the industry remembers to stay focused on the end consumer. The consumer is the only member of our value chains that puts money into the system. Having a consumer focus is vital for us to maintain a sustainable industry. At every point within the supply chain, we must be asking ourselves, "is this adding value for the consumer?"

I wish everyone a very happy holidays and hope that in amongst the business of harvest you find time to take a break and reflect on what has been a very hard year for all.

## Southern Western Australia



**David Morcombe**

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E: dw.morcombe@gmail.com

Fruit set is looking quite good at this stage (early December) after a mild spring. Hopefully it will turn into a good crop.

In the west we have been lucky this year to have freedom of movement without covid restrictions, but labour availability is a big problem. I hope the new Agriculture Visa will start providing solutions but fear this will only provide labour further down the track, so I expect the harvest of this crop will be difficult. The only way out appears to be getting vaccination rates up so our political leaders will allow more freedom of movement and therefore access to workers.

I have just had my first WorkSafe audit. I was surprised by the lack of information generally distributed to small businesses (like me) about the process in general and the relevant responsibilities and obligations. If you compare it to a Freshcare audit, it is very different. With Freshcare you are well prepared with exactly what they are going to want and what you need to do for compliance, whereas with WorkSafe there seem to be an infinite number of compliances that WorkSafe assumes you should be aware of. I found the audit satisfactory but have come out of it feeling that it would be good if there was some training available for small growers and new people in the industry to avoid being placed in situations where growers are unknowingly not meeting workplace safety obligations. In the meantime have a look at the WorkSafe website ([www.commerce.wa.gov.au/worksafe](http://www.commerce.wa.gov.au/worksafe)) and download relevant information like the [orchard health and safety checklist](#). There is a lot of information, but it is good to start the process, before you are given a few days' notice of an auditor's visit.

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*"Having a consumer focus is vital for us to maintain a sustainable industry. At every point within the supply chain, we must be asking ourselves, "is this adding value for the consumer?"*

.....  
- KARL GYGAR

# AMIA & INDUSTRY NEWS

## AMIA Board Director sought

The AMIA Board is seeking a Director for Northern Territory and Northern Western Australia. This is a temporary position until May 2022.

You must be a grower member of AMIA and preferably from the Katherine region (however grower members from other areas of the Northern Territory may be considered).

If you are interested or would like more information, please get in touch with Brett Kelly or Linda Bachmann.

**Chief Executive Officer**  
**Brett Kelly**

M: 0437 435 363  
E: [ceo@mangoes.net.au](mailto:ceo@mangoes.net.au)

**Finance Manager**  
**Linda Bachmann**

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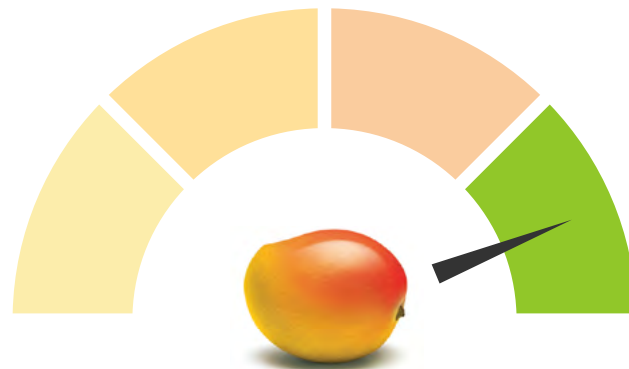
## New look for Mango Matters

We hope you like the new design of Mango Matters. This was undertaken to bring it in line with the re-design of My Mango and The Slice, which was conducted a few years ago.

Feedback is welcome! You can get in touch via the details below.

**Communication Manager**  
**Jessica Mitchell**

M: 0458 803 220.  
E: [com@mangoes.net.au](mailto:com@mangoes.net.au)



## Share your feedback now

As we approach the end of the current mango-levy funded programs 'MG17004 National Mango Industry Communication Program' and 'MG17000 Building Best Management Practice Capacity for the Australian Mango Industry,' now is your chance to have your say!

Complete the survey at:  
<https://www.surveymonkey.com/r/MQTJS2T>.

## Team update

In case you missed it in our weekly newsletter My Mango, AMIA successfully secured the Hort Innovation Supply Chain Engagement Project (MG21500) and would like to introduce to the team, Andrew Burns, who is managing the project as Supply Chain Engagement Manager. The collaboration with Hort Innovation will drive a major win for growers.

Meanwhile, Tate Connolly recently left Hort Innovation, with Belinda Van Schaik stepping into the role of Category Marketing Manager. Belinda has been with Hort Innovation for 18 months working as Marketing Manager for tropical fruits, berries, and turf.

If you haven't already, please join us in welcoming them to the team. We thank Tate for her hard work marketing mangoes over the past few years and wish her every success.



**Andrew can be contacted on the following details:**

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E: [andrew@mangoes.net.au](mailto:andrew@mangoes.net.au)



**Belinda can be contacted on the following details:**

M: 0411 844 441  
E: [Belinda.VanSchaik@horticulture.com.au](mailto:Belinda.VanSchaik@horticulture.com.au)

## Resources available

### Ripening manuals

We have hard copy [ripening manuals](#) available in office, and you can also download it from our website [here](#).

If you would like any hard copies, please get in touch with Supply Chain Engagement Manager, Andrew Burns, on 0428 662 726 or [andrew@mangoes.net.au](mailto:andrew@mangoes.net.au).

### Other resources

We have added the following resources to the website recently:

- [Working Safely with Mangoes Poster](#)
- [Mango Sap and Allergies Poster](#)
- [A Workers Guide to Picking and Packing Mangoes](#)

We have limited numbers of hard copy posters available also.

A reminder that we also have grading posters available ([class 1 poster](#), [class 2 poster](#)).

We are looking into printing more [defect guides](#) and will have an update for you shortly.

If you would like any of the above resources, please contact your Industry Development Officer, Paige or Celine.

**Industry Development  
Officer - QLD/NSW  
Paige Liebich**

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**Industry Development Officer  
- NT/WA  
Celine Jordens**

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## Pre-season roadshows

All Pre-Season Roadshows have now been held (except for Gingin, WA). Thanks to everyone that attended, presented or helped to organise these events. It was pleasing that we were able to hold at least some of these meetings face-to-face this season.

The AMIA team looks forward to hopefully presenting all Pre-Season Roadshows for the 2022/2023 season later this year.



## Hort Innovation updates

### SIP and Mango Fund Annual Report released

Download the Hort Innovation Mango 2022-2026 Strategic Investment Plan to see how your levy will be invested over the next five years. During 2021, Hort Innovation worked closely with industry to refresh the documents that guide their investment of grower levies. The plans reflect the current needs and aspirations of industry and provide a roadmap for them to follow.

Visit <https://www.horticulture.com.au/hort-innovation/funding-consultation-and-investing/investment-documents/strategic-investment-plans/> to view the document.

The Mango Fund Annual Report has also been released; head to <https://www.horticulture.com.au/growers/funding-consulting-investing/investment-documents/fund-annual-reports/> to view it.



### Hort Innovation personnel changes

Hort Innovation's Chief Executive Officer Matt Brand has resigned and will continue in the role for six months while the recruitment of a new CEO takes place.

Two new Directors, Catherine Oates and Robert Mullins have joined the Hort Innovation Board, following the Hort Innovation AGM. At the AGM, voting members also re-elected Julie Bird to the Hort Innovation Board from a pool of five candidates.

Following the AGM, the nine members of the new Board met and re-appointed Julie Bird as Hort Innovation's Chair, and Paul Harker as Deputy Chair.

Hort Innovation and its members farewell Stephen Lynch and Sue Finger.

## IFAM update

There have been a number of updates to routes as part of the IFAM program.

Check the IFAM website: <https://www.austrade.gov.au/news/news/international-freight-assistance-mechanism> for the current list of available flights and further details.

If exporters would like to provide feedback regarding flight routes, specifically, if you would like to see particular routes available, we can liaise with Austrade.

**Please contact Marine Empson if you have any feedback:**

M: 0457 555 838

E: [marine@mangoes.net.au](mailto:marine@mangoes.net.au)

## DAF e-hub

The DAF e-hub provides resources and information to help Queensland agribusinesses prepare and respond to future COVID-19 incidents in line with [Queensland's COVID-19 Vaccine Plan to Unite Families](#) with borders reopening. The Queensland Government has also created [a COVID-19 business assistance finder](#), with links to grants and other support available from the Queensland and Australian Governments, and Queensland local councils.

For more information head to: <https://daf.engagementhub.com.au/agcontinuity>.

## Assistance available

### Drought Support

The biggest reform to Queensland's drought support in generations will help Queensland primary producers improve their management of future droughts.

New drought assistance programs will focus on greater preparedness and business resilience for a broader range of eligible Queensland primary producers. This means the new drought assistance will include eligible primary producers across all industries, not just grazing.

Under the new drought assistance guidelines, producers will no longer need a drought declaration to access drought preparedness assistance, which will be available anytime.

To access the new drought support, producers will need to have a Farm Business Resilience Plan or equivalent that identifies activities to improve resilience when applying for the drought preparedness grants or loans.

Head to QRIDA: <https://www.qrida.qld.gov.au> to find out about the latest assistance available for drought support and preparedness, and disaster assistance loans from recent wet weather in Queensland.

Producers can attend a Farm Business Resilience Program workshop or training run by industry organisations or the Department of Agriculture and Fisheries (DAF) to help develop and implement a plan, write a plan themselves, or engage professional assistance.

While this drought continues the Queensland Government will still support producers through the current Drought Relief Assistance Scheme (DRAS).

Drought-declared producers can choose to continue accessing DRAS support or transition to the new measures. Once they access the new measures, they cannot go back to DRAS which will be phased out as drought declarations come to an end.

### Disaster Assistance Loans

Joint Commonwealth-State funded Disaster Recovery Funding Arrangements (DRFA) Category B assistance for primary producers has now been activated for the below impacted Local Government Areas (LGAs):

- Bundaberg Regional Council
- Goondiwindi Regional Council
- Lockyer Valley Regional Council
- Scenic Rim Regional Council
- South Burnett Regional Council
- Southern Downs Regional Council
- Toowoomba Regional Council
- Western Downs Regional Council.

Category B assistance provides affected producers with assistance including concessional loans of up to \$250,000 and essential working capital loans of up to \$100,000 at a concessional interest rate, and freight subsidies of up to \$5,000.



## Biosecurity check-in app

Biosecurity Queensland has a free [Farm Check-In App](#) for landholders to help manage biosecurity risks when visitors enter their property. This tool is suitable for properties within Queensland that may have limited biosecurity measures in place.

Visitors can access the form via a QR code on [signage](#) at the property, or by installing the [Farm Check-In App](#) prior to visiting the property. The form comprises of a series of questions which includes links, prompts, and videos along the way for visitors to be better equipped with determining the biosecurity risks before entering, moving between, or leaving agricultural properties and to help them meet their general biosecurity obligation.

The form has offline functionality, if the property is based in a location with limited or no internet coverage.

Head to <https://www.daf.qld.gov.au/onfarmbiosecurity/farmcheckin> for further information.

## Fair Work Commission updates

### Sex Discrimination and Fair Work (Respect at Work) Amendment Act 2021

From 11 November 2021, an eligible worker who believes they've been sexually harassed at work can apply to the [Fair Work Commission](#) for an order to stop the sexual harassment. This follows the introduction of the [Sex Discrimination and Fair Work \(Respect at Work\) Amendment Act 2021](#) (Fair Work Act), which took effect on 10 September 2021.

The changes to the Fair Work Act aim to:

- protect and empower workers to address [sexual harassment in the workplace](#)
- include miscarriage as a reason to access compassionate leave.

They include:

- introducing stop sexual harassment orders
- defining sexual harassment
- clarifying that sexual harassment at work can be a valid reason for dismissal
- providing compassionate leave for miscarriage.

For more information head to: <https://updates.fairwork.gov.au/link/id/zzzz618dc97a61741725Pzzzz6189ca0b2348f698/page.html>.

### Pay and piecework rates

The Fair Work Commission has decided to include a minimum hourly wage guarantee and a requirement to record hours worked by pieceworkers into the Horticulture Award. This decision is not yet law.

Head to <https://horticulture.fairwork.gov.au/pay-piecework-rates> for more information.

## Chemical updates

### APVMA update

The APVMA recently announced a reconsideration of the approvals for the following rodenticides—warfarin, coumatetralyl, diphacinone, brodifacoum, bromadiolone, difenacoum, difethialone and flocoumafen. The reconsideration has been prompted by concerns over environmental safety (e.g., primary, and secondary poisoning of non-target domestic animals and wildlife), human health (e.g., worker exposure) and residues (e.g., livestock and edible wildlife).

The APVMA is inviting submissions relating to the issues flagged as being of concern with a due date of 2 February 2022.

More information about the reconsideration can be found at <https://apvma.gov.au/node/93286>.

### MRLs for Korea

Korea has banned the distribution and sale of pesticides containing chlorpyrifos (Lorsban) and chlorpyrifos methyl domestically. We understand MRLs for these chemicals will be removed and a default of 0.01 mg/kg now applies.

The Korean MRL for mangoes is currently set at 0.4<sup>T</sup> mg/kg. The T indicates that it is a temporary MRL. The current Australian MRL is set at 0.05mg/g which is the limit of determination, so we don't expect any compliance issues.

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## Industry appointments and departures

### Fresh Produce Safety Centre

The Fresh Produce Safety Centre Australia and New Zealand (FPSC) recently announced its new Chair and the appointment of four new Directors, in an expansion of its Board.

After seven years in the role, Mr. Michael Worthington stepped down from the position of Chair of the FPSC effective from 24 November 2021 and was replaced by Dr. Andreas Klieber of Quality Associates. Dr. Jocelyn Eason also stepped down from the FPSC Board and Mr. Worthington was appointed as Emeritus Advisor to the FPSC Board, a non-voting advisory role, also effective from 24 November.

The FPSC also appointed four new Directors, in an expansion of the number of Board members from eight to ten. The four new directors come from Australia and New Zealand with diverse representation within the fresh produce industry. The new directors are Dr. Damien Farrelly, Miffy Gilbert, Andrew Redman, and Belinda Wilson-Chartres.

### National Fruit Fly Council

Plant Health Australia (PHA) and Hort Innovation are proud to announce that Stuart Burgess (*right*) has been appointed as the new manager of the National Fruit Fly Council (NFFC).

Stuart brings professional expertise in industry leadership in trade and biosecurity related programs with wide ranging experience in whole of industry leadership, management, and development at national, state and business levels, across a broad spectrum of government, industry, and commercial sectors.

He is highly experienced, having been the CEO of Fruit Growers Tasmania and Fund Manager and Industry Services Manager at Hort Innovation. Stuart brings a rich understanding of biosecurity particularly as it relates to trade and bilateral trade operations and a strong and long-term connection to the Australian horticultural and agricultural sectors.



### New Zealand Frost Fans

New Zealand Frost Fans has announced the appointment of Rob Wheatley (*right*) to the New Zealand Frost Fans Board of Directors. Following Rob's appointment, the Board will comprise six directors.

Rob is a highly experienced and proven agri-business manager with a demonstrated history of working in the horticultural industries within New Zealand and Australia.

Rob is well known in the horticultural sector having held senior operations and general management roles with Costa Group, Olam International and AustOn Corporation.



### Fair Farms

After an extensive search and selection process, Growcom is pleased to announce the appointment of Mr Sachin Ayachit as the new National Program Manager for the Fair Farms program.



Mr Ayachit joins Growcom with extensive knowledge and experience, and a background in the delivery of certification programs, accreditations, regulatory compliance, training, and implementation of quality systems for certification schemes in the agriculture sector.

Most recently at ACO Certification (previously Australian Certified Organics) as the General Manager of Certification. Mr Ayachit also holds multiple qualifications including a Bachelor of Agricultural Science, Master of Agribusiness Management, an MBA, as well as being a lead auditor for Integrated Management Systems and Internal Auditing.

### Brisbane Markets Limited

After leading Brisbane Markets Limited (BML) for 20 years, retiring Chair, Tony Joseph has handed the reins of the company to incoming Chair, Anthony Kelly (*right*).

The changeover occurred during BML's Annual General Meeting (AGM), held on Wednesday, 10 November.



Mr Kelly has been on the Board since the Markets were acquired by BML and has served as Deputy Chair over many years. He is also a Non-Executive Director of Horticulture Innovation Australia Limited and has substantial experience in the fresh produce industry.

Two new faces have also joined the BML Board, ready to serve as part of the new-look team leading the fruit and vegetable industry-based owner and manager of Brisbane Markets.

Brismark confirmed the appointment of two new Industry Directors, Nicole Radice and Stephen Edwards.

In accordance with BML's Constitution, Brismark appoints four Industry Directors to the BML Board, with Ms Radice and Mr Edwards joining Bruce Hatcher and Stuart Lummis in these appointments.

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## PR & MARKETING

*“The COVID-19 pandemic has taught us that doing business differently can get similar results (when compared to how we did things pre-pandemic)”*

- ANDREW BURNS

# Fun, sun, and those tasty Australian mangoes

**My name is Andrew Burns and I am your new Supply Chain Engagement Manager working for AMIA in collaboration with Hort Innovation. My role replaces that vacated recently by Treena Welch, and works closely with Belinda Van Schaik, Marketing Manager at Hort Innovation.**

The objective of the Supply Chain Engagement Project is to develop and organise activities involving key supply chain stakeholders to build interest, excitement, and an understanding of the mango industry; ultimately to increase the demand and consumption of fresh Australian mangoes. There is opportunity to also bring growers closer to the market and the market closer to growers.

At the time of writing this article, I have just commenced in the role. I have been busy reviewing a mountain of history, understanding the process from tree to store, the markets (domestic and international), our previous campaigns, understanding the new 2022-26 Mango Strategic Investment Plan (SIP), meeting our retail partners and learning from them the importance of mangoes in their business. I also visited a local grower in my region to get a hands-on appreciation of the grower annual activities.

I cannot speak highly enough of the AMIA management team under the leadership of Brett. Linda, Jess, Marine, Paige and Celine have all been very welcoming and have a wealth of knowledge, support, and a passion for this exciting industry.

My immediate background has been in the dairy industry for the previous 14 years holding varied management roles within a 100% Australian farmer owned dairy co-operative. We were up against some very large and sizable international players with plenty of clout, however the mid-sized Australian farmer owned co-operative was and continues to outgrow the competitors, on the back of the 100% Australian farmer marketing approach; quality products and the community association of the products linked to “real Aussie farmers”. Australians can be really passionate and supportive of Australian home-grown products.

I have seen in my short time with AMIA plenty of mangoes of all varieties sitting proudly in mass displays at high profile store locations. The retailers have got behind and understand that our mangoes are often purchased on impulse. Retailers promote internally the need for high profile easy to shop mango displays, and have been supporting this with a plethora of mango marketing, via; weekly catalogues, recipe ideas within their monthly magazines, and TV commercials. We assist with the investment of specific point of sale, best display incentives and broader mango marketing for the wider audience. Shopped out mango displays highlight the high sales and quick turnover that our fruit generates.

I believe there is an opportunity to bring the grower into the story. Yes, mangoes themselves are a delicious fruit to consume in many different ways, however there is a ton of great innovative work that is completed on farm, some by individuals, and some by large teams, that brings the fruit to life and to market. Those stories (and the links) could be shared to bring the retailer and consumer a step closer to the mango tree and to growers. The grower can become part of the mango selling story.

*Continued page 15*

*Some recent in-store displays of mangoes captured around Australia.*



IGA, Coober Pedy, SA.



IGA, Dorrigo, NSW.



Woolworths.

Continued from page 14

The COVID-19 pandemic has taught us that doing business differently can get similar results (when compared to how we did things pre-pandemic). The use of zoom meetings has now taken the need away to meet directly with retailers. Face to face contact is difficult and we do not really know when it will be safe to go back to that. With this in mind, our communication to retailers, including any training sessions, will most likely be electronic in nature, to ensure we are engaging with as many people as possible.

The same goes for the weekly shopping trip. A large and growing proportion of all grocery transactions are now made online. Some assumptions are that even post-pandemic, the use of online purchases will continue to grow. The impulse, front of store mango displays are fantastic for the in-store shopper. The retailer however will need to replicate the impulse approach for online users to ensure mangoes are top of mind when they browse online.

I look forward to working with Belinda and the Hort Innovation team, AMIA, growers and our other industry stakeholders to replicate the successes, and build on the fantastic work completed by Tate and Treena before us for the remainder of this season and the season ahead.

**For further information please contact Andrew Burns, Supply Chain Engagement Manager:**

M: 0428 662 726

E: [andrew@mangoes.net.au](mailto:andrew@mangoes.net.au)

**Hort  
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IGA, Beachmere, QLD.



Coles.



Coles.



IGA, Noosa Outlook, QLD.



IGA, Sandstone Point, QLD.



IGA, Mallacoota, VIC.

# Australian mangoes *Taste the sunshine!*

**Season launch activity kicked off in September (which was covered in the last edition of *Mango Matters*). Following this we have had some great results across our marketing activity.**

## DIGITAL ADVERTISING

An Australian Mangoes digital video launched in October via 6 and 15 second videos featuring a mango suspended within a blue, beachy oasis portal, cut from a sandy wall. The mango is plucked and enjoyed within the tropical setting, depicting mangoes as a glorious 'taste of sunshine'.

The video, alongside out of home display advertising on retail screens near Woolworths and Coles stores, will remind consumers to pick up an Aussie mango.

## PUBLIC RELATIONS

After a successful season launch, our second public relations push, focused on media outreach aligned with the first day of summer and a partnership with Trent Maxwell and Dominique Elissa. Trent is a professional lifeguard on Bondi Beach, while Dominique is a social media influencer.

As part of media outreach a photoshoot was staged with Trent and Dominique in a tropical paradise enjoying the delicious taste of Australian Mangoes.

Interviews with AMIA, CEO, Brett Kelly and local growers were also offered and have been aired across radio and print in both metro and regional areas nationally.

Some PR highlights have included pieces in The Daily Telegraph, The Australian, Herald Sun, Courier Mail and The Advertiser to name a few. A piece in the Townsville Bulletin, which features Brad Bowen from Sandy Cove Mango Plantation and AMIA, CEO, Brett Kelly. As well as radio interviews on Star FM and 4CA and television interviews on WIN TV. Online coverage has included 7news.com.au and a feature across [Eativity](#), a food news publisher.

Continued page 17

## TOTAL COVERAGE

Total coverage to date is  
33 pieces reaching over  
23.2 million people.



*Our photoshoot with Dominique Elissa, social media influencer, and Trent Maxwell, professional lifeguard.*



Continued from page 16

## SOCIAL MEDIA – FACEBOOK AND INSTAGRAM

Australian Mangoes introduced the season across social media during September. The start of season post received a total of 251 likes, 33 comments and 11 shares across both Facebook and Instagram. Our social media strategy is an 'always on' approach, meaning we will be posting regularly across Facebook and Instagram to continuously remind consumers of the great taste of Australian Mangoes.

Australian Mangoes social media have highlighted different varieties, aiming to boost awareness and knowledge of the varieties while they are in season.

To celebrate the first day of summer, a social media competition went live across Australian Mangoes social media channels, Facebook, and Instagram, leveraging Australian Mangoes program talent partner Trent Maxwell. The competition encouraged consumers to share their summer plans for the chance to win an Australian Mango prize pack consisting of summer essentials (a supply of Australian Mangoes, a cooler bag, a beach towel, and a beach umbrella).

To view the latest content on social media, make sure to follow Australian Mangoes on Facebook: [Facebook.com/AussieMangoes](https://www.facebook.com/AussieMangoes) and Instagram: [Instagram.com/AussieMangoes](https://www.instagram.com/AussieMangoes).

**For further information please contact Belinda Van Schaik Marketing Manager, Hort Innovation:**

P: 0411 844 441

E: [Belinda.VanSchaik@horticulture.com.au](mailto:Belinda.VanSchaik@horticulture.com.au)

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Online coverage with 7news.com.au.



Digital advertising on retail screens near Coles and Woolworths stores.



Social media content on the Aussiemangoes instagram account.



## Biosecurity— mango shoot looper

As part of our commitment to represent the biosecurity interests of the Australian mango industry, Australian Mangoes (AMIA) provide information about biosecurity, pests, and diseases.

This edition, we look at Mango shoot looper.

Mango shoot looper is a type of moth found in several parts of Asia.

Mango shoot looper larvae feed voraciously on mango tree leaves—leaving only the midribs and veins. They also feed on tender shoots, flowers, and immature fruit, and can severely damage tree canopies.

In September in Far North Queensland, the moth was observed causing significant damage on mango plants, which includes totally stripping back flowers and damaging young fruit.

The Consultative Committee on Emergency Plant Pests (the Committee) has since determined it is not technically feasible to eradicate the exotic pest mango shoot looper (*Perixera illepidaria*) from Australia.

It is unlikely there will be any domestic or international market access implications associated with this pest incursion. Mature fruit for consumption is not affected and no supply issues are anticipated.

Mango shoot looper management options include [Spinosad](#) and [Spinetoram](#) as the labels state Geometrid loopers. The directions for use (on both labels) read “loopers” for use in tropical and sub-tropical fruits (inedible peel).

The APVMA also advised that the minor use permit [PER14743](#) Trichlorfon / Custard apple, Lychee, Mango, Persimmon would cover the Mango shoot looper as the permit is approved for control of “loopers



*Mango shoot loopers observed feeding on mango flower panicles and fruit in Far North Queensland.*

(multiple species)”. However, some growers have reported failures with Trichlorfon on mango shoot looper. It is likely mango shoot looper may have developed some resistance to this chemical.

An emergency use permit has also been issued by the Australian Pesticides and Veterinary Medicines Authority (APVMA) for Methoxyfenozide (Prodigy Insecticide).

Only spray if mango shoot loopers (*Perixera* cf. *illepidaria*) are present. Inspect flowers, immature fruit and new shoots for damage and caterpillars stripping leaves and/or flower panicles. To monitor, vigorously shake flower panicles or new flush into a tray or bucket.

Growers and production nurseries are encouraged to continue to implement normal crop production practices and maintain good on-farm biosecurity.

Head to <https://www.industry.mangoes.net.au/resources/resources-library/emergency-use-permit-prodigy/> and <https://www.industry.mangoes.net.au/resources/resources-library/mango-shoot-looper/> for further detail on management options.

More information on mango shoot looper and general biosecurity information is available at: <https://www.business.qld.gov.au/industries/farms-fishing-forestry/agriculture/crop-growing/priority-pest-disease/mango-shoot-looper> or [www.farmbiosecurity.com.au](http://www.farmbiosecurity.com.au) or [www.biosecurity.qld.gov.au](http://www.biosecurity.qld.gov.au).

Everyone is encouraged to report suspected detections of mango shoot looper to the Department of Agriculture and Fisheries on 13 25 23 or the Exotic Plant Pest Hotline on 1800 084 881.

# PHA revamps online course offering

**Plant Health Australia (PHA) has recently revamped three online courses that now offer greater interactivity and designs to enhance the online learning experience.**

The three online courses, Plant Biosecurity in Australia, Pest Reporting and Responses (for Growers and Researchers) now have improved graphics and interactive elements such as pop-up text boxes and flip text boxes.

**PHA's Biosecurity Online Training** (BOLT) platform provides e-learning courses related to emergency plant pest and disease preparedness, arrangements and biosecurity.

New pests and diseases can devastate farm productivity and native ecosystems and affect access of Australian goods to overseas markets.

"By reporting an exotic pest or disease early, there is a greater chance it will be successfully contained and eradicated. For this reason it is vital to report any suspected new pests, pathogens or new hosts," said Dr Susanna Driessen, PHA's General Manager, Emergency Response.

The Plant Biosecurity in Australia course provides a summary of the Australian biosecurity system and how emergency responses to plant pests are managed under the **Emergency Plant Pest Response Deed** (EPPRD). This course replaces the PHA Foundation course.



"This course is aimed at anyone interested in plant biosecurity in Australia and is a prerequisite course for biosecurity training delivered by Tocal College as part of the Biosecurity Response Training Australia (BERTA) program," Susanna said.

The short course, Growers-Pest Reporting and Responses, is aimed at growers, farm workers and agronomists, and provides a better understanding of reporting and responding to plant pests.

"This course focusses on the role of growers in reporting and responding to plant pests in Australia. Growers, farm workers, and agronomists will get a better understanding of how to report pests and what happens after they do," she said.

"Reporting increases the chance of effective control and eradication, which

reduces the impact on agriculture. This is what will keep our industries competitive, healthy and in-demand for years to come."

Researchers have an obligation to report plant pests that are potentially exotic to Australia or new to a specific region. The Researchers-Pest Reporting and Responses course highlights the benefits of biosecurity, how to implement biosecurity practices and how to report a new or unusual pest or disease.

Access to BOLT courses is free and available to anyone with an interest in biosecurity. Courses undergo regular reviews to ensure they remain current and relevant.

Information on how to register is available at: <https://www.planthealthaustralia.com.au/resources/training/biosecurity-online-training/>.



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# Most Australian mangoes are now monitored to ensure a profit

**Having mangoes arrive in export markets at the right quality and ripeness can mean the difference between exporters making a profit or loss, and good temperature management is the key. Real-time monitoring of temperature, particularly in road and air-freighted fruit using wireless/autonomous reporting loggers, gives the potential to identify, quantify and manage risks before they affect quality and profits.**

Thirteen businesses responsible for at least 69% of 2020/21 mango exports said they monitored their cool chains last season using real-time data loggers. This information was collected by Noel Ainsworth and John Agnew from the Department of Agriculture and Fisheries (DAF) as part of the "Serviced Supply Chains" end of project survey.

In 2016, before the start of the project, no one used real-time loggers. Most exporters put USB manual download loggers in shipments only in case of claims. They were rarely retrieved and almost never used to monitor or manage the cool chain.

In a 2017 survey there was considerable variation in exporters skills to access and use supply chain temperature data, with over 40% rated between "not knowing anything" to being "OK." Speaking with some of those same exporters today, these skills have improved dramatically, ranging from "satisfactory" to "very good" levels. This is doubly impressive because the technology being used today is more varied and sophisticated, versus only dealing with USB loggers.

"Revealing what happens in the chain" was the main benefit of temperature monitoring, nominated by most respondents to the 2021 survey.

Exporters were asked to give an example of where temperature monitoring was used to make an improvement in their supply chain. Some of the responses included:

- "Mangoes were not cooled sufficiently at the packhouse prior to transport and addressing this made the rest of the supply chain easier to manage."
- "Monitoring in transit allowed ripening plan decisions to be made once produce arrived at destination."
- "Monitoring of the whole chain pin-pointed the place where temperature deviation occurred and enabled correction."

- "Identified the need for improved forced-air cooling at the VHT facility."
- "Discovered that freight forwarders were holding fruit at higher temperatures than requested. Once they were made aware, things improved quickly."
- "Export shipments to the same destination were consistently arriving hot and spoiled. Placing real-time loggers in the shipments identified exactly where the problem was and enabled us to fix it."
- "A fumigator in country was heating the fruit up too high during treatment and then storing it too cold (8°C)."
- "Gained knowledge about impact of higher than optimum transport temperature on ripening and flavour characteristics."

Two of the exporters who were originally surveyed in 2017 were asked how their temperature management experience had changed. Regarding barriers, the original major issue was retrieving USB loggers to get data. Today the barriers include cost of real-time SIM loggers (particularly if monitoring most shipments) and difficulty accessing real-time data because of connectivity issues. These exporters said that the main gain from temperature monitoring in 2017 was reduction in some claims, but today the benefits amounted to: fewer temperature fluctuations, potential to intervene when temperature digressions occur, fewer and smaller sized claims and improved product quality. When asked if they realised a monetary benefit from temperature monitoring in 20/21, they quoted \$100,000 and \$50,000 respectively.

According to the survey results, project information and activities had a significant influence on temperature monitoring/management by mango exporters. The two highest and equally ranked responses to the question about the project's influence were "viewing temperature data" and "identifying cool chain problems".



*SIM temperature logger in a mango tray.*

While real-time temperature monitoring has only become possible in the last few years with the availability of SIM based loggers, it is now commonplace in the Australian Mango Industry. Exporters also understand that sharing monitoring results with supply chain partners builds a stronger relationship and leads to better cooperation. This goes a long way towards improving fruit quality, value, and profits.

*The Serviced Supply Chains project was funded by the Hort Frontiers Asian Markets Fund (project AM15002), part of the Hort Frontiers strategic partnership initiative developed by Hort Innovation, with co-investment from the Department of Agriculture and Fisheries (Queensland), Department of Jobs, Precincts and Regions (Victoria), Manbulloo (mangoes), Montague Fresh (summerfruit), Glen Grove (citrus) and the Australian Government.*

**If you would like more detail and fear that you have been missing out on this new opportunity to better manage your exports, contact John Agnew on 0436 849 357 or [john.agnew@daf.qld.gov.au](mailto:john.agnew@daf.qld.gov.au).**

# Workforce solutions

**A defining challenge of the 2021/22 Australian mango season has been the difficulties accessing workers to pick and pack this season's crop. Following feedback provided to AMIA this season, we have provided this article as a short summary of resources available for our growers moving forward.**

In a typical year, attracting the attention of seasonal workers has been relatively straight-forward for most growers, whether they did this via a contractor or by themselves. Now with a smaller pool of worker candidates that businesses are competing for, standing out from the crowd has become even more important. Advertising on social media, providing non-cash incentives, and/or slightly increased rates of pay, have been utilised by different growers to attract and keep their workers through the season. If maintaining the required level of workforce for an entire season is the main challenge, consider providing a bonus to workers if they stay for the whole season or a minimum number of weeks.

There are already several websites where growers can advertise their short-term and casual positions, or alternatively where individuals can promote their services and growers can contact them directly. By utilising these services workers can be organised weeks or months in advance, and upfront understanding of what work will be involved and the relevant pay rates can be established with the workers.

To promote your business on Swaggie or Harvest Trail please head to: <https://swaggie.co/> and <https://jobsearch.gov.au/harvest>.

For Australian citizens and permanent residents, AgMove Relocation Assistance is available to cover the costs of travel and accommodation when you move to take up a short term agricultural or harvest job opportunity. Up to \$6,000 is available in two payments, dependent on how much work is completed. When advertising your business for workers, consider promoting in a town or city further away and include details such as the AgMove program to attract them to your business. For further information head to: <https://jobsearch.gov.au/harvest/workers/relocation-assistance>.

Interest in the consolidated Pacific Australia Labour Mobility (PALM) scheme has increased this season due to difficulties sourcing a local workforce. There are several requirements that must be met to be eligible. This includes being able to offer suitable accommodation for workers, offer a minimum of 30 hours per week of work and offer a minimum number of weeks work (minimum time

depends on if you are an approved employer, or if going through a labour hire company). Becoming an approved employer in the scheme is a very involved process. For growers that cannot go through the scheme as an individual farm, you may still be able to access workers via an approved labour hire company. You can visit the PALM scheme website for further information, application details or to find a labour company in your area: <https://www.palmscheme.gov.au/>.

Navigating the requirements of your workforce or exploring new areas to source workers can be confusing. AMIA encourages our growers to reach out to your QAWN representative in your area, or to Aisla Connolly from Northern Territory (NT) Farmers, if you would like further information or assistance.

#### Contact details below:

- <https://www.business.qld.gov.au/industries/farms-fishing-forestry/agriculture/agribusiness/qawn>.
- <https://ntfarmers.org.au/contact-us/>.

*According to the Queensland Agriculture Workforce Network (QAWN), there was a 73.2% reduction in Working Holiday Makers in Australia from early 2020 to June 2021. Further changes to the 417 visa have allowed visa holders to work in Tourism and Hospitality roles in northern Australia, remote and very remote areas, to count as specified work.*

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## PEOPLE & EVENTS

### Congratulations Ray

**Raymond Courtice, a Calypso mango and citrus grower from Dimbulah, west of Mareeba, has been crowned the 2021 Charlie Nastasi Horticultural Farmer of the Year.**

Mr Courtice, 29, is a partner with his father in Ontario Mangoes. He was one of three nominees for the prestigious award which honours Bibhoora farmer Charlie Nastasi.

Mark Taylor, Irresistible Orchard, and Shaun and Debbie Jackson, Daintree Fresh, were also nominated.

Mr Courtice's achievements include:

- first Queensland mango grower to send fruit to Western Australia (development of protocol for whole-of-industry)

- establishment of a state-of-the-art packhouse
- establishment of a quarantine facility to assist with providing seasonal labour to Mareeba-Dimbulah region.

FNQ Growers president Joe Moro said each of the three nominees were worthy of the award, and all were shining examples of the future of the horticulture industry in Far North Queensland.



*Raymond Courtice, 2021 Charlie Nastasi Horticultural Farmer of the Year, with Lucy Nastasi, the wife of the late Charlie Nastasi. Photo credit: FNQ Growers.*

"Choosing a winner is always difficult and this year was no different, with a fair deal of deliberation by the judges," Mr Moro said. "The calibre of the nominees shows the industry's future is on good hands."

The award was the highlight of the association's dinner held in Mareeba recently

A produce auction raised more than \$7000 for the Mareeba Friends of the Hospital Foundation.

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# Hort Connections

**Early bird registrations are now open. Make sure you select Australian Mangoes from the industry tab when you register.**

AMIA/Australian Mangoes are excited to again be an Industry Partner of Hort Connections.

Hort Connections 2022 in Brisbane will follow on from a successful 2021 event held in the Sunshine State. The horticulture industry will be recognised and celebrated at the conference, bringing together members from right across the vegetable, fruit and floral sectors.

Hort Connections will highlight and display exciting new possibilities that will help to shape the industry – whether it be technological, financial and labour solutions or environmentally sustainable options that are now available on the Australian market.

If you are looking to dip your toes into horticulture or are a current industry member wanting to expand your operation, Hort Connections 2022 could be for you. This event covers every segment of the fresh produce value chain and the industries that support it.

**WHEN:** 6-8 June 2022.

**WHERE:** Brisbane Convention Centre.

**REGISTRATION AND FURTHER DETAILS:**

<https://hortconnections.com.au/registration/>.



## Recent snaps from the mango industry





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