

MANGO MATTERS



JUNE 2021 / VOLUME FORTY-FOUR

2020... *a season like no other*

PAGE 12

Biosecurity—Emergency
Plant Pest Response Deed

PAGE 18

Season in review

PAGE 20

Mango industry aims high
with high-density plantings

PAGE 22

WINTER
ISSUE

USE EARLY FOR A SENSATIONAL FINISH.



Luna[®] SENSATION

Get better fruit quality and shelf life
for your mango and tropical fruit
with exceptional in-crop disease control
from Luna[®] Sensation Fungicide.

- Suits tight harvesting schedule
- Aids resistance management
- Flexibility to spray over flowering
- Complements an IPM strategy

For more information visit lunasensation.com.au
or speak to your advisor.





New research identifies best mango pollinators

A wide range of insects visit mango flowers, but new research has identified which of those are the most effective pollinators.

MORE ON PAGE 24

Australian Mango Industry Association (AMIA) Contact Details

Office Address: Unit 2, The Fresh Centre, Brisbane Markets
 Postal Address: PO Box 376, Brisbane Markets QLD 4106
 Phone: 07 3278 3755 Fax: 07 3278 4761
 Email: com@mangoes.net.au
 Australian Mangoes: www.mangoes.net.au AMIA: www.industry.mangoes.net.au

Mango Matters has been funded by Hort Innovation, using the mango research and development levy and contributions from the Australian Government. Hort Innovation is the grower-owned, not-for-profit research and development corporation for Australian horticulture.

Disclaimer: This publication is produced upon the understanding that no responsibility is accepted by AMIA, its directors and officers and the editor for any opinions, claims or statements made and views expressed in any edition of *Mango Matters* and associated material (for example Conference Proceedings, Industry Reports). Readers should rely on their own enquiries when making decisions concerning their interests. All material in the magazine is copyright. Reproduction in whole or part is not permitted without the written permission of the editor.

CONTENTS

4 CEO & CHAIRMAN REPORTS

6 DIRECTOR REPORTS

8 AMIA & INDUSTRY NEWS

Executive team update

AMIA AGM

AG Visa announced

Export information

AMIA now a member of Irrigation Australia

Increase to minimum wage and other updates

ATO Resources

QFF updates

Major drought reform for Queensland producers

12 PR & MARKETING

2020...a season like no other

18 BIOSECURITY, RESEARCH & POLICY

Biosecurity—Emergency Plant Pest Response Deed

Biosecurity—National Fruit Fly Symposium calls for national strategy commitment

Season in review

Mango industry aims high with high-density plantings

New research identifies best mango pollinators

Dicarboxylic acids have no effect on sunburn two years in a row

28 PEOPLE & EVENTS

Mango industry magnates recognised

Qld water efficiency field days

FNQ Growers Gala Dinner returns in 2021

Congratulations Razor Rock Farm

CEO'S REPORT



Brett Kelly
Chief Executive Officer, AMIA
Email: ceo@mangoes.net.au
Mob: 0437 435 363

I have now been in the role for four months and believe even more in the opportunities ahead in the mango industry if we are highly organised, united and have a plan. The new Strategic Investment Plan (SIP), developed in conjunction with Hort Innovation, will drive the Australian Mango Industry's activity for the next five years. Thank you to all mango industry stakeholders for your feedback on the draft. Your thoughts and views are greatly appreciated by all.

I am also working on an internal strategic plan for the AMIA which I hope to have completed for the Board to review shortly. Once finalised I can share this with all members.

I have had the opportunity to meet a number of our growers in Darwin when I attended the Northern Australia Food Futures Conference. I have also just completed grower visits in northern Queensland around Mareeba. I am planning on getting to the Bowen/Burdekin region next to meet more growers and get further feedback on challenges and opportunities in the industry. Thank you to all I have met so far for your very informative feedback. We have so much knowledge in this industry that we can further harness, in order to get a more collective front and better outcomes for our growers, members and others involved in the industry.

I would like to take this opportunity to talk about some other aspects of being a farmer/grower in business, in this edition and over the next few editions of Mango Matters.

One of the first topics I wanted to touch on is from my past experience in having contracts in place with your retailer where possible. In order to achieve planning



Brett has recently attended Northern Australia Food Futures Conference and Hort Connections (pictured here).

for cashflow, capital investment and sustainability, having a contract in place can be of great advantage. A contract also forms part of a tangible asset in terms of securing your business model ongoing. Some points to look for when negotiating a contract should include:

- Term (how long does the contract run for and what is the renewal process and conditions).
- Compliance requirements/expectation and costs from the customer/ retailer/ industry.
- Volume requirement.
- Supply chain definition and process (taking into account seasonality and time frame to market).
- Pricing mechanism (this should be tied to compliance/quality requirement; price should be reflective of the product quality achieved on farm).
- Forecasting and communication process.
- Branding profile and market positioning (where exactly is your consumer channel).
- Marketing and promotional plan where required.
- Termination and/or breach of contract remedies and process.

It is not that people **'plan to fail'** but more so **'fail to plan'**. Always engage good legal and accounting advice to help you achieve the best outcome. The first step though is to sit down and work out exactly what you want to achieve and an action plan to achieve your business objectives. A clear strategy, business plan, cash flow and budget should then be formed, which will help you identify what you want in a contract with your retailer. Remember you don't get **'what you deserve'** in business but **'what you negotiate'**. A good mutually agreed contract takes time and is beneficial to both parties for ongoing sustainability of your business.

I look forward to meeting more of you over the coming weeks and please feel free to contact me if I can be of any assistance.

CHAIRMAN'S REPORT



Ben Martin
Chairman, AMIA

Email: ben@martosmangoes.com.au
Mob: 0400 125 928

“Minister Hinchliffe is a great supporter of innovation in Queensland, and during our discussions I reiterated the need to support growers who are adopting new technologies into their businesses, to help reduce their reliance on seasonal workforces.”

- Ben Martin

The past three months has been extremely busy—with the recruitment process started for a number of positions, meetings with government ministers and industry meetings.

The development of the new five year Strategic Investment Plan (SIP) for the mango industry has commenced and I would like to thank all industry stakeholders that participated in the development of our industries future pathways document. The collective input from our industry stakeholders will draw on past experience and knowledge to form a strong base for the SIP.

The AMIA Board and executive team have put a lot of time into developing this document and providing feedback to Hort Innovation on the draft SIP that was circulated for comment in June. We look forward to reviewing the revised draft from Hort Innovation shortly.

Flowering has started in the region with reports of seeing panicle emergence in

both KP's and R2E2's. With cooler weather forecast for the coming weeks we should see widespread panicle emergence in the region.

Water security has been raised with Queensland Minister for Regional Development and Manufacturing and Minister for Water, Hon. Glenn Butcher. Water security is extremely important for mango growers, and it was refreshing to hear the minister's views on this matter compared to some of the feedback I have received in the past.

I have also had the chance to discuss innovation with Queensland Minister for Tourism Industry Development and Innovation and Minister for Sport, Hon. Stirling Hinchliffe. Minister Hinchliffe is a great supporter of innovation in Queensland, and during our discussion I reiterated the need to support growers who are adopting new technologies into their businesses, to help reduce their reliance on seasonal workforces.

I also discussed this and several other items, including labour and market access with the Federal Minister for Agriculture, Drought and Emergency Management, Hon. David Littleproud and George Christensen MP. We are currently waiting for the finer details on how the Ag Visa will work, that Minister Littleproud has announced. We will keep our industry stakeholders updated on these outcomes. I would also like to thank George Christensen, who will not be running for re-election at the next federal election. He has been a great supporter of Australia's mango industry and has been only too happy to help whenever requested. His retirement will be a big loss for the industry and region, and I wish George and his family best wishes for their future endeavours. Hopefully his replacement will have the same drive and passion for horticulture that he did.



Looking for workers? We can help.

1800 062 332
www.harvesttrail.gov.au

DIRECTOR REPORTS

NORTHERN TERRITORY & NORTHERN WESTERN AUSTRALIA



Arminio (Nino) Niceforo
M: 0417 834 185
E: nino67@live.com

We have seen a good start to the production year with lower temperatures inducing solid flowering.

The wet season has finished well with NT water resources returning to full water allocations.

The labour supply challenges caused by COVID-19 are still apparent across all sectors, not just agriculture. The challenge before us is to ensure that our labour requirements are met well before this year's harvest.

As mentioned in my last report, NT quarantine arrangements are seeing some changes, with the first of the on-farm quarantine approvals for a farm in the Darwin region. Should you wish to utilise an on-farm quarantine arrangement, please liaise with NT Farmers.

With flowering underway we must all continue our focus on tree health and pest control. The work we do now will determine the quality fruit result we are all working toward.

Other housekeeping to keep in mind as the next season approaches, include:

- Freshcare and HARPS preparations should be underway in preparation for audits this year.
- SEDEX self-assessment preparations should also be underway.
- Don't forget to update your COVID-19 management plans. I expect that businesses will all be inspected. If you need further information, please

contact your Australian Mango Industry Association (AMIA) Industry Development Officer, Sarah or Marine for guidance and templates, as well as your local farming industry bodies and government bodies.

I look forward to seeing great results from all for the coming season.



Geoff Warnock
M: 0438 884 842
E: gullivers@wn.com.au

This wet season was not typical of the past three years (thank goodness). Rain was received in big downpours of 150mls or more creating more run-off than soaking rains. The heaviest incident this season may have been a 120ml storm, but most storms were in the vicinity of 20-60mls of good soaking rain and the whole region benefited with ground water supplies being replenished, resulting in everything growing nice and lush. Flowering is very strong in patches at present and looks as though it will peak shortly.

Although this growth is an upside, the downside is a prolific growth of grass—which has meant that farmers are doing a lot of burning, creating thick smoke, which is a deterrent for the natural pollinators.



Hopefully this will be over by peak flowering.

Other challenges facing growers this season will be sufficient workers, transport, and access to markets. We will need to address these challenges as they arise.

I take this opportunity to wish all growers a rewarding and profitable season.



Leo Skliros
M: 0407 919 942
E: sklirosleo@gmail.com

At the time of writing (mid-June) the Darwin region is running a little later than expected, with many orchards seeing around 30% open flower. Our late flush hardened off with a persistent stubborn approach to flowering; the remaining 70% of flowering is expected to occur in around two weeks, being optimistic. Caterpillars and thrips have also been more aggressive than usual on early flowering.

Fantastic news, with the announcement of the Ag Visa for Australian farmers. Northern Territory Mango Industry Association

Continued page 7

Continued from page 6

(NTMIA) have been pushing for this since 2013 with tremendous drive from Ian Quin, Tou Saramat Ruchkaew and myself. NT Farmers staff, Paul Burke and Aisla Connolly have also worked hard on this over the past few years. Hopefully the structure will be user friendly!

Mango Madness Festival, achieved significant promotion for the mango industry last year. Run by NTMIA and supported by Australian Mango Industry Association (AMIA) and Hort Innovation, media coverage of the event saw the largest media coverage result for last season. With the expected later season this year, we have moved the event date from the 24 October to 6 November.

FAR NORTH QUEENSLAND & NORTH QUEENSLAND



John Nardi
M: 0408 334 266
E: johnn@favcoqld.com.au

After a reasonable wet season, we are starting to see some colder weather just about to set in, at the time of writing. Most growers will be well into their winter pruning programs and will be watching the trees closely as it gets colder, over the coming months. With some recent rain and warmer weather (before the cold), some growers saw some flush trying to push out, but we are hopeful instead the trees settle and switch into flowering mode. Hopefully we do not see the late frosts and hailstorms that affected the area last year.

As everyone is aware, finding staff for the past season was a battle while in the midst of the COVID-19 pandemic. It is very likely that this will be the case again for the coming season and I encourage growers to plan well ahead to try and secure staff numbers. I think it would be fair to assume that we will go through the season with a high turnover of staff as well, due to the demand for labour in all industries, which will make any staff available very fluid and prone to moving around as it suits them.

Growers also need to focus carefully on which export markets they intend to target, as concerns about the Hong Kong/China market grows

Here's hoping for good flowering, followed by good fruit set, for all during the coming season.



John Nucifora
M: 0418 193 885
E: flossndeb@bigpond.com

At the moment, many in Mareeba are in the middle of conducting winter pruning and flowering is about to start for another season. Trees are looking ready, and the weather is very favourable for flowering. I am sure all farmers are getting ready for the up-and-coming season.

I am also hearing a lot of growers around the area are tying up loose ends and getting prepared for the end of the financial year and tax time.

At present, a great deal of work is going into the Strategic Investment Plan (SIP). We hope the outputs from this plan have a big positive impact on the industry over the next five years.

SOUTHERN QUEENSLAND & NEW SOUTH WALES



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

As stated in my last report, Hort Innovation in conjunction with the Australian Mango Industry, have been developing the next Strategic Investment Plan (SIP) for the mango industry. This document is vitally important as it drives the strategic direction of where Hort Innovation will allow industry levies to be invested. It is important for

growers to note, that although AMIA can recommend and lobby Hort Innovation to invest in projects and activities, it is ultimately Hort Innovation that decides where industry funds will be spent.

The board take the creation and development of the SIP very seriously as it gives us an agreed position to refer to when negotiating with Hort Innovation on where funds should be spent. If you have provided feedback or participated in the SIP process, I thank you for your input. It is vital that industry participants know how important this document is and provide feedback.

The upcoming season will see the industry facing many challenges. A return to 'normal' export conditions are some years away and we are facing major workforce shortages. It is vital that we have a strong plan moving forward and a good plan for what could be a challenging future.

SOUTHERN WESTERN AUSTRALIA



David Morcombe
M: 0414 240 709
E: dw.morcombe@gmail.com

Winter in the south is not that exciting for mango growers. The trees do not like the cold wet weather and it is those conditions that allow fungal and bacterial pathogens into our crops. If we do not keep up the protective sprays, come springtime the trees will tell the story.

By the time this is published I expect the new five-year Strategic Investment Plan (SIP) will have been published by Hort Innovation. I would like to thank everyone who provided input to this plan, particularly Ben Martin our chairman, who has put a lot of effort into attempting to ensure the strategy generates maximum return to the growers who contribute the levies—which will be spent in line with the strategies outlined in the five-year plan.

The new season is almost here, and I hope all goes well for the first starters in the Northern Territory. The rest of us have a little more time to get ready.

AMIA & INDUSTRY NEWS

Executive team update

It is with regret that we announce our Industry Development Officer (NT/WA), Sarah Hain, is leaving at the end of July to take up another role within agriculture. The AMIA team will miss Sarah tremendously and thank her for all her hard work over the past three years.

Due to Sarah leaving we are looking to fill her position, as well as a part-time Industry Development Officer (QLD), to support Marine this coming season.

If you are interested in applying for either position, or know someone else that would be, please contact Brett Kelly on M: 0437 435 363 or E: ceo@mangoes.net.au.

AMIA AGM

Following the AMIA Annual General Meeting (AGM) in late May, John Nucifora, David Morcombe and Geoff Warnock have all been re-elected unopposed. Thanks to those that attended the AGM.

AG Visa announced

The Minister for Agriculture, Drought and Emergency Management, David Littleproud announced in June, that a new agriculture visa will be available.

Minister Littleproud said the announcement of a new seasonal agriculture worker visa will come as huge relief to the agriculture industry that has been crying out for a secure workforce.

"As part of the give and take of negotiations with the UK over the FTA, UK backpackers will no longer be required to fulfil a period of time working in the agriculture sector," Minister Littleproud said.

"As a result, the Nationals demanded and secured this new agriculture visa to fill the gap that would create and more.

"This visa will be extended to all ten ASEAN countries in view of our close and longstanding economic ties with the region.

"The new seasonal agricultural worker visa would mirror the existing Seasonal Worker Programme and will add to the pool of workers available to work on Australian farms.

"Pacific worker programs have and will continue to play a critical role in our agriculture sector and the new visa arrangement will build on the success of these arrangements.

"Like the Seasonal Worker Programme, the new visa arrangement will have protections to ensure workers are protected, not subject to exploitation and that the visa is not misused.

"Pay and conditions, health, and work and safety will also be in line with similar requirements and protections under the Seasonal Worker Programme.

"The new visa will also set up the industry for the future and will address a key brake for many of agriculture industries – the availability of labour."

The Australian Government will work to have the new visa in place before the end of the year.

AMIA is looking forward to seeing the finer details of this announcement.



AUSSIE FROZEN FRUIT

PROCESSING

We would love to purchase your Australian mangoes for our Aussie Frozen Fruit packs.

TO FIND OUT MORE, PLEASE GET IN TOUCH

growers@aussiefrozenfruit.com.au
03 5964 8101
aussiefrozenfruit.com.au

100% AUSTRALIAN MANGOES

Export information

Export registrations for the 2021/22 mango season for international protocol markets are now open.

If you are considering export this season, please click [here](#) for further details about what is required or sign into the export application website directly [here](#).

If you missed the export information session, please visit our [website](#) or [YouTube channel](#) to view a recording of this session.

Growers and Packhouses should note that online registration closes shortly on 23 July 2021.

If you have any questions or require any further information, please contact:

- (NT/WA) Sarah: sarah@mangoes.net.au / 0457 555 939
- (QLD/NNSW) Marine: marine@mangoes.net.au / 0457 555 838.

WHO	WHAT	KEY DATE	RELEVANT MARKETS
ALL	An online information session will be held by AMIA	Completed (recording above)	China, Korea and USA
Growers and Packhouses	Apply online to register orchards/packhouses for relevant export markets	23 July 2021	China, Korea and USA
Crop Monitors	Complete crop monitor training	Before flowering (budburst) when crop monitoring needs to start	China, Korea and USA
Growers and Packhouses	Prepare for audit, conducted by DAWE	For new or previously non-compliant businesses: <ul style="list-style-type: none"> • Pre-season audits: w/c 23 August 2021 • For accredited and compliant businesses (from last season): • In-season audits: TBC during the season 	China, Korea and USA

AMIA now a member of Irrigation Australia

AMIA is now a member of Irrigation Australia Ltd (IAL), and AMIA members can also receive the benefits of this membership (see below).

IAL was founded in 2007 and is Australia's peak national organisation representing the Australian Irrigation Industry. IAL is also the Australian representative body of the International Commission on Irrigation and Drainage.



MEMBERSHIP BENEFITS



- Irrigation Journal Copies**
Distributed quarterly in digital format, Irrigation Australia's signature publication, the *Journal*, contains valuable industry information about new projects, technologies and techniques for Agriculture, Landscape & Domestic Irrigation.
- Access to the National Irrigation Directory**
The only national and comprehensive digital directory where you can find details about irrigation retail businesses, manufacturers, installers, contractors, certified professionals.
- Training Discounts**
Receive significant member discounts on nationally accredited irrigation training and qualifications delivered by Irrigation Australia in city and regional areas and on line virtually.
- Certification Discounts**
Receive significant member discounts on the joining fee and renewal fee to the Certification Program administered by Irrigation Australia.

Certification is a national program of industry recognition. Certification adds instant credibility with customers, increases job opportunities and demonstrates your commitment to efficient water management. Visit our website to learn more www.irrigationaustralia.com.au




- Access to eKnowledge**
Irrigation Australia eKnowledge repository has significant resources of technical papers, conference papers, Irrigation Journals and FAQs available only for Members.
- Discounts on Publications and Merchandise**
Irrigation Australia offers a wide range of books, eBooks and other merchandise through its online store. Members receive significant discounts on materials.
- Invitations to Regional Meetings & Events**
Irrigation Australia hosts a number of regional meetings, events and site visits across Australia. This is a great opportunity for members and industry colleagues to come together to discuss new challenges, technologies and network.
- Monthly Electronic Irriflow Newsletter**
Receive our monthly Irrigation Newsletter with the latest information on upcoming training, events as well as new products, information and industry news.



- Conference & Tradeshow Discounts**
Member discounts on attending and exhibiting at the Irrigation Australia Biennial International Conference & Exhibition.
- Members Only Portal**
Gain access to the members only portal on the Irrigation Australia website. Through the portal you can manage your Irrigation Australia membership, register your staff/employees for training, access members only documents, presentation and other materials.
- International Representation**
Be part of the global irrigation community and gain access to international contacts via the Irrigation membership of the International Commission on Irrigation and Drainage (ICID).
- Discounts on Waterwise endorsement**
Receive significant member discounts on the Waterwise endorsement programs, relevant for domestic irrigation contractors, installers, landscapers and retailers. Benefit from Waterwise marketing and merchandise to promote yourself as a Waterwise irrigation professional to the community.

See www.waterwiseprograms.com.au for more information.



Additional Membership Benefits

(EXCLUDES PRIMARY PRODUCERS, INDIVIDUALS & RETIRED MEMBERSHIP CATEGORY)

- Free Listing in the online National Irrigation Directory**
List your business for free with digital copies reaching the wider irrigation industry which attracts significant page views every month.
- Free Online Job Listing**
List your upcoming job vacancies on Irrigation Australia's online job board which attracts significant targeted views every month.
- Free Listing on Irrigation Australia's Website**
List your business on Irrigation Australia's Website Directory "Find an Irrigation Specialist" on the front page of our website www.irrigationaustralia.com.au
- Advertisement Discounts on Irrigation Australia Publications**
Receive significant discounts on advertising in the Irrigation Journal. The Irrigation Journal is distributed each quarter to all members and industry contacts.





Increase to minimum wage and other updates

Increase to minimum wage

Following the Annual Wage Review 2021, the Fair Work Commission has announced a 2.5% increase to the national minimum wage. For anyone not covered by an award or an agreement, the new national minimum wage will be \$772.60 per week or \$20.33 per hour.

[Find out more here.](#)

Seasonal Worker Programme (SWP) and the Pacific Labour Scheme (PLS)

In the recent Queensland budget, \$2.6 million was allocated to improving the implementation of SWP/PLS to help meet seasonal workforce gaps in regional areas. A review of the programs is under way, seeking input on how to streamline and improve processes. You can find out more about the review [here](#).

Free trade agreement between the UK and Australia

The free trade agreement between the UK and Australia was announced on June 15.

There are no details yet as to exactly when this comes into effect, but it does mean British backpackers will no longer be obligated to work 88 days in agriculture. Find more information [here](#).

Temporary relaxation of working hours for Student Visa Holders

In response to workforce shortages, student visa holders can work beyond their usual work limitations in a number of industries including agriculture. While these measures are in place, the Department of Home Affairs and Australian Border Force will not take any adverse action against student visa holders or employers with respect to students working in excess of 40 hours each fortnight. You can find out more [here](#).

ATO Resources

The ATO have developed a range of resources to help agricultural workers this tax time. It's important that everyone understands what they can and can't claim at tax time and how to best prepare and lodge their returns, especially after a challenging year.

Resources include:

1. [Agricultural Workers Occupation Guide](#) – providing helpful information about what can and can't be claimed at tax time. You can also access a link to a one-page [poster](#) summarising the information which can be downloaded, printed and shared.
2. If you have been impacted by drought, the ATO offers a range of assistance for individuals, businesses, and primary producers. [Click here](#) and [here](#) to find out more.



Total Ag & Fabrication specialise in the manufacture, repair and service of Mango Picking Aids.



We currently produce mango picking aids to suit the harvest of all mango varieties. You can choose from current standard models or we can custom build a picking aid to suit your specific mango variety and location. We can build a machine that has the capacity for select pick, through to high volume strip picking. Whether you need to negotiate difficult terrain or need to harvest at night we can supply a made-to-order machine for you. Our main focus is to produce a picking aid that delivers maximum volume and zero fruit damage.

During the harvest season we are committed to providing 24/7 technical support with fast response time. Service schedules can be arranged and performed outside of your working hours in the season to ensure you have no down time in harvest.

P: 0488 788 171 E: info@totalagfab.com  **facebook.com/TotalAgFab**

www.totalagandfabrication.com.au *Can be delivered Australia wide



QFF updates

\$75,000 grants for farmers impacted by recent floods and cyclones

The Queensland Farmers' Federation (QFF) has welcomed the activation of Category D assistance for farmers beginning the recovery process following damage caused by recent floods and cyclones.

Farmers in the Goondiwindi, Cairns, Cassowary Coast, Hinchinbrook, Mareeba and Tablelands local government areas are eligible for grants of up to \$75,000, in addition to the freight subsidies, concessional loans and grants already available, through the jointly funded Commonwealth-State Disaster Recovery Funding Arrangements (DRFA).

The Category D recovery grants are available from QRIDA at qrda.qld.gov.au or by calling 1800 623 946.

View the full statement [here](#).

QFF welcomes drought-proofing funding for farmers

Farmers are encouraged to apply for funding for drought-proofing works after the state and federal governments partnered to extend the On-farm Emergency Water Infrastructure Rebate Scheme.

Head to www.agriculture.gov.au/water/national/on-farm-infrastructure-rebate to find out more.

Major drought reform for Queensland producers


A major reform to Queensland's drought assistance will help Queensland primary producers improve their management of future droughts. A range of proactive measures including tailored training, grants and loans will be open to primary producers without needing a drought declaration across a broad range of agricultural industries.

The new drought assistance will be available for application from late 2021 through the [Queensland Rural and Industry Development Authority](#) (QRIDA).

The Queensland Government's Drought Relief Assistance Scheme (DRAS) will continue for this current drought. Drought-declared producers can continue accessing DRAS support or move to the new measures. DRAS will be phased out as local government areas come out of drought.

Keep an eye out for regional forums explaining the new drought assistance later this year. Some of the new drought assistance measures are jointly funded through the Australian Government's Future Drought Fund.

For more information visit daf.qld.gov.au/drought or phone 13 25 23.



Mango growers, don't gamble with frosts.

Extreme temperature ranges are here to stay. That means managing frost risk to avoid devastating losses.

Calculate the R.O.I. by installing a quiet, reliable and efficient **FROSTBOSS C49**.

bossthefrost.com.au

Ian Mason
M +61 448 111 384 **P** 1800 797 629
E info@aussiefrostfans.com.au
aussiefrostfans.com.au

**AUSTRALIAN frost fans**

FRF 1045

PR & MARKETING

2020...

a season like no other

The 2020 mango crop produced the lowest volume in seven years, defined by a later start, no real peaks, less product being exported, and the constant dance with COVID-19.



Despite a slightly later start, the beginning of the season was filled with the promise of a big crop, with weekly volumes tracking in line with the previous two seasons through to the end of September. As we moved into October and November the volume collapsed and didn't rise again through Christmas and the second half of summer, culminating in **-23% volume** versus 2019. A total of **8.2 M trays were harvested in 2020**.

The steep decline in production volume led to a significant reduction in the number of mangoes available for sale through the domestic retail channel, reflected in the **year-on-year (YOY) volume decline of -21.7%**. The lower volume resulted in **less households** buying mangoes **-7.2%**, they purchased **less frequently -8.9%**, and they **bought less** mangoes on each shopping occasion **-7.4%**. However, with all stakeholders working together to deliver an excellent consumer experience, shoppers were happy to pay a higher average retail price and the **decline in value was minimised at -6.1%**.

Bringing new buyers into the mango category and moving them up the 'Ladder of Love' has always been our long-term game plan. Ultimately, we want to grow the 'Wedded Buyer' segment and for good reason. During the 2020 season, **22% of mango buying households** were **'Wedded Buyers'**—they were responsible for purchasing **50% of volume** and represented **51% of spending**.

They bought on average **31 mangoes** and spent on **average \$66.89** across the season. 'Wedded Buyers' love Australian mangoes, will **pay more** for the experience, and will proudly tell the world. They are quite simply our greatest **advocates**, and we must retain and grow them.

Over the past seven years we have worked together breathing life into our marketing plan, illustrated by the *'Wheel of Velocity and Momentum'*. During this time, we have witnessed, again and again, that no two seasons are ever the same, and yet the 'recipe for success' never changes.

Our mantra of *"Impulse is King, and quality is Queen"* continues to be the primary motivation for why consumers buy mangoes. Accurate forecasting provides a clear vision of what's coming and when, allowing retailers to adjust their marketing and promotional plans to sync with the rhythm of the crop. Having highly visible, large, luscious displays of beautiful, quality mangoes that look fresh and vibrant, and are packed with that unique mango flavour is the cornerstone for building sustainable profitable growth.

The job of marketing is to shape consumer behaviour maximising short-term sales, and long-term brand value. Over the past seven years we have given our retailers good reason to move away from simply selling mangoes at a price, to the current position of selling the provenance, inspiration, and value associated with Australian mangoes.

In 2020, our lowest volume year, we achieved the **highest number of mango print media advertisements ever (483)** and retained the **highest share of voice (SOV) score—ranking mangoes number one in the fruit category**, an exceptional result.

I extend my sincere congratulations to all of you—the passionate and committed individuals, the amazing teams, and the great businesses who have created this extraordinary industry. Over the past seven years, you have each contributed much to the success of Australian mangoes, and now, with the 2021 season fast approaching I wish you every success for the future.

For more information please contact
Treena Welch, Australian Mangoes Marketing Manager on
P: 0417 001 253 or
E: marketing@mangoes.net.au

**Hort
Innovation**

**AUSTRALIAN[®]
MANGOES**

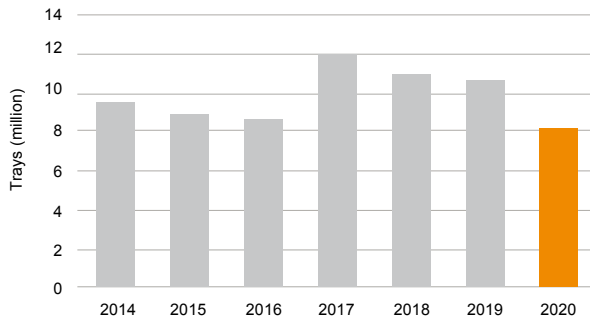
Continued page 13

Lowest supply season in 7 years

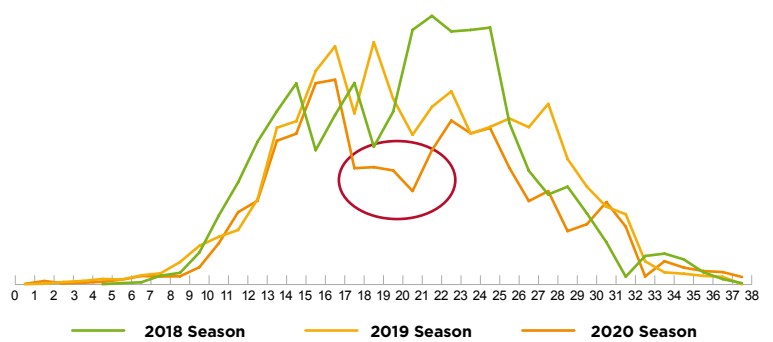
Drop in supply October/November

SEASON TRENDS - SUPPLY

Levy data - 7kg tray equivalents



SEASON TRENDS - SUPPLY

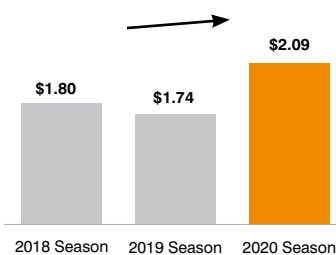


Season	# Trays (Millions)	# Weeks >100k	# Weeks >250k	# Weeks >500k	# Weeks >750k	Season Profile Supply
2014	9.4	18	15	8	2	High volume & peaks, moderately compressed season
2015	8.7	25	15	5	0	Longer, flatter, less compressed season
2016	8.6	20	15	7	3	Lower volume, highly compressed season
2017	12	25	19	12	3	Highest volume to date, with long less compressed season
2018	10.9	21	17	10	5	High volume. More compressed season than 2017
2019	10.6	23	20	4	1	High volume. Less compressed season
2020	8.2(est)	22	17	3	0	Lowest volume season. Less compressed season

Source (trays): Levy Data 2020 is estimated as June data is yet to be included. Source (weeks): AMIA grower crop flow data. This is used to create a view of the season and how that compares to other seasons.

Due to lower volume all consumer metrics were down except price

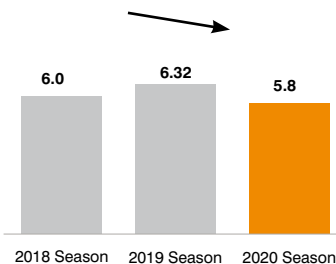
AUS Average Price



INCREASE
19.8%

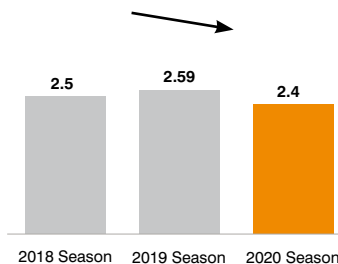
-21.7% unit decline
-6.1% value decline

Average Occasions



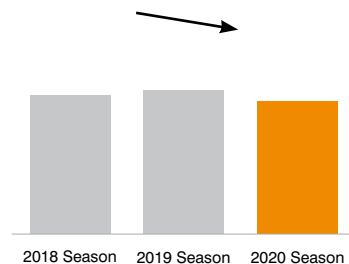
DECLINE
-8.9%
5.7 million less occasions

Average Units per Occasion



DECLINE
-7.4%

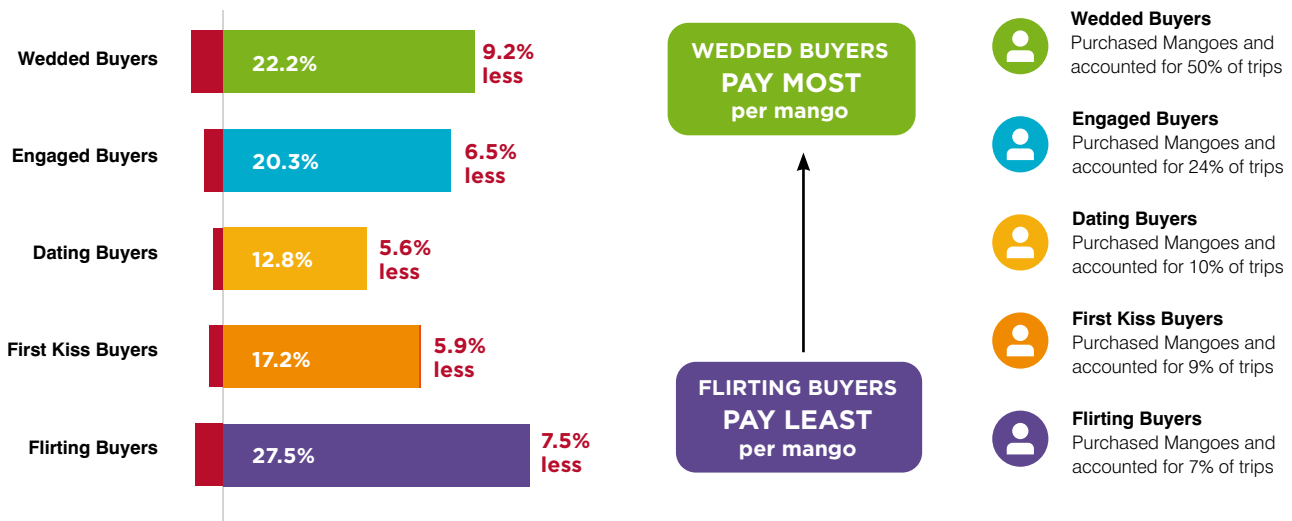
Buying Households



DECLINE
-7.2%
421k less households

During the 2020 season, 22% of mango buying households were Wedded Buyers

LADDER OF LOVE



WEDDED BUYERS

22% of Shoppers
50% of Units
51% of Value

WEDDED BUYERS

Purchased on average 13.0 times
in 2020 season,
13.9 times in 2019 season.

WEDDED BUYERS

Purchase less per occasion but purchase more frequently
Approx. 31 mangoes per season.

WEDDED BUYERS

POSITIVE AWOP* \$ growth.
Avg. SPEND - \$67.00
The highest growth of any segment.

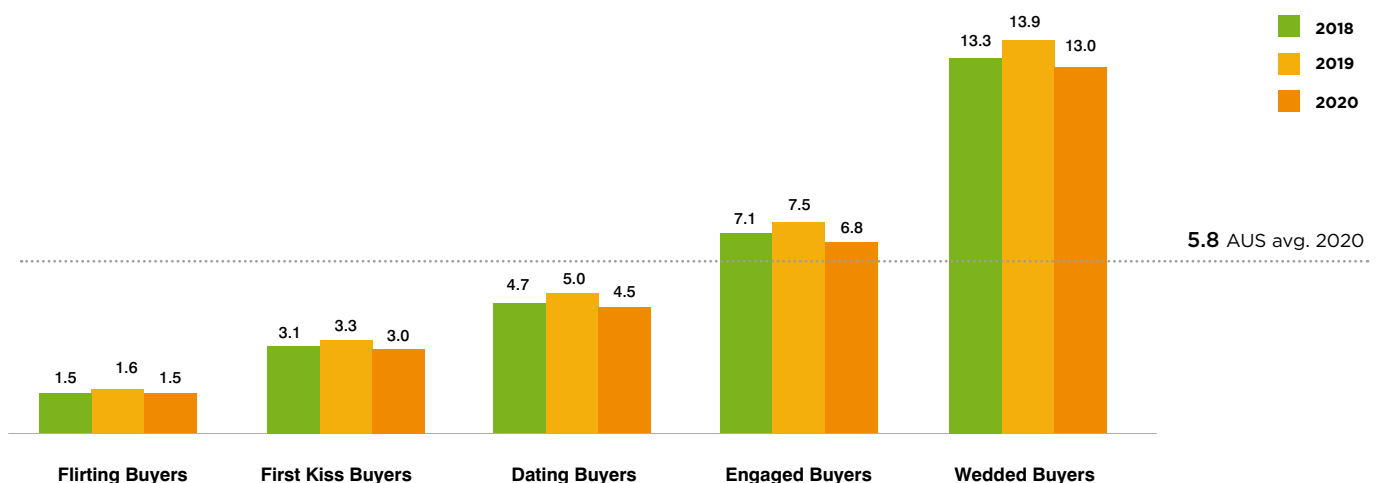
*AWOP - Average weight of purchase.

Data Source: Nielsen Homescan Mango Database

Average occasions were down for each of the buyer groups

PURCHASE FREQUENCY BY SEGMENT

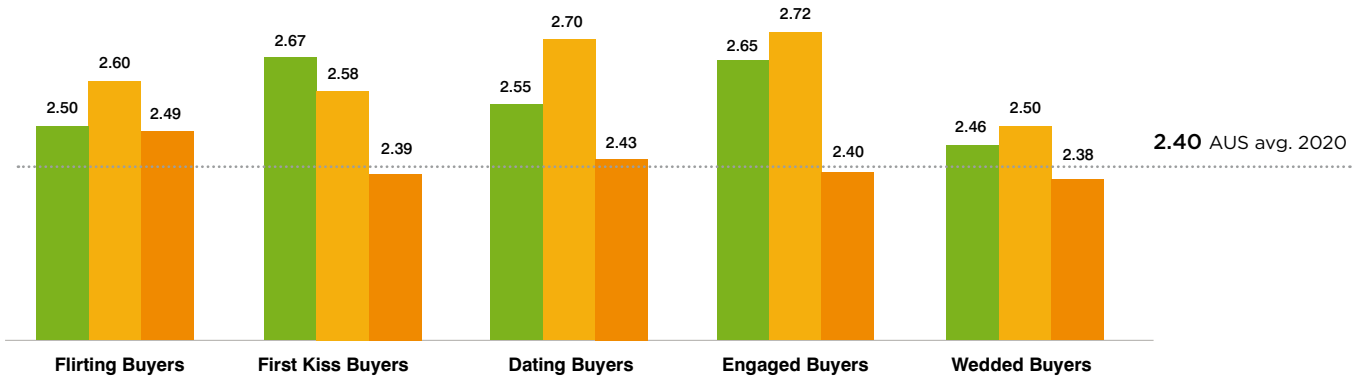
Average Occasions by Buyer Group



Wedded Buyers purchase less per occasion but purchase more frequently. The decrease has not been as large as other segments.

UNITS PER OCCASION BY SEGMENT

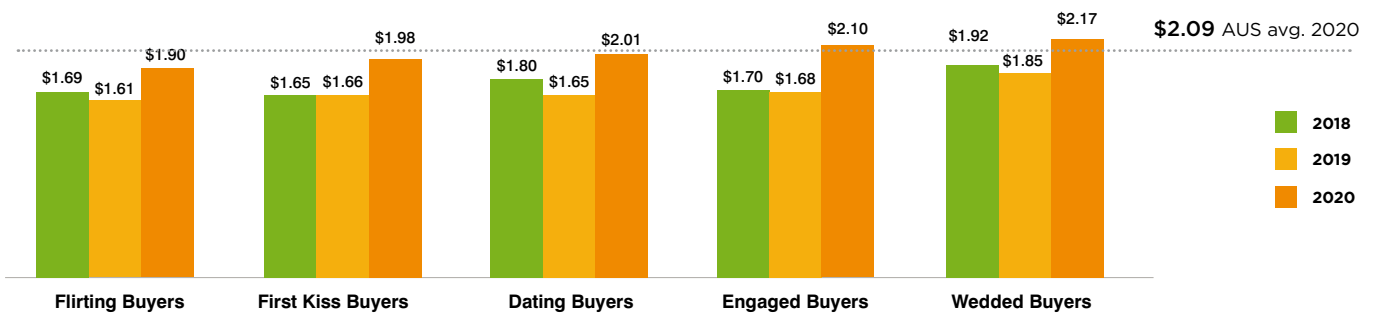
Average Price by Buyer Group



Wedded Buyers PAY MORE per mango

MANGOES AVERAGE PRICE PER SEGMENT

Average Price by Buyer Group

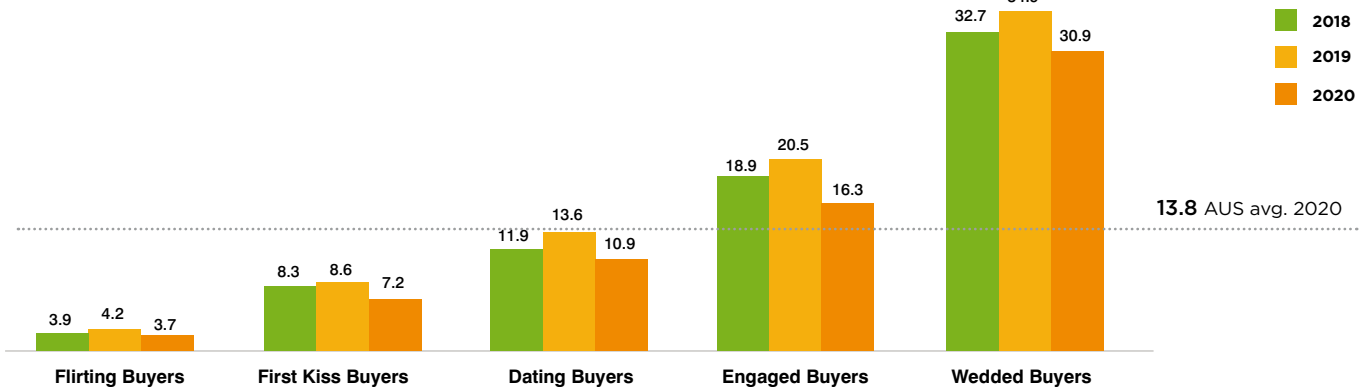


WEDDED BUYERS did not have the highest price increase however these buyers will pay more for mangoes and this translated to AWOP.

Wedded Buyers had the lowest decline in total mangoes purchased

MANGOES PURCHASED (AWOP) BY SEGMENT

Mangoes Purchased (AWOP) buy Buyer Group

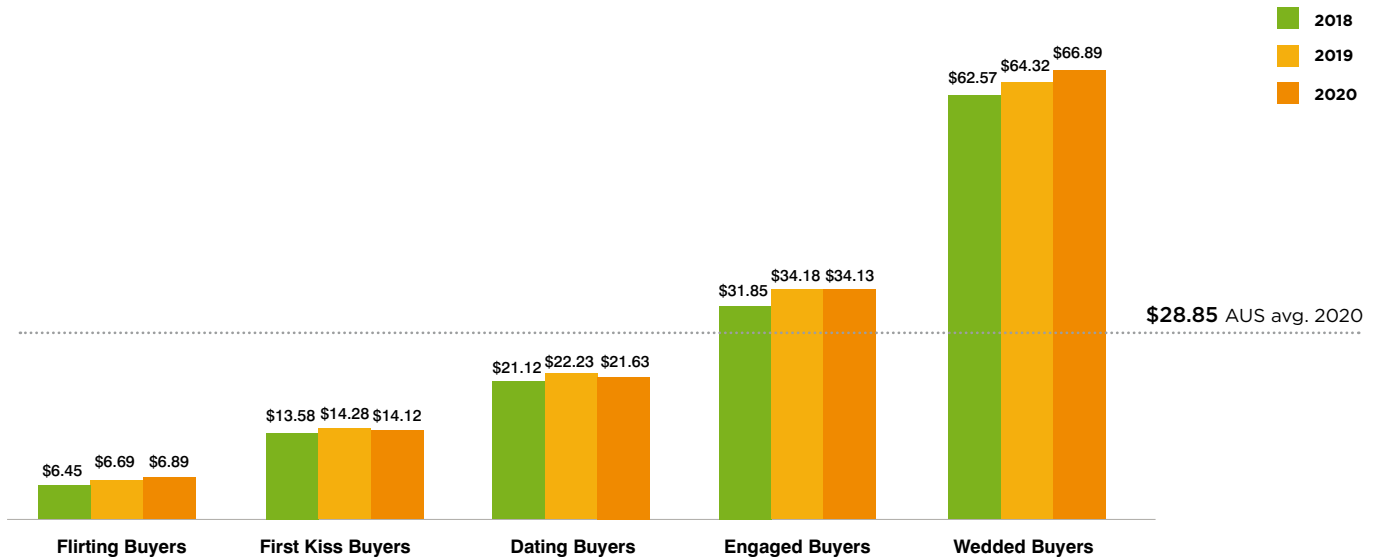


WEDDED BUYERS purchase less per occasion but purchase more frequently.
Average ~31 Mangoes/Season.

WEDDED BUYERS had positive AWOP growth.
Only **FLIRTING BUYERS** had the same growth however off a very low base

MANGOES \$ PURCHASED (\$AWOP) BY SEGMENT

Mangoes \$ Purchased (AWOP) buy Buyer Group



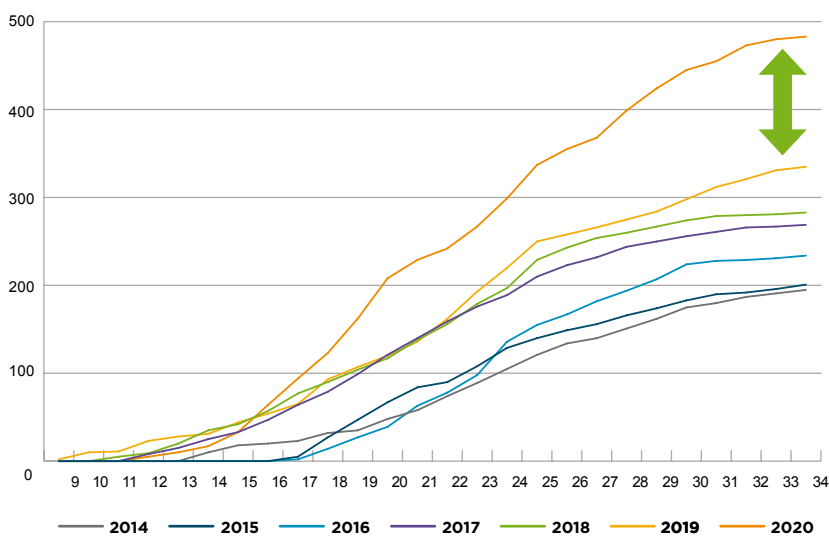
WEDDED BUYERS pay MORE per mango

Data Source: Nielsen Homescan Mango Database

Mangoes had the highest increase in share of fruit adverts.

NUMBER OF ADS

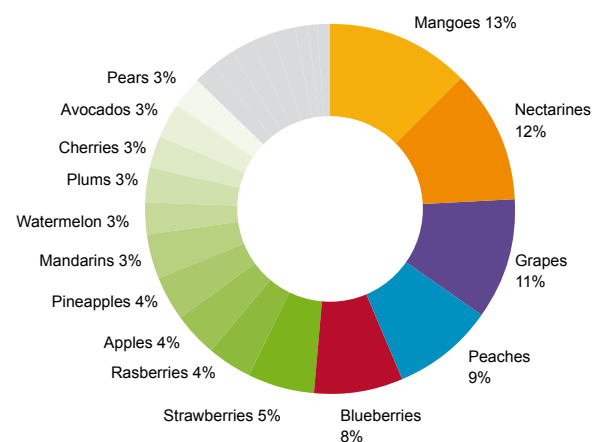
Cumulative # of Mango Adverts by Season



MANGOES
achieved more ads
later in the season.

SHARE OF ADVERTS 2020

Weeks 9 to 34, Media dates 26 Aug to 23 Feb



MANGOES
achieved highest share
of fruit adverts ever.

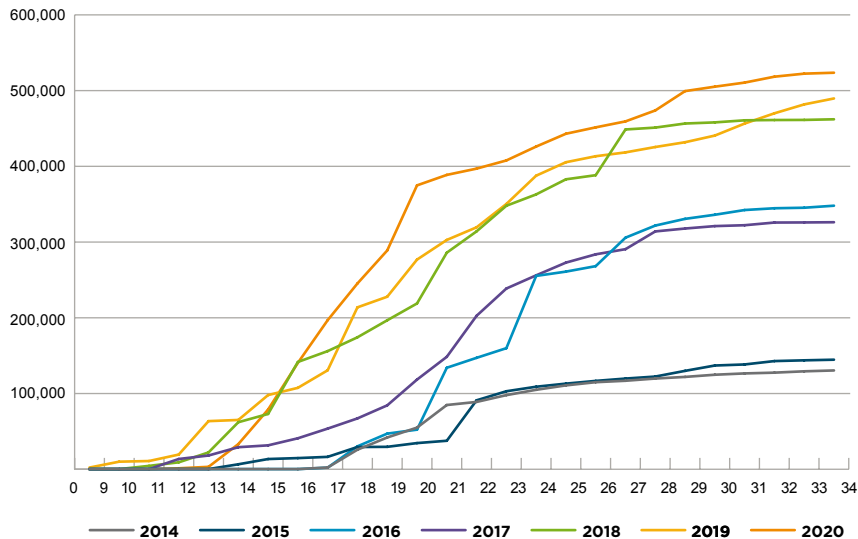
Data Source: Numerator Print Media Database

Continued page 17

Mangoes increased Share of Voice (SOV) total fruit

SHARE OF VOICE

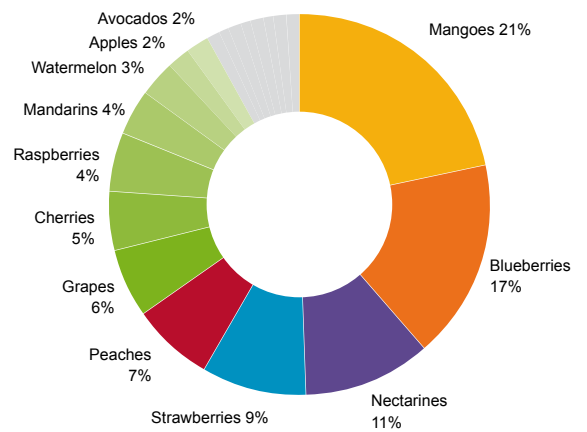
Cumulative SOV Score for Mango Adverts by Season



MANGOES
Highest SOV score EVER.

SHARE OF VOICE 2020

Weeks 9 to 34, Media dates 26 Aug to 23 Feb



MANGOES
#1 SOV for 2020.

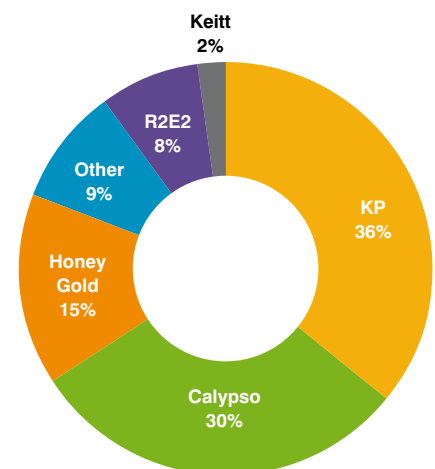
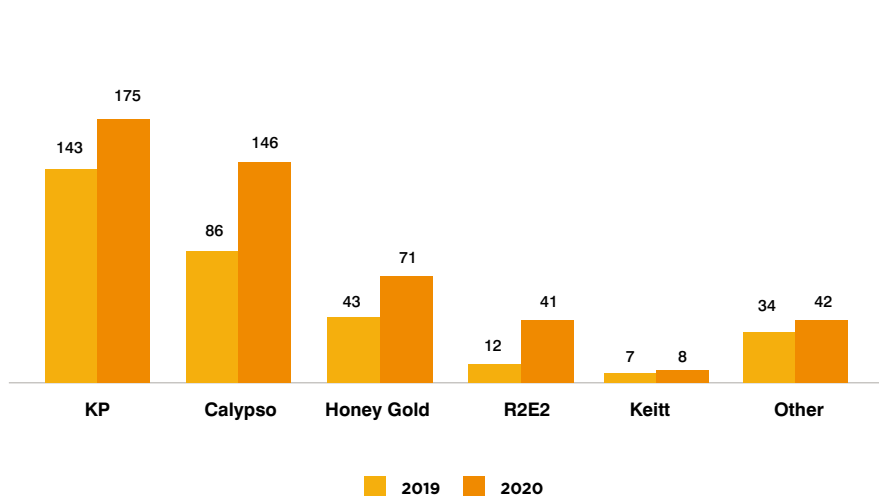
Data Source: Numerator Print Media Database

Mangoes increased Share of Voice (SOV) total fruit

PRINT MEDIA - MANGOES

Number of Adverts by Variety

Weeks 9 to 34, Media dates 26 Aug to 23 Feb



Data Source: Numerator Print Media Database

BIOSECURITY, RESEARCH & POLICY

Biosecurity—Emergency Plant Pest Response Deed

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 the Emergency Plant Pest Response Deed (EPPRD). Information has been prepared by Plant Health Australia.



PHA's training team Lucy Aukett and Matt Chifley delivering EPPRD awareness and Industry Liaison training in Darwin at the end of last month. The training was attended by industry and local government representatives and covered the role of an Industry Liaison officer in an emergency.

WHAT IS THE EPPRD?

The [Emergency Plant Pest Response Deed](#) (EPPRD) is a formal legally binding agreement between Plant Health Australia, the Australian Government, all state and territory governments and national plant [industry body signatories](#) (which includes Australian Mango Industry Association) covering the management and funding of responses to [Emergency Plant Pests](#) (EPPs). Plant Health Australia is the custodian of the EPPRD.

The EPPRD formalises the shared role in EPP response decision making between government and industry, outlines the cost sharing arrangements of approved responses and provides a framework for owner reimbursement costs.

WHAT IS AN EMERGENCY PLANT PEST?

The EPPRD is only activated for the eradication of plant pests with nationally significant economic or environmental impact that are also one of the following:

- a known exotic plant pest
- a variant form of a plant pest already established in Australia
- a previously unknown pest
- an officially controlled pest.

EPPs are assigned to one of [four categories](#) based on their potential

impacts on public health, environment, regional and national economics, trade and market access and control or production costs. This categorisation determines the government/industry funding ratio for the cost of the response.

HOW ARE INCURSIONS MANAGED?

The Australian Emergency Plant Pest Response Plan ([PLANTPLAN](#)) provides nationally endorsed, best practice operational guidelines for EPP incursion responses. It outlines the phases of an incursion, and the key roles and responsibilities of industry and government during each of the phases. Any response to a pest under the EPPRD must be run in accordance with PLANTPLAN.

OWNER REIMBURSEMENT COSTS

Owners of crops or properties damaged or destroyed as a direct result of a requirement under an approved Response Plan may be eligible for [reimbursement payments](#) under the EPPRD.

HOW TO REPORT A SUSPECTED PEST

If you suspect an EPP, contact the [Exotic Plant Pest Hotline on 1800 084 881](#). If the pest is identified as likely to be an EPP, it will trigger a formal series of events via the state or territory Department of Primary Industry under the direction of the local Chief Plant Health Manager.

MORE INFORMATION

For further information visit: <https://www.planthealthaustralia.com.au/biosecurity/emergency-plant-pest-response-deed/>.



Biosecurity—National Fruit Fly symposium calls for national strategy commitment

Implementing the National Fruit Fly Strategy 2020-2025 via a sustainable funding model was the resounding conclusion from those who devoted their time to attend the National Fruit Fly symposium held in May.

Over 420 participants from a range of backgrounds including industry leaders, government representatives, researchers and growers took part in the symposium, where the discussions were around Building Future National Success.

The three-day online event hosted by the [National Fruit Fly Council](#) (NFFC), [Hort Innovation](#) and [Plant Health Australia](#) was aimed at progressing discussion on critical fruit fly issues and identifying ways to build a cohesive national framework.

NFFC member and Nutrano Produce group technical manager, Steve Burdette said the national strategy provides international and interstate trading partners confidence that Australia's horticulture industries are working hard to manage fruit fly.

Mr Burdette said a critical element for successful control of fruit fly was to ensure alignment of on-farm production practices with effective policies to ensure market access and trade.

Cherry Growers Australia president Tom Eastlake identified international trade, a theme of discussion at the symposium, as critical. One of his key concerns was that the National Fruit Fly Strategy launched

in November 2020 largely remained unfunded.

Department of Agriculture Water and Environment's Chief Plant Protection Officer Gabrielle Vivian-Smith talked of the Department's commitment to ensuring borders were secure and there was adequate preparedness to be able to deal with exotic fruit fly detections.

"We need to not lose sight of real and present threats in the north; to ensure that we're prepared to respond as a country in the event of an outbreak or detection onshore of oriental fruit flies," she said.

Hort Innovation General Manager Research and Development Alison Anderson said when it came to the implementation of a national fruit fly strategy, there was a need for a coordinated national, state, regional and on-farm approach, and clarity around who was responsible for what, when and how.

Dr Anderson noted the importance of a strong research and development program to support the needs of growers to ensure they remained viable and maintained access to markets.

National Fruit Fly Council manager Christina Cook identified trade as "the central driving force to managing fruit fly."

"We need workable protocols and treatments to access markets. We need modern and effective on-farm management tools and access to information about those," she said.

Farmers were good at managing fruit fly on-farm but needed support to manage the off-farm risks, and the things outside of their control, she said.

Ms Cook listed some examples of off-farm challenges such as abandoned orchards, the availability of effective chemicals, building and maintaining area wide management in communities, and using SIT (sterile insect technology) as part of a strong national approach in Australia.



Christina Cook, Manager, National Fruit Fly Council (NFFC).

Progressing these issues will be the focus for Council in the coming months.

NFFC chairman Lloyd Klumpp was excited by the enthusiasm and maturity of discussions at the symposium. He believed the national strategy required coordination, collaboration, communication, and commitment from all stakeholders to deliver the goal of contemporary, viable and cost-effective national approach to fruit fly management that Australia has set.

Mr Klumpp said the Council was ready to take on the issues raised at the symposium by seeking those four "Cs" from stakeholder participation in think tanks designed to deliver solutions and commitment to action.

Plant Health Australia's CEO Sarah Corcoran noted that the NFFC is an important forum of governments, research providers and industries to provide leadership and advice on national fruit fly issues.

In reflecting on the success of the symposium in meeting these goals, Ms Corcoran said, "we note the success that council have achieved to date and look forward to building on those successes and being able to achieve the nationally responsive and integrated system that's supported by all."

For further information visit: <https://preventfruitfly.com.au/national-fruit-fly-council/>.



Queensland Fruit Fly.

Season in review

WEATHER CONDITIONS— TEMPERATURE, RAINFALL, WIND, FROST ETC.

Most mango growing regions experienced warm winter flowering periods with strong winds and rain late into the harvest period. At the beginning of the 2020/2021 season, the Northern Territory (NT) had just experienced another hot and dry wet season. [Bureau of Meteorology \(BOM\)](#) recorded daytime and overnight temperatures that were ranked as the second highest on record for most of the state and across the territory, rainfall was below the long-term average by 20%. BOM also recorded a warm and dry winter for Western Australia (WA). They battled extreme conditions with a hot and windy winter in Kununurra, damaging floods and heat waves that resulted in large sunburn losses in Carnarvon, and bushfires close to

picking around the Gingin region. Both the NT (Darwin and Katherine regions), Kununurra and Queensland (QLD) battled isolated showers and storms late in the picking season. Far North QLD regions experienced some frosts, but there was less damage than previous seasons. Northern Australian regions recorded good average rainfall for the 2020/2021 wet season.

FLOWERING

The 2020 mango flowering season kicked off in May for the Darwin region but some in the region had to wait until later in June and July for a larger flowering event. Producers in the NT recorded multiple flowerings spread across the three-month cool period. Those in WA, particularly in the north, found that flowering mostly occurred late in the cool period, which did not allow conducive pollination temperatures.

Poor early flowering events were recorded in all three states, particularly for trees of the Kensington Pride (KP) variety and Keitt (QLD only).

FRUIT QUANTITY AND QUALITY

This season was the lowest volume recorded in the AMIA crop forecast, which has been collecting data since the 2014/2015 season, seven years ago. Nationally, fruit was generally smaller in size, and many growers experienced reduced volumes, particularly with KP fruit. For many regions, harvest finished quicker than expected resulting in low volume weeks in the peak of the season. Many growers also reported less internal fruit on their trees than usual. There were only three weeks of the entire season where more than 500,000 trays were dispatched—further to this we did not see more than

Continued page 21



Snapshots from the 2020/2021 season.

Continued from page 20

Export volumes totalled approximately 4,320 tonnes for the season, down 44% and 47% on 2020 and 2019 seasons respectively.

750,000 trays dispatched in any given week.

Rain late into the picking period did result in downgrading of small amounts of fruit for some NT and QLD growers, as well as rub marks from strong winter winds during the fruit development period. Carnarvon growers reported up to 70% fruit loss around Christmas from sunburn due to two separate days of extreme heat with no wind.

EXPORT

Export volumes totalled approximately 4,320 tonnes for the season, down 44% and 47% on 2020 and 2019 seasons respectively. Despite this, there was still good demand from international customers. The top five export destinations for the season were New Zealand, Singapore, Hong Kong, the United Arab Emirates, and the Republic of Korea.

CHALLENGES

The mango season is always challenging but the 2020/2021 season brought a new challenge: COVID-19. The pandemic had many impacts, expected and unexpected. Impacts for growers and the supply chain included lack of skilled and unskilled labour, additional WHS requirements, worker quarantine, border closures, reduced airfreight and difficulty sourcing inputs and other materials.

Outside of COVID-19, mango growers reported a number of other challenges, such as; increasing compliance and regulation, reduced chemical options and long withholding periods, and access to land and water.

***Disclaimer: this report is a compilation of qualitative and quantitative data that was sourced from many stakeholders across the industry, including growers and Australian Mangoes staff across the national industry and throughout the supply chain. Some generalisations in this report may or may not reflect individuals' circumstances during the 2020/2021 mango season.*



Mango industry aims high with high-density plantings

‘Transforming orchards to high-density plantings produces higher yields and income...’

That’s the advice from the Transforming Mango Futures project team which spent three years studying grower and experimental mango orchards, examining whether high-density orchards would produce more fruit, more economically, than low-density plantings.

The project’s final economic case study was launched in May at the [Northern Australia Food Futures](#) conference in Darwin.

Project lead, Dr Geoff Dickinson from the Department of Agriculture and Fisheries (DAF) Queensland said the industry has long been interested in transforming from low-yielding, low-density orchards into high-yielding, high-density orchard systems.

“The Department of Agriculture and Fisheries, Queensland (DAF) have been working on this challenge since 2013, and this project builds on this work,” he said.

Funded by the Cooperative Research Centre for Developing Northern Australia

(CRCNA), the project team, DAF, Manbulloo Ltd, Marto’s Mangoes and the Australian Mango Industry Association (AMIA), trialled high-density planting across three sites in Queensland and the Northern Territory.

“To move from 200 to 600, or even 1,200 trees per hectare requires us to do the equivalent of what architects do in inner cities – that is maximise the efficient use of space. We are doing that by growing shorter, thinner mango trees and minimising the width of inter-rows for use by narrower tractors and equipment,” Dr Dickinson explained.

“In terms of mangoes, this intensification involves managing trees as slim hedges or by training trees on trellises which sees them get great support, great light and maximum canopy leaf area to produce more fruit. Short, narrow trees mean sprayers and harvesters can work more efficiently, reducing pesticide use and opening opportunities for new technologies including robotic harvesting.

“While the adoption of high-density slim hedge and trellised planting requires a higher level of investment during establishment and over the first 10 years than conventional lower density planting systems, this is rapidly recouped by the higher revenues achieved by increased yield per hectare,” Dr Dickinson said.

The Australian-first research, modelling input costs and revenues from real data, reveals that high-density trellised orchards punch above their weight in yield and income generation.

Modelling suggests, at their peak, these new high-density and trellised orchards could:

- Produce up to 66 tonnes per ha / per year – over 3.5 times more than existing low-density plantings
- Improve on-farm efficiency of mango growing, spraying, and picking costs
- Reduce annual fruit production costs (per kg/fruit) by approximately 20%
- Improve long-term grower and industry profitability.

Dr Dickinson said transitioning from low-density plantings to higher density plantings also generated a range of environmental and efficiency-related co-benefits.

“There are also a range of co-benefits of adopting our ‘intensification’ model including reduced water and fertiliser inputs, increased harvesting efficiencies, increased suitability to the introduction of mechanisation and robotics, and greater pest and disease management efficiencies,” Dr Dickinson explained.

CRCNA CEO, Anne Stünzner said she is confident the study will assist farmers become more productive in the long-term.

“The team and the industry, recognise that growers have genuine concerns about transitioning from tried-and-true systems to new ones, particularly when there are significant set up costs.

“We hope this study will assist growers when establishing new mango plantings to help them select which orchard management design is most suitable for them,” she said.



Geoff Dickinson.

Continued page 23

Continued from page 22

AMIA Chairman and owner of Marto's Mangoes, Ben Martin said he is excited about the potential outcomes the project has for the Australian mango industry.

'It has been great to be part of something that will have great benefits for the Australian mango industry.'

'The project team involved has been focused on producing real outcomes for commercial mango businesses. They have spent time analysing the true cost of production and really looked at how they can maximise potential earning for growers. The outcomes from this trial certainly have the potential to increase income for growers.'

Read the full economic case study [here](#). More details about this project will also be available in the next edition of *Mango Matters*.



Trellis Calypso mangoes - Walkamin, Qld.







**CONVEYOR
SUPPLIES NQ**
The agricultural specialists

PREPARE FOR THE NEW SEASON
Get your BEST MANGOES - From Tree to Tray
Suppliers of packing shed hardware

- Fruit brushes
- Conveyor belts
- Motor drives
- 40mm/50mm PVC Roller bungs (NEW design)
- Plastic modular belt

EMAIL: brian@conveyorsuppliesnq.com.au
1a/42 Keane Street, Currajong QLD 4812

PHONE: 07 4755 0277

conveyorsuppliesnq.com.au

New research identifies best mango pollinators

A wide range of insects visit mango flowers, but new research has identified which of those are the most effective pollinators.

The project, *Securing Pollination for more Productive Agriculture: Guidelines for effective pollinator management and stakeholder adoption (PH16004)*, delivered as part of the Australian Government Department of Agriculture, Water and the Environment Rural R&D for Profit Program, has just wrapped up after four years of research running from June 2016 to February 2021.

It saw Australia's most knowledgeable bee and pollination researchers collaborate to assess the contribution of pollinators to a range of pollination-dependent crops including mango.

The project's recommendations are aimed at strengthening pollination security and resilience, and optimising yield by identifying the insects that contribute to crop pollination and the way they relate to the landscape.

WHAT'S VISITING YOUR CROP

The project saw researchers Dr. Bryony Willcox and Dr. Romina Rader observe and collect insect visitors to mango flowers at key locations in Queensland including nine sites at Mareeba, and two sites at Bundaberg.

The mango orchards were visited by 76 insect species including bees, flies, beetles, moths and butterflies.

MAREEBA

In Mareeba, flies were the major group of visitors to mango flowers, accounting for a combined total of 62% of visits.

Stingless bees (*Tetragonula spp.*) were the second-most frequent visitors to mango flowers, accounting for 18% of visits.

Honey bees provided 12% of visits, and other bees including the exotic bee (*Apis cerana*) and native solitary bees contributed an additional 3% of visits.

The remaining 5% of visits were derived from beetles (2%), ants (1%), butterflies (1%) and moths (1%).

BUNDABERG

In Bundaberg, the main floral visitor to mango was the rhiniid fly (*Stomorphina discolor*), accounting for 46% of visits.

Honey bees were also frequent visitors, contributing 22% of visits, while stingless bees (*Tetragonula spp.*), soldier beetles (Cantharidae), hoverflies (Syrphidae) and blow-flies (Calliphoridae) contributed 5%

of visits each. The remaining 12% was made up of several species of ants, wasps, beetles, and native bees.

INSECT POLLINATORS CONTRIBUTE TO MULTIPLE CROPS IN AN AREA

Dr. Rader said in mango, stingless bees and *Stomorphina sp.* flies were the most effective at transferring pollen.

"We also identified species that use multiple crops. When comparing the insect visitors of macadamia, avocado, and mango crops at Bundaberg, we found that there was a large overlap in visitors, in particular of locally abundant species groups, such as beetles (*Coccinellidae*) and stingless bees (*Tetragonula spp.*)," Dr. Rader said.

"The identification of pollinators that provide services across multiple crops can be used to develop pollination management strategies that focus on the resource needs of these wild species." Further information can be found in the publication of the research [here](#).

Continued page 25



S7 SPINNER

A MICRO-SPRINKLER LIKE NO OTHER

SCAN THE QR CODE TO GET A FREE S7 SAMPLE

FLOW REGULATION AT LOWER PRESSURE

QUICK-CLEAN TECHNOLOGY PLUGGING RESISTANT

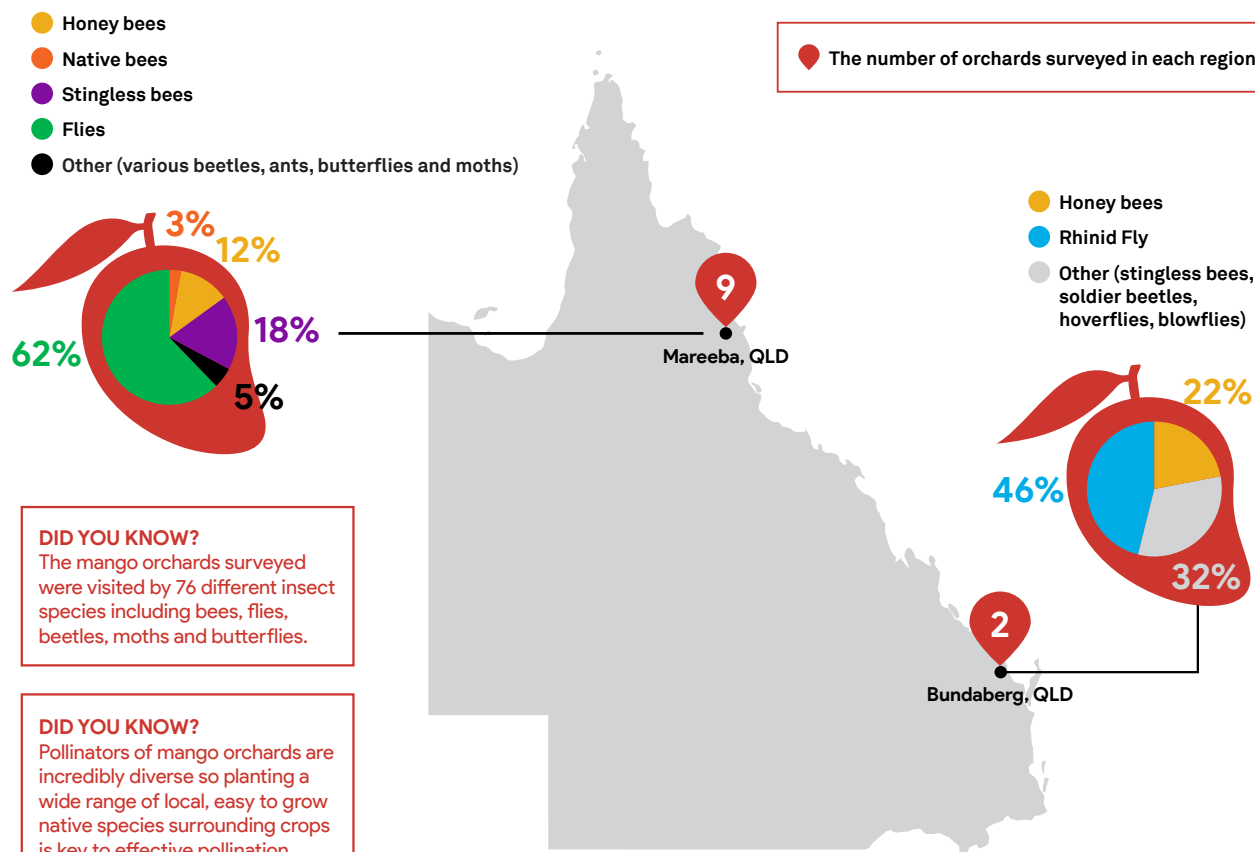
SUPERIOR WEAR LIFE

QUICK CONNECT

NELSON AUSTRALIA | 1300 856 368 | INFO@NELSONIRRIGATION.COM.AU | WWW.NELSONIRRIGATION.COM.AU

Who is visiting your mango orchards?

Honey bees are just one of many effective pollinators for mango orchards. The **Securing Pollination for More Productive Agriculture: Guidelines for effective pollinator management and stakeholder adoption** project studied Queensland mango orchards to determine what insects were visiting.



This project is supported by funding from the Australian Government Department of Agriculture, Water and the Environment as part of its Rural R&D for Profit program.



WHY FLOWERING PLANTS MATTER

Regardless of the range of crops or regions studied in the project, researchers found what they all have in common is a dependency on the presence of native vegetation and flowering plants in the landscape.

"We found that the proximity and composition of native vegetation influences the abundance and diversity of crop pollinating species," Dr. Rader said.

"In less forested areas, wild pollinator densities are not high enough to provide all the pollination required, because, in addition to nectar and pollen, wild pollinator presence depends on the availability of other dietary needs, nesting hollows and water."

Dr. Rader said to enhance the health and diversity of pollinators and ensure that pollination services remain reliable and resilient, floral support should be available nearly year-round, in close proximity to the crop.

"Our advice is to plant a wide range of local, easy to grow native species. Planting designs can focus on understorey species, hedgerows or whole area plantings," she said.

"In addition, diet needs and nesting substrate for volunteer pollinators can be provided in various ways. Decaying vegetation, bundles of sticks with pithy stems and old paddock trees can be used by flies, beetles, and cavity nesting bees. While open, compacted well-drained soil can be used by ground nesting bees.

This project is supported by funding from the Australian Government Department of Agriculture, Water Resources and the Environment as part of its Rural R&D for Profit program. Project partners include Hort Innovation, University of Sydney, University of Adelaide, University of New England, Adelaide and Mount Lofty Ranges Natural Resources Management Board, Almond Board of Australia, Apple and Pear Growers Association (SA), Australian Mango Industry Association, Australian Melon Association, Australian National University, Costa Group, Department of Environment Water and Natural Resources SA, Greening Australia, Lucerne Australia, Native Vegetation Council Natural Resources Northern and Yorke, O'Connor NRM, Primary Industries and Resources SA, Raspberries and Blackberries Australia, South Australian Apiarist Association, and Terrestrial Ecosystems Research Network Eco-informatics Trees For Life.

Dicarboxylic acids have no effect on sunburn two years in a row

A repeat of the sunburn trial in the Ord River Irrigation Area (ORIA) in 2020 using Photon® 500SG* (active ingredient dicarboxylic acids) again found it did not reduce the incidence of sunburn.

Department of Primary Industries and Regional Development Western Australia (DPIRD) Research Scientist Tara Slaven repeated the trial in 2020 to confirm the 2019 findings. Photon® had no impact on the total number of fruit per tree. However, there was a reduction in the average weight of the fruit. That is, the mean weight of fruit from trees treated with Photon® was 267g compared to 306g for the control trees.


Application started on 10 July 2020, seven days after petal drop at 4g/100L water as per label instructions. The last application was applied on 2 October 2020. **Amistar® (azoxystrobin)** was mixed with the **dicarboxylic acids application** on 10 July 2020.

The canopy of each tree sampled was divided into twelve sections: six on the north and six on the south sides of the canopy. The six quadrates were labelled: top east, top middle, top west, bottom east, bottom middle, bottom west. Each piece of fruit was given a sunburn score between 1 (mild bleaching) to 7 (severe necrosis). Analysis showed that there was more first grade fruit at the bottom half of the canopy. While, the number of sunburnt fruit increased east to middle to most severe on the western side of the canopy.

**Trade names are used to simplify the information given. No endorsement of named products is intended, nor is criticism implied of similar products not mentioned.*





An extended version of this article is available at www.industry.mangoes.net.au.





PACKING SHED HYGIENE

Dispose of the Dust

PHONE
(07) 4755 2366



 **BRUSH & BROOM**
Supplies NQ

1a/42 Keane Street, Currajong QLD 4812
EMAIL brian@brushandbroomsuppliesnq.com.au

www.brushandbroomsuppliesnq.com.au

HYDRALADA

THE CHOICE OF LEADING MANGO GROWERS!

- / Proven record for reducing harvesting costs
- / Maximise productivity by reducing labour units

**MANAGE YOUR MANGO HARVEST
OPTIMISING FRUIT QUALITY AND
PICKER OUTPUT.**

**LIFT HEIGHTS
5.40m | 6.40m | 8.00m**

/ hydralada.com
/ sales@hydralada.co.nz

☎ **1800 124 352**

HORTICULTURE

GROW YOUR BRAND

With Quality End-To-End Label Solutions

- Custom & stockline Australian made labels & tags
- High quality applicators - automatic, manual, in-line & in-tray
- Track & trace bin tag systems
- Labels for packaging, cartons, punnets, boxes & pallets
- Thermal printers, labels & tags
- Professional label design service



 **label press**
(QLD) PTY LTD
The Presentation Professionals

98 Cobalt Street, Carole Park Qld 4300 Email: sales@labelpressaustalia.com.au

www.labelpressaustalia.com.au



FREE CALL 1800 773 207

PEOPLE & EVENTS

Mango industry magnates recognised

As part of the Northern Australia Food Futures Conference, Tou Saramat Ruchkaew and Ian Baker were recognised for their hard work, both receiving awards at the gala dinner.

Tou was [co-awarded The Women in Agriculture Award](#), to acknowledge the dedication, hard work and sacrifices she has made in running the NT's largest mango farm—Tou's Garden, with her partner. As well as her dedication to her community.

Another mango industry great, Mr Ian Baker, was presented the inaugural [Ian Baker Award for Outstanding Contribution to Agriculture](#), to honour the immense impact he has had on the agriculture industry in the north. Mr Baker was vital in fostering the development of the NT mango industry. Thanks to his innovative extension work, mango trials and connections, he helped to establish the NT's largest horticultural industry.

AMIA would like to congratulate Tou and Ian on their award wins.



Ian Baker (centre).



Tou Saramat Ruchkaew.

PLANTING MANGO TREES?

Fleming's Nurseries QLD (formerly Birdwood Nursery) is a wholesale fruit tree nursery. Specialising in avocado, mango, citrus, and other tropical fruit trees. Supplying commercial growers and retail centres across Australia.

- Specialist large order supplier
- Despatch to all mainland states

ORDER GRAFTED TREES NOW!

Contact us today!

07 5442 1611

mail@flemingsqld.com.au



Fleming's
NURSERIES QLD

CELEBRATING 100 YEARS
1914-2014

flemings.com.au



Congratulations Razor Rock Farm

Northern Territory third party mango grower Razor Rock Farm has been named Honey Gold Grower of the Year by exclusive producer of the specialty variety, Piñata Farms.

Katherine-based Razor Rock Farm growers Nick Ormsby and Whitney Dollemore received the award for achieving overall excellence including 96 per cent accuracy in forecasting, a high premium packout and a 30 per cent increase in volume during the 2020-2021 season.

Mr Ormsby, who has grown Honey Golds over 20 hectares for four years, also consults on the management of Piñata's Katherine and Mataranka farms.

He attributed Razor Rock Farm's results to an intensive fertiliser and irrigation program following two failed wet seasons, as well as attention to detail.

"Geographically my farm is at a low elevation in the Katherine district and has red, cracking clay soil. This is quite different from the sand country of Piñata's Katherine farm and requires a different level of growing, he said.

"The weather is the main challenge of farming in the Northern Territory - we go from one extreme to the other. Temperatures are getting warmer and we're constantly tweaking growing practices to deal with that," he said.

"While the Honey Gold variety is pretty consistent, the trees need some prompting with a detailed nutrition program to achieve optimal results."

Mr Ormsby said he closely analysed images of the crop's development throughout the year and used detailed heat sums to forecast harvest timing and volume.



Katherine grower Nick Ormsby of Razor Rock Farm is the 2021 Honey Gold grower of the year. (Photo credit Aqua PR)

"I take a lot of photos and compare key points in the crop cycle year-on-year to predict a harvest date about two or three months out. But that all depends on the weather.

"We implemented various changes after the two failed wet seasons. For example, we used more sunscreen on leaves than ever in the past two years as there were no cloudy days which come with a wet season."

He said the award meant his agronomic approach to growing Honey Gold mangoes was on track and he would now expand Razor Rock Farm.



Razor Rock Farm had 3,600 trees and would this year plant another 4,000 this year, he said.

"The benefit of being among a group of growers such as the Honey Gold group, is that we're all striving to achieve the best quality fruit. Everyone gains from having a consistently good mango in the marketplace," he said.

Originally from Renmark, South Australia, Mr Ormsby grew up producing citrus, grapes and almonds. He has grown mangoes in the Northern Territory for some 15 years.

WHITTO'S
NURSERY

Wholesale supplier of Grafted Mango Trees
Interstate Delivery

Find us on:  

NEED QUALITY TREES?
CALL NOW!

0400 953 313
whittosnursery@gmail.com
BOWEN • QLD • 4805

Qld Water Efficiency Field Days

Presented by Dept of Agriculture & Fisheries, Australian Mangoes and Irrigation Australia, this field day will bring growers up to speed with the latest in irrigation technology and teach you how to improve water use efficiency, maximise crop yields and quality, resulting in saving money and water consumption.

Date:

Tuesday, 27 July (Bowen) and
Friday, 30 July (Mareeba) 2021

Where:

Bowen and Mareeba

RSVP:

Cost of registration is \$25 + GST. Morning tea/ lunch and afternoon tea will be provided. For more information about the event and to register click the button below.

[CLICK HERE](#)

Topics covered:

- Basic irrigation scheduling.
- Determining irrigation water requirements.
- Basic irrigation system trouble shooting.
- Developing system maintenance strategies.
- Checking pressure and flow rates.
- Conducting a water application distribution test.
- Collecting data to determine irrigation uniformity and efficiency.
- Assessing soil texture and root zone depths.

BOWEN

Tuesday 27 July 2021

8.30am – 4.30pm

Bowen Research Station
45 Warwick Road, Bowen QLD

MAREEBA

Friday 30 July 2021

8.30am – 4.30pm

Mareeba International Club
10 Vaughan St, Mareeba QLD 4880

FNQ Growers Gala Dinner returns in 2021

The horticulture industry's night of nights returns in 2021, with a date and venue announced for FNQ Growers Annual Gala Dinner.

Postponed in 2020 due to the COVID-19 health pandemic, the 2021 event will be held on 3 September at the Mareeba United Football Club.

Also making a return is the prestigious Charlie Nastasi Horticultural Farmer of the Year Award, which will be announced at the dinner.

FNQ Growers chair Joe Moro said while horticulture continued to go from strength to strength, the region's growers had shared in the challenges brought about by the pandemic.

"A night like this gives the industry and our supporters a chance to reflect and celebrate our success, despite the challenging environment in which we farm in," Mr Moro said.

"It also gives us an opportunity to recognise one of our peers, with the Charlie Nastasi Horticultural Farmer of the Year Award in honour of one of the pillars of our industry."

Sponsorship packages for the dinner are available by calling FNQ Growers secretary Maree Lopez on 4092 6099 or email jam.lopez97@gmail.com.



The best post-harvest protection any mango can have is SCHOLAR.[®]



SCHOLAR prevents post-harvest fungal disease development, maintaining fruit quality in transport and storage to increase both profitability and marketability. For further information talk to your local Syngenta representative or visit [syngenta.com.au](https://www.syngenta.com.au)



Scholar[®]

syngenta[®]



IS YOUR
CROP
PROTECTED?
SCAN HERE

® Registered trademark of a Syngenta Group Company. © 2021 Syngenta. AD21-240

®

AUSTRALIAN[®]
MANGOES