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mango matters

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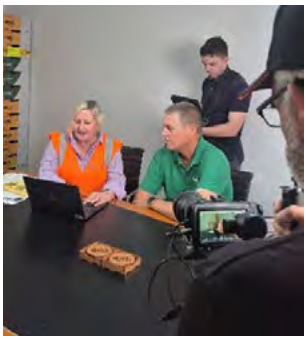

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Meet an AMIA Member

Dale Williams

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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.

CHAIRMAN'S REPORT

Ben Martin
Chairman, AMIA

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Many growers have officers from Australian Border Force (ABF), Labour Hire Licencing and others visit their properties, often during the busiest time of the year, when trying to manage picking crews, packing shed issues and the multitude of other issues that arise at this time of year. We have sought advice from our lawyers as to the rights of growers during these visits. They have developed a one-page guide that growers can refer to when dealing with staff from these organisations and this will be available to members in the near future.

I've spoken with several growers who've expressed concern about how we present the weekly crop forecast and regional dispatch data during the season. While our intention has always been to provide transparency across the supply chain, helping all sectors better plan for the season, we acknowledge the negative feedback we've received.

"As a Board we continue to work to address issues that impact mango growers and the broader industry."

- BEN MARTIN

In response, we'll be trialling a revised crop forecast and dispatch reporting process this season. Only those growers and packhouses who contribute crop forecast and dispatch data will receive the detailed weekly regional dispatch reports. A broader, less detailed version of the crop forecast will continue to be shared through our weekly *My Mango* newsletter and uploaded to the AMIA website.

The decision by the South Australian Government to pause the introduction of compostable fruit stickers is a sign that common sense still has a place in our industry. While the South Australian market is a relatively small market, it remains an important market and growers supplying South Australia were faced with replacing stickers for all markets, adding to production costs and creating logistical issues. It is a credit to those fruit and vegetable industry organisations, including AMIA in raising this issue with Green Industries SA to highlight the negative implications of the introduction of compostable fruit stickers to both consumers and growers. While the decision to pause the introduction is a good outcome, it's likely to return in the future when other governments address this issue.

Until last season, the NIR maturity testing conducted by the team has been undertaken through the levy funded mango extension project. From this season, the NIR maturity testing will be funded through AMIA funds so therefore will only be available to AMIA members in the principal production regions.

Membership of AMIA is of critical importance and we continue to look to improve the benefits that our members receive. We have recently formalised a partnership with Bunnings so AMIA members who have PowerPass will receive additional discounts on trade products purchased through Bunnings.

I would like to thank my fellow Board Directors for demonstrating confidence in me and re- electing me Chairman for another year. I also congratulate John Nucifora for being re-elected Deputy Chairman. The Board acknowledges that many growers have had several seasons with returns much lower than needed. As a Board we continue to work to address issues that impact mango growers and the broader industry.

CEO'S REPORT

Trevor Dunmall
CEO, AMIA

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"The pre-season events are a great way to get important information as the season approaches as well as connect with other growers and our team members."

- TREVOR DUNMALL

In May, we held a Biosecurity preparedness workshop focused on improving both industry and business preparedness in the face of the detection of a high priority exotic pest. The workshop focused on three key areas:

1. Secure pathways – What is needed to have a secure pathway from a pest quarantine zone to market.
2. Regional biosecurity planning - biosecurity impacts at a local or regional level, therefore planning should commence here.
3. Abandoned orchards - continue to be a challenge; the workshop discussed ways to address the potential impacts of abandoned and unmanaged orchards and highlighted some avenues we can take to address this issue.

We have completed several mango grower research workshops, with funding provided by the Department of Agriculture, Fisheries and Forestry (DAFF) via the NFF Hort Council. We are currently planning two more workshops for Central and South East Queensland which will be held in conjunction with the pre-season roadshows. The workshops were an opportunity for researchers to connect with growers and have discussion about what research really matters to growers. In some regions, grower numbers were down on expectation, but we still believe these are very worthwhile in having growers have greater input into future research.

The allocation of $1 million for research into Mango Twig Tip Dieback in the recent Northern Territory budget is welcome. The research that is needed to find solutions into complex issues such as MTTD takes a committed research team drawing knowledge from both internal and external resources. NTDAF have committed to developing a 5-year research project and we will be working with them as well as NT growers in the development of the research proposal. Growers have nominated to have trials in their orchards and several of these trials should be commencing soon.

We are working with GS1 to gain a greater understanding of industry and business traceability. While most growers have sound traceability processes in place, we are looking at our status as an industry and what aspects of traceability can be used to improve business sustainability. In this edition of Mango Matters and the July edition of the Slice there are links to the survey. The first 25 businesses who participate will receive a complimentary report on their traceability preparedness.

Access to Western Australia is important for many Northern Territory and Queensland growers. Access through the irradiation or VHT protocols continue, but the WA Department of Primary Industry and Regional Development (DPIRD) have advised that the CTM-01 trial that was used last season will not be extended to this season and that they require an ICA be developed for NT and Qld mangoes to enter WA under similar conditions to last season. NT DAF and QDPI staff are working to develop the draft ICA, which once developed will be reviewed by the national SMART Committee (Subcommittee on Market Access, Risk and Trade). The SMART Committee has representatives from each state and territory government as well as a representative from the commonwealth government. While we are optimistic the ICA will be approved in time for this season, it is not guaranteed.

The team is preparing for the upcoming pre-season roadshows, commencing with the Darwin roadshow on Monday 11th August. The pre-season events are a great way to get important information as the season approaches as well as connect with other growers and our team members.

2025 MANGO PRE-SEASON ROADSHOWS

AUSTRALIAN MANGOES

DARWIN	11 AUG
KATHERINE	12 AUG
KUNUNURRA	13 AUG
MAREEBA/DIMBULAH	9 SEPT
BOWEN/BURDEKIN	11 SEPT
ROCKHAMPTON + RESEARCH WORKSHOP	TBA
BUNDABERG + RESEARCH WORKSHOP	TBA

- VISIT OUR EVENTS PAGE FOR MORE DETAILS -

AROUND THE REGIONS

Northern Territory & Northern Western Australia

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Looking ahead to the 2025/26 mango season, growers in Kununurra say the trees are looking good following a mild and more evenly spread wet season. Instead of the usual heavy downpours (100–200mm), this year saw smaller, consistent falls of around 40mm, which meant limited runoff but decent soil moisture. Flowering has started, with about 25% of trees in flower over the past two weeks and the rest not far behind.

Last season, production was well down — but in some ways that was a relief, given the challenges with labour and transport. This season is shaping up to be stronger, and some growers expect production could be double what it was last year, with the bulk of the crop likely to be harvested in late September.

There have been some changes in the local packing landscape, with a couple of operators exiting or transitioning. It's unclear how this will impact packing availability, but it's something to keep an eye on. Pest and disease pressure has been low so far, though this may pick up as flowering increases over the coming weeks.

Looking ahead, I see research and development continuing to play a key role in the industry's future. There used to be a lot of valuable work done through the Kununurra Research Station, and it would be great to see more investment in that space again. Supporting domestic and export market growth also remains important for the long-term strength of the industry.

Mitchael Curtis
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Last mango season delivered fantastic crops, but it wasn't without its challenges. The overlap between the Katherine and Darwin harvests—lasting around 10 days—created significant logistical difficulties. With both regions picking simultaneously, demand for trucks skyrocketed, resulting in transport shortages and, unfortunately, a sharp drop in market prices due to oversupply.

As we look toward the 2025 mango season, there are promising signs emerging from the Katherine region. Weather conditions have been favourable so far, with cool nights and daytime temperatures hovering around 30°C—ideal for mango flower development. Around town, we're already seeing trees beginning to flower, and we understand both Calypso and Kensington Pride (KP) varieties to the north of Katherine have also started flowering. Orchards along Fox Road are just beginning to push, following a light initial flowering earlier. As of 8 July, things are finally starting to move.

The long-range forecast is encouraging, suggesting continued favourable conditions for flowering. If Katherine orchards come into flower within the next two weeks, it could offer a timely window between Katherine, Pine Creek (now in full flower) and Darwin—where some growers are still waiting for flowering to commence. This separation may help avoid the kind of overlap that caused so many issues last season.

In terms of pest and disease pressure, things are looking relatively clean at the moment. We're keeping a close eye as we move into flowering season, but so far, there's nothing major to report.

One ongoing concern, however, is the rising cost of production. A recent pay increase for workers—while deserved and necessary—adds further strain, especially in a market where growers can't simply raise prices to match increasing costs. This mirrors a broader challenge across many agricultural sectors. The takeaway is clear: we must remain diligent, closely tracking all expenses and keeping our operations as efficient as possible.

We remain hopeful that this year's harvest will be better spaced out across regions, allowing fruit to move through the market at a steady pace and helping everyone achieve a fair return. Mangos are a truly remarkable crop—rewarding and full of potential—as long as we can sustain the returns needed to keep farming viable.

Let's hope for a smooth season ahead.

Far North Queensland & North Queensland

John Nucifora
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Looking ahead to the 2025/26 season, recent cooler conditions and favourable weather have been excellent for flower induction across the region. KPs are pushing and other varieties are just starting to crack. The transition from harvest to flowering has been smooth this year, thanks to the good weather we've had over the off-season.

Reflecting on last season, growers continue to face the persistent challenges of rising costs of production and workforce availability, issues that are expected to carry through into the upcoming season. Regionally, even with a good spray program, we continue to see pressure from the mango shoot looper, flatids and the financial cost of excessive rain.

On a positive note, I attended the AMIA AGM recently—well done to the committee and the AMIA team for the work they're doing to support the industry.

With the cost of production climbing, research around the viability of returns and the future prosperity of the industry is required.

John Nardi
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The recent cooler weather has encouraged flower induction, and we are seeing KPs and R2E2s starting to push throughout the region.

During the off-season, we have been conducting on-farm activities such as crop monitoring, pruning, and equipment maintenance, as well as reviewing our operational systems. We have also been talking to export and chain store customers who are starting to ask for forecasts and updates for the upcoming season.

We continue to see the presence of the mango shoot looper, but with early detection and a good spray program, they are not proving too much of an issue. It is really important that we continue our search for future pest management options to ensure that the quality of our fruit is maintained.

It would be great to see more work done to encourage and promote mango exports to protocol and non-protocol markets. If Australia can start to supply some larger volumes to overseas markets, then we will be less likely to see market oversupply and waste issues when we experience seasons with high volumes.

Recently, I attended the AMIA AGM at the FNQ Rotary Field Days, where it was great to catch up with the AMIA team, receive the updated Mango Nutrition Guide, and chat with board members and members that were in attendance.

Leo Skliros
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With the wet season finishing later than usual, some very early growers have seen fruit knocked off due to rain pressure. Aside from that, early forecasts suggest a small early pick in August, with the bulk of the harvest expected to take place across September and October. These estimates refer to ripe-eating varieties; green varieties are already being harvested.

After speaking with growers across the country, it seems that, compared to last season, most are tracking within their usual harvest windows. This should help reduce overlap and result in a more consistent and manageable supply chain. Based on this, I'm feeling more confident about this season's marketing and mango movement, and hopeful that growers will see stronger returns.

That's the good news.

On the challenge side, we're currently seeing a significant increase in MTTD cases. WA's decision to end the CTM-01 trial has caused concern among growers, as it leaves uncertainty around market access. While a national ICA is being developed, there are concerns it may not be approved in time for the upcoming season. Additional pressures include Border Force visits, increasing compliance demands, rising production costs, shrinking profit margins, and a downturn in exports due to reduced international price competitiveness - all while imports of both fresh and processed foods continue to grow.

I've attended as many industry events as possible, though grower turnout has often been low.

Now more than ever, we need input and guidance from growers of all sizes to help steer the industry forward. We must focus on a diverse range of needs and prioritise short- and medium-term goals and research, with a strong emphasis on profitability and sustainability.

Southern Western Australia

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In the Gingin region, we are experiencing a cold wet winter, which is what we are supposed to have. Some of the winters we have had over recent years have been quite dry in the early stages. So this year, it is important to be diligent with protective sprays. While the trees are still dormant, some are starting to show signs of pushing buds, so it is important to keep them clean and disease free before the flowers arrive.

As a contrast, Carnarvon is having a dry time and looking like having a late flowering. Some KPs are flowering but it appears that these are the ones that didn't flower last year. In terms of heat stress, last summer was kinder on the trees than the previous summer.

A few weeks ago, Carnarvon had a one-day research workshop which was well attended and appreciated. It was good to have Trevor Dunmall attending and expressing a commitment for AMIA to support Carnarvon growers. Unfortunately, Carnarvon has recently lost Mel Ford, the WADPIRD researcher from Gascoyne research station. Her departure is a real loss for the local industry as she was a great support for growers in the area.

"Carnarvon had a one-day research workshop which was well attended and appreciated. It was good to have Trevor Dunmall attending and expressing a commitment for AMIA to support Carnarvon growers. "

- DAVID MORCOMBE

Southern Queensland & New South Wales

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The region has experienced a couple of cold snaps that seems to have been enough of a catalyst to trigger flowering. Most farms are reporting consistent and uniform movement of flower buds.

Weather conditions remain good, with some warm temperatures predicted. This may help push the flowers.

We hope that this season will see a reduced regional cross over in production. As an industry, we would value some investment into market access options for when we encounter a large volume season, or the harvest presents a regional overlap.

No major issues so far with pest and disease other than some flatid and scale. We would value some research and development in the pest and disease space to help progress and improve integrated pest management practices.

During the off season, growers have been maintaining their nutrition and pest management programs, pruning if required and carrying out regular crop monitoring activities with no significant issues to report.

Finally, please be aware of the changes to the Horticulture Award that came out on 1st of July. These will increase the cost of production and catch growers unaware if they are not prepared.

MEET AN AMIA MEMBER

EURI GOLD FARMS | BOWEN
DALE WILLIAMS

Q&A by Adelaide Belyea, Industry Development Officer QLD/NSW

In this edition, we head to Bowen in North Queensland to catch up with Dale Williams from Euri Gold Farms. With decades of experience, Dale shares insights into innovative pest management, labour challenges, and the importance of careful variety selection. He reflects on the highlights of his career, explains the value of staying connected through AMIA, and offers practical advice for new and aspiring growers.

Let's dive into our Q&A with Dale!

Q. Tell us a bit about your business?

We began planting mangoes in 1985, starting with the R2E2 variety, which remains a core part of our business today. Over the years, we've also introduced the Honey Gold variety to our orchard. Both varieties have proven to be well suited to our growing conditions and have strong market appeal. Our fruit is supplied to both domestic and export markets, with a focus on delivering consistent, high-quality mangoes that meet market demands.

Q. Can you share how AMIA has provided support, resources or networking opportunities specific to mango growers like you?

There is value in various components of support offered by AMIA. Events like the roadshows are a great way to stay informed, hear from experts, and engage directly with other growers and stakeholders.

Programs such as the NIR (Near Infrared) dry matter testing have contributed to improving fruit quality by helping growers better understand maturity and make more informed harvest decisions. We also appreciate the push/pull of information that AMIA facilitates—ensuring that grower insights and concerns are heard at the national level, while also providing clear, timely updates and resources back to growers. Their advocacy work is equally important, helping to represent and protect the interests of mango producers across the country.

Q. Why is being an AMIA member important to you?

Being a member of the peak industry body is important. AMIA plays a key role in advocating for grower interests, addressing issues at both a regional and national level, and providing updates, tools, and resources to help growers succeed. Their leadership helps guide the industry toward a more productive and profitable future, and it's important that growers support and engage with that process.

Q. Have you introduced any new practices on your farm recently? If so, what kind of impact have they had, and what prompted the change?

Yes, we've recently introduced several innovative practices aimed at improving pest management and fruit quality. One of the key initiatives has been participating in Integrated Pest Management (IPM) trials in partnership with beneficial insect suppliers. Through regular releases of beneficial insects, we've been able to effectively target pests such as fruit spotting bug, flatids, and scale, helping to reduce chemical inputs while maintaining fruit quality.

Additionally, we trialled Rapid AIM's fruit fly trapping technology, which provides real-time monitoring and targeted management. The results were so encouraging that we've continued using their system, which has improved our fruit fly control and overall orchard management.

Q. What are some of the challenges that growers are facing in your region?

As an industry, I feel that we are facing challenges with chemicals. We need chemicals to mitigate pest and disease to ensure we can provide the quality of fruit demanded by the market. Another big issue is labour. The structure of the current Horticulture Award has added complexity and cost to farm operations. Managing a seasonal workforce now requires more time and resources than ever before, which puts additional pressure on the bottom line.

Q. What has been your most memorable or proudest moment in your mango-growing career so far?

The process of growing mangoes is a total joy. Some of the proudest moments come when a customer takes the time to get in touch and share positive feedback about the fruit. Knowing that people genuinely enjoy the product you've nurtured from the ground up makes all the hard work worthwhile.

Q. What's the best advice you've received as a mango grower, and what advice would you offer to new or aspiring mango growers entering the industry?

Be cautious when deciding to plant a new variety. Before making any commitments, take the time to understand how the variety is going to be marketed and managed. Look into the commercial arrangements, talk to other growers, and make sure it aligns with your long-term goals. It's easy to get caught up in the excitement of a new opportunity, but informed decisions are what lead to long-term success in this industry.

Enhanced Crop Forecasting and Reporting for the 2025/26 Season

To better serve the needs of our industry while recognising the contributions of participating businesses, we will be introducing a two-tiered reporting approach for the upcoming 2025/26 season.

What's Changing?

This season, two separate crop reporting formats will be used:

- **Mango Season Outlook:** A high-level summary of the national crop forecast and dispatch volumes will be published weekly in our e-newsletter, My Mango, and available publicly on the Australian Mangoes website.
- **Mango Forecast & Dispatch:** A more detailed report, including weekly volumes by region, will be emailed directly to contributors only. This report will not be made public.

Who Will Receive the Full Report?

All businesses that provided crop forecast and/or weekly dispatch data during the 2024/25 season will automatically receive the contributor crop report.

If you did not participate last season but would like to contribute and receive the detailed report, please contact Marine Empson (marine@mangoes.net.au).

Why Does It Matters?

The Australian Mango Crop Forecast is developed annually with input from growers and packhouses across the country, typically covering 70% to 80% of national production. Your participation ensures the accuracy and relevance of this valuable tool, which helps:

- Plan and coordinate logistics across the supply chain
- Understand market trends
- Shape marketing strategies
- Provide a clearer picture of national production volumes

Throughout the season, the forecast is updated to reflect any changes in expected volumes or harvest timing. Weekly dispatch data is incorporated into crop flow reporting to provide a real-time view of mango movement across the country.

We thank all contributors for their ongoing support and look forward to working with you again this season.

SERVICE UPDATE:

NIR Dry Matter Testing Available to Members Only

The NIR dry matter testing service, conducted by the Australian Mangoes team using Felix F-750 Produce Quality Meters, will now be offered exclusively to AMIA members.

This change results from a shift in funding arrangements. The NIR dry matter testing service has been provided free of charge to industry for the past seven years, supported through Hort Innovation using mango research and development levies. However, this source of funding is no longer available.

Despite this change, Australian Mangoes recognises the importance of this service in assisting growers to monitor fruit maturity and maintain consistent quality. We remain committed to providing this important service, now exclusively available to current AMIA members.

What does this mean for you?

- Complimentary NIR dry matter testing will be available to AMIA members.
- Members will need to liase with their regional Industry Development Officer to organise testing in the lead-up to harvest.
- Where possible*, one round of testing will be conducted, with additional rounds offered subject to availability.

**Please note: For members not located in principal production regions of northern Australia, alternative arrangements may apply.*

Not a member?

If you're not an AMIA member but would like to access this service—along with a range of other member benefits—we encourage you to visit our membership page. You can join online or or by completing the form and sending it to us via email or post.

We appreciate your understanding as we continue to focus our resources on services that best support our members and the broader mango industry.

Connect with Your Industry Development Officer

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FREE Traceability Capability Assessment for Mango Growers

GET IN QUICK

GS1 Australia will provide an individual summary report with recommendations to the first 25 businesses that submit their response.

Australian Mangoes has partnered with GS1 Australia to provide a no-cost 15 minute questionnaire, designed based on global traceability best practice to:

- Help you assess your current traceability capability and acceptance with global traceability best practice;
- Assist in identifying gaps and underlying issues with current traceability implementations;
- Provide you with a summary report and recommendations for implementation of end-to-end traceability within your supply chain; and
- Provide Australian Mangoes with an anonymised industry benchmark report* of traceability capability within the mango sector.

How to access the questionnaire:

Over the phone/zoom:

Contact Melanie Wishart to set up a time:
Melanie.Wishart@gs1au.org / 0448 124 762

Online:

Complete the self-paced online questionnaire by scanning the QR code or click here, there is a handy guide available to assist in completing the questionnaire.

**The information collected in this questionnaire will be used solely for the purposes specified and to improve our products and services. Your responses will be de-identified and will be included in the AMIA Industry Benchmark Report. GS1 Australia will manage all personal information collected in the questionnaire in accordance with GS1 Australia Privacy Policy | GS1 Australia and will not use or disclose your personal information without your prior written consent unless its disclosure is required by law. If you have any questions about how your information is handled, please contact primary.industries@gs1au.org or Compliance@gs1au.org*

Bowen's Big Mango Named Queensland's 'Big Thing' of the Year

Source: Bowen Tourism and Business

On the southern entrance to Bowen stands a 10 metre high replica of the Kensington Pride mango, affectionately known as The Big Mango.

Bowen Tourism and Business operate the local tourist information centre at this site, welcoming a record 55,000 visitors in the last financial year.

On June 6, as part of Queensland Day celebrations, The Big Mango was voted by the public as the 'Big Thing' of the year at the annual 'All The Best' awards in Brisbane, putting Bowen firmly in the national spotlight. This recognition, part of a campaign led by Tourism and Events Queensland and the Today Show, shone a light on Queensland's most iconic landmarks, with Bowen chosen from more than 100 public nominations.

Australian Mangoes supports the outstanding work that Chair Jenn Honnery and her team do every day to put mangoes on the map. If you're visiting Bowen, be sure to stop in at The Big Mango to meet the team and experience firsthand the pride and passion behind Australia's favourite summer fruit.

Regional Workshops Help Build Links Between Growers and Researchers

The team at Australian Mangoes recently hosted four regional research workshops aimed at strengthening the connection between researchers and growers. Held in Darwin, Carnarvon, Ayr and Mareeba, the series began in April in Darwin. The workshops featured presentations from QDPI and NTDAF researchers and provided opportunities for growers to contribute input into future research priorities. While topics and discussions varied between each location, they included:

- Carbohydrates and impact of fruit retention/fruit drop
- Current pest and disease management
- Orchard intensification
- Floral manipulation
- Temperature and impact on pollination
- Current rootstock research
- New varieties
- Tissue culture research

Presenters at the workshops included Chelsea Moore and Jashan Kaur from NTDAF, Gerhard Rossouw, Ryan Orr and Asjad Ali from QDPI, Marcelo Amaral from CQU and Kamila Zeliatdinova from Trade Investment Queensland.

National Horticulture Road Show

The National Horticulture Roadshow was delivered by the NFF Horticulture Council with funding from the Australian Government Department of Agriculture, Fisheries and Forestry (DAFF) through the Showcasing Australian Horticulture grant.

Networking in Bowen/Burdekin.

Group discussion in Darwin.

Marcelo Amaral, Kris Bailey, Jashan Kaur, Upendra Shekhawat and Keira Jacobson.

Breakout session in Darwin.

Australian Mango Trade Leadership Highlighted in China

Benjamin Reilly, Fresh Produce Manager, Steritech

The International Food Ionising Processors Symposium event was held in the first week of June, in Chengdu, China. Approximately 200 people participated. Phytosanitary irradiation is widely used throughout South East Asia, suggesting ongoing adoption by other major Asian markets can be expected.

Australian Mangoes CEO, Trevor Dunmall addressed the conference via a recorded presentation, speaking about the strategic benefits of phytosanitary irradiation for Australian mango trade.

Steritech also presented remotely at the event, sharing that all Australian retailers had now adopted the treatment as of last year. Today, Mangoes are the second largest crop by volume treated at Steritech, with over 80 other crops that use it routinely.

Australia's strong representation at the event highlights its ongoing commitment to exploring innovative solutions for maintaining high phytosanitary standards while facilitating export growth. As Asian markets continue to expand and place greater emphasis on food safety and quality, engagement through forums like this will play a key role in shaping future trade opportunities for Australian horticultural products.

YOUR LEVIES 5 things to know

Sarah Strutt, Industry Service Manager, Hort Innnovation

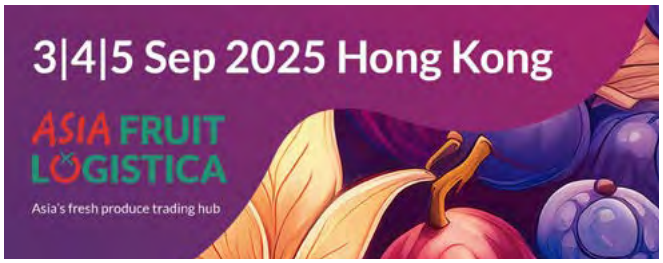
As part of ongoing efforts to improve communication about the impact of your levies for your industry, we're introducing a Hort Innovation update into Mango Matters to share '5 things' that are currently relevant and may be of interest.

1. Selling more mangoes overseas

This year Australian Mangoes will participate in the Hort Innovation-led Australian pavilion at Asia Fruit Logistica (AFL) 2025 in Hong Kong (3–5 September). AFL is Asia's most prominent fresh produce trade show, bringing together global buyers, importers, and decision-makers. The event provides a strategic opportunity to promote Australian mangoes in premium retail and wholesale channels and to signal the industry's long-term interest in the region. Anticipated benefits include:

- Showcase Australian mangoes as a safe, premium product
- Raise brand awareness in priority Asian markets
- Build and strengthen relationships with new and existing buyers
- Gain exposure to category trends and competitor activity

The Mango Strategic Investment Advisory Panel (SIAP) is meeting this month to consider other investment recommendations to build Australian mango exports. The recommendations provide for a coordinated and strategic approach to reduce barriers and create more consistent opportunities for growers and exporters.



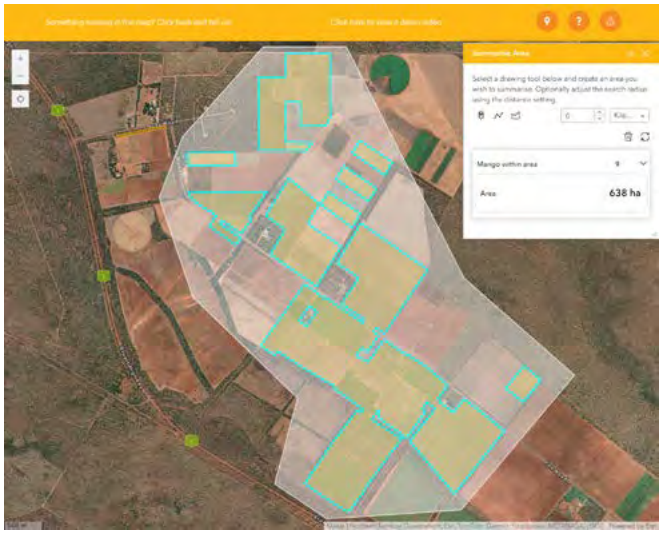
2. NT growers – we want to hear from you

The data in the Australian Horticulture Statistics Handbook for 2023/24 shows NT has hit the lead share of mango production in Australia. The last 3 years of data show transition from NT 48% : Qld 48%, to NT 50% : Qld 46%. In this context, we are keen to increase NT representation on the SIAP. Look out this month for an opportunity to put in an Expression of Interest to join the panel. More information can be found on the Hort Innovation website about how industry advice guides investment of levies or contact Sarah Strutt.

3. Know to grow

You can help support success and growth of your industry by contributing information to the Spatially enabling tree crop production practice (AS23000) project. Using the mapping tools on the Australian Mangoes Spatial Hub, you can review if your orchard and others in your area are correctly captured on the map and provide edits and comments back to the mapping team. The autumn issue of Mango Matters detailed how the University of New England's (UNE) Applied Agricultural Remote Sensing Centre (AARSC) is supporting the industry to update and build on the Australian Tree Crop Map with block level data.

The team is also seeking historic 'block level' yield data to help develop forecasting models similar to that developed for the avocado industry (AV21006). If you think you have data that may be useful, contact your regional Industry Development Officer to discuss it.



4. The future for your levies

Hort Innovation has now completed an extensive five-month consultation process involving more than 400 industry participants as part of the first phase of the Strategic Horticulture Investment Framework (SHIFt) program which is being undertaken in advance of the current Strategic Investment Plans (SIPs) ending in June 2026.

The first phase of consultation has been focused on the framework for the next investment planning system and a report capturing industry feedback will be published in August.

Hort Innovation is now ready to embark on the next two phases of the SHIFt program which will involve consulting with industry around investment priority content for the new investment planning systems and then development and deployment of the new model to replace the current SIPs.

5. R&D you want

The series of Grower Research Workshops that AMIA have recently hosted and those upcoming with the pre-season roadshows, are timely to raise research and development opportunities you believe are important for the industry. Hort Innovation will work closely with AMIA to enable R&D arising from needs identified at the workshops. These will be able to feed into the SHIFt to ensure the investment strategy that guides the SIAP reflects what growers want.

More information

Contact Sarah Strutt, Industry Service Manager.
E: sarah.strutt@horticulture.com.au M: 0427 147 964

AMIA Board Member Updates from the 2025 AGM

The Australian Mango Industry Association (AMIA) held its Annual General Meeting on Thursday 29 May 2025, during the Rotary FNQ Field Days in Mareeba.

In line with AMIA's director rotation policy, three Board positions were up for election this year. All three directors were returned.

The re-elected directors were:

- Ben Martin (representing North and Far North Queensland)
- John Nardi (representing North and Far North Queensland)
- Mitchael Curtis (representing the Northern Territory and Northern Western Australia)

At the Board meeting following the AGM, Ben Martin was re-elected as Chairman, with John Nucifora re-elected as Deputy Chairman.

Ben Martin - Chairman
(representing North and Far North Qld)

John Nardi
(representing North and Far North Qld)

Mitchael Curtis
(representing the Northern Territory and Northern Western Australia)

Biosecurity Workshop Highlights Need for Building Collaboration

The Mango Biosecurity Preparedness Workshop, hosted by Australian Mangoes was held over two days on the 7th and 8th May 2025. The workshop brought together key stakeholders from government and industry to explore strategies to enhance preparedness for exotic pest incursions. Discussions focused on the development of secure pathways to be used in the event of trade restrictions due to exotic pest incursions, regional biosecurity planning and building greater industry and government collaboration across northern Australia.

The workshop included a range of presentations and group discussions. While the presentations were valuable, the strength of the workshop was the enthusiasm and interaction between participants to contribute ideas and solutions to the challenges the biosecurity system faces and the implications for industry, government and the community. The knowledge, skills and experience held by workshop participants was integral to the success of the workshop.

Within the agricultural and horticultural industries, collaboration, preparation, and continued improvement of our biosecurity system is essential. With the momentum from this workshop and many other activities occurring across industry and government, we now have an opportunity to take a more strategic and coordinated approach to biosecurity preparedness that safeguards our growers and our markets, both from a mango specific perspective and importantly from a collaborative perspective with like-minded industries, state/territory and regional organisations and all levels of government.

The report from the workshop will be available in the near future.

Australian Mangoes sincerely thanks all participants for contributing to the success of the workshop, which included representatives from the Queensland, Northern Territory, Victorian, and Federal governments, as well as representatives from FNQ Growers, Bowen Gumlu Growers, Bundaberg Fruit & Vegetable Growers, AUSVEG, Melons Australia, Australian Banana Growers' Council, Australian Macadamia Society, NFF Hort Council, Hort Innovation, Plant Health Australia, and CSIRO.

A special thank you to the Queensland Department of Primary Industries for funding this valuable event, and to Queensland University of Technology for generously providing the excellent facilities.

Tong Chen, Kelly Hodgkinson and Stephen Quarrell.

Sally Heaton and Johnathon Davey.

Caitlin Ivey and Brendan Missenden.

Louise Morgan and Donna Chambers.

Group discussion.

Intensified Mango Orchards, Reflecting on 12 Years of Research

Ryan Orr, Senior Horticulturist, Department of Primary Industries, Queensland

Image Above & Front Cover: The Planting Systems Trial with Department of Primary Industries staff at Walkamin Research Facility.

Improving profitability is increasingly critical for Australian tree crop producers as rising input costs and growing competition for quality horticultural land and water put pressure on conventional production systems. Intensifying tree crop production systems tackles inefficiencies in resource use, especially land, by increasing output per hectare.

Twelve years ago, research was commenced to improve mango production from approximately 14 tonnes per hectare to greater than 60. This parallels the advancement made in apple production systems of a 30-40 year period based on an understanding of the relationship between orchard design, canopy management, light, crop load, and genetic and management tools for vigour control.

Productivity

Our research has demonstrated a dramatic increase in productivity per hectare is possible by planting mango trees closer together (Table 1). In 2005 the average Australian mango tree spacing was approximately 8m (between rows) by 5m (between trees) for a planting density of 222 trees / ha, far below the planting density of other less vigorous tree crop such as apple. Like in apple, by planting trees closer together, the orchard can intercept more light, and convert it to energy more efficiently, for use by the trees in fruiting and growth. Across nine harvests, orchards planted at 1250 trees / ha had between 220% and 310% greater yield than those planted at 208 trees / ha.

	1250 trees / ha (trellis)	1250 trees / ha (no trellis)	208 trees / ha
Yess!	36.5	35.9	19.0
Calypso	44.9	47.0	17.5
Keitt	67.2	74.5	25.0

Average annual production (tonnes / ha) from three seasons (2022-2024) of the mango Planting Systems Trial at Walkamin, Queensland.

Scion varieties differ in how they use the energy generated by their leaves. Some varieties such as Keitt draw deeply on accumulated energy reserves to support high numbers of fruit and then recharge reserves in preparation for the following year. Other varieties, such as Yess!, prefer to maintain a larger energy reserve leading to less fruiting, and likely contributing to more vigorous vegetative growth. This may also impact on some varieties tendency to biennial bearing and suitability for high density systems.

Surprisingly, the use of trellising for branch bending and canopy design didn't offer additional productivity benefits compared with un-trellised high-density plantings. This differs from findings in apple and may be due to the vigorous growth of mango trees filling the canopy gaps created by branch bending. This is a particularly useful finding given the substantial financial and labour investment required for trellising installation and branch bending.

Vigour control remains a challenge in high density mango orchards but we have made initial selections for rootstock varieties that enable canopy dwarfing, while maintaining high productivity. Second stage trials have commenced to test the rootstocks with additional commercial scion varieties and in additional environments. In future rootstocks may enable further vigour control and production system intensification.

High density hedge systems yield at least twice as much as conventional wide canopies, even more in some varieties. Ryan Orr inspecting the crop in the mature Planting Systems Trial in 2024.

Quality

Canopy openness and width affects the light availability, temperature, and humidity inside the tree canopy. This in turn may change the frequency and intensity of fruit skin blush, sunburn and pest damage. Narrow, high-density canopy systems have increased blush and sunburn but reduced mango scale damage, resulting in overall better fruit quality outcomes. Mango scale "pink spot" blemishes on fruit were reduced by 64 to 84%, resulting in 58 to 89% fewer fruit downgrades (depending on variety), when compared with wider, open-vase style canopies.

Entomology and fruit quality researchers assessing the effect of canopy management on scale damage and fruit quality outcomes.

Supporting additional research

Research on orchard systems is comprehensive and long-term, given the needs to consider the many ways in which changes could impact farm operations. The trials developed in this research program have supported advances in other areas, important to the holistic development of the mango industry.

Researchers in plant genomics (AS17000 and AS23003) are using these orchards to investigate how mango trees respond to environmental cues and treatments, with a focus on the triggers that initiate flowering. In the area of pest and disease management (AM22000), the orchards provide a valuable setting to study how canopy architecture and orchard design influence pest and disease severity, as well as the effectiveness of control strategies. University PhD students are also engaged in research here, exploring methods to reduce early mango fruit drop (MG21004) and examining the impacts of future climate scenarios on flowering patterns (MG22000). We actively support partnerships between universities, government, and the private sector to optimise orchard and tree canopy design. These collaborations aim to enhance agri-technology applications, including advanced sensing systems (ST19001), robotics, and precision spray technologies.

The Agricultural Robotics Auto Harvester being trialled in high density production systems at the Walkamin Research Station.

What's next?

This research program has caused a foundational rethink of how a mango tree or orchard should look and function. Alongside the considerable improvements in productivity have come accessory benefits due to improved understanding in how mango trees' function and relate to their management and environment.

Building on these improvements there is further need to increase efficiencies in land use, pest and disease management, and labour inputs to support profitability and international competitiveness. There is also the need to adapt learnings to the diversity of varieties and growing environments that characterise the Australian mango industry. We hope to have the privilege to continue working with the mango industry, and funding bodies such as Hort Innovation, to meet future challenges and support the interests and ingenuity of Australian growers.

Thank you for the help and support of the many industry participants and researchers in this work, please reach out with ways we can help you and your industry grow.

More Information

For discussion or help with your next orchard planting please contact Ryan Orr Ryan.Orr@dpi.qld.gov.au or Geoff Dickinson Geoff.Dickinson@dpi.qld.gov.au

Funding Acknowledgment: *The National Tree Crop Intensification in Horticulture Program (AS18000) project is funded through Hort Innovation with co-investment from Queensland Department of Primary Industries, Plant & Food Research, NSW Department of Primary Industries and Regional Development, Queensland Alliance for Agriculture and Food Innovation- The University of Queensland, Western Australia Department of Primary Industries and Regional Development, South Australian Research and Development Institute, Hort Innovation using the Almond research and development levy and contributions from the Australian Government.*

Landline Shines a Light on the Queensland's Mango Breeding Program

Source: ABC Landline, "Mango Genes: Breeding Better Mango", aired 18 May 2025.

A recent segment on ABC's Landline offered a fascinating look behind the scenes of the Queensland Mango Breeding Program, a long-term research effort that began in the 1960's focused on developing the next generation of mango varieties for Australian growers and consumers.

Led by Queensland Department of Primary Industries' Dr Asjad Ali, the program is exploring the genetic potential of mangoes to meet the evolving needs of both the orchard and the marketplace. By selecting for traits such as tree size, fruit colour, flavour, disease resistance, and seasonality the program is helping shape what the future of mango production could look like.

A key component of the segment was a sensory testing session led by Philipa Lyons from the Consumer Intelligence Team at the Queensland Department of Primary Industries. Trained consumer panels evaluated flavour, texture, aroma, and visual appeal, providing valuable data to support the development of varieties aligned with consumer preferences.

The breeding program is also investigating dwarf mango trees, which promise higher yields and improved compatibility with future orchard mechanisation. Another area of research focuses on improving disease resistance by using other Mangifera species such as Mangifera laurina, an Indonesian mango variety known for its sweetness and lack of blush. By crossing this variety with Kensington Pride, the team is testing whether the disease resistant trait can be successfully introduced into new hybrids. However, Dr Ali noted that isolating specific traits remains a significant challenge.

"It's not an easy job. You will get only one seed out of one successful mango cross ... so it's hard to build up the progeny."

This kind of strategic research is essential to strengthening the long-term sustainability and growth of Australia's $220.7m mango industry. It highlights the potential for innovation and underscores the opportunities ahead for mango production in Australia.

WATCH THE FULL VIDEO ON ABC.NET.AU OR CLICK HERE

RESEARCH UPDATE:

Expanding the Investigation into Mango Twig Tip Dieback (MTTD)

Alan Niscioli, Senior Technical Officer, NTDAF

Researchers from the Northern Territory Department of Agriculture and Fisheries are expanding their investigations into Mango Twig Tip Dieback (MTTD), following significant breakthroughs in identifying the causal organisms behind this damaging disease affecting mango orchards across the Top End.

In December, after several years of field sampling and inoculation trials, the research team confirmed that fungal species belonging to the *Lasiodiplodia* complex and *Neofusicoccum* are associated with MTTD. These fungi belong to a group known to be related to plant stress. With these pathogens now identified, the focus has shifted to understanding how environmental conditions, orchard management, and cultural practices influence disease initiation, development and progression.

Endotherapy-introduction of treatments into tree vascular system.

This collaborative effort involves close engagement with a broad network of stakeholders including mango growers, agronomists, researchers, The Northern Territory Farmers Association (NT Farmers), The Northern Territory Mango Industry Association (NTMIA), The Australia Mango Industry Association (AMIA), and Hort Innovation—ensuring that research directions and trial designs are informed by industry needs and grounded in practical realities.

A key priority in the next phase will be engaging with growers to gather insights into on-ground remedial management practices being carried out by growers. By working in partnership with growers, the research team hopes to co-design trial sites and interventions that reflect real-world orchard conditions and constraints.

A key area of investigation is the disease cycle and infection timing. By understanding when and how infections occur, researchers aim to identify critical periods in the disease lifecycle, which will inform the most effective timing for pruning and treatment interventions. In parallel, assessments of varietal susceptibility will determine which mango varieties are more vulnerable to infection.

Another important aspect of the study is exploring how tree drought- and heat-stress might predispose mangoes to disease, and trigger fungi to become pathogens. Baseline data on water use efficiency and photosynthetic activity are being collected to explore whether physiological stress indicators can serve as early warning signs of disease onset.

Research efforts will also be translated into a comprehensive, field-based trial program that draws on both grower feedback and scientific literature. Trial components are wide-ranging and include pruning techniques, trialling new chemical control options used overseas, irrigation scheduling and nutrient delivery, plant defence activators, nutritional interventions, and assessments of root health and root-endophyte presence. Monitoring across trial sites will capture disease severity, flowering and fruiting timelines, and yield data to evaluate the impact of different treatments on returning trees to productivity.

In addition, the team is exploring the novel approach "tree endotherapy"—methods that deliver treatments directly into a tree's vascular system—as well as assessing a range of biostimulants and defence activators for their therapeutic potential.

Finally, the program will support molecular research into how mango trees respond to treatments at the genetic level. Future PhD-led investigations will examine the upregulation of specific genes in response to infection, chemical and growth-promoting compounds, whilst genomic studies are planned to understand the distribution and relatedness of *Lasiodiplodia* and *Neofusicoccum* species to those causing MTTD overseas. As part of this, researchers aim to develop a fast and reliable multiplex PCR / LAMP diagnostic assay for early detection of the fungi responsible for MTTD, bypassing the need for sequencing.

Together, these efforts aim to provide NT mango growers with practical, evidence-based strategies to monitor, manage, and ultimately reduce the impact of Mango Twig Tip Dieback in their orchards, while strengthening collaboration across the mango industry and research community.

Project Team and Contacts

This work is being carried out by the Mango Twig Tip Dieback (MTTD) research team at the Northern Territory Department of Agriculture and Fisheries:

- Alan Niscioli – Senior Technical Officer
  Alan.Niscioli@nt.gov.au
- Dr. Tony Asis – Research Agronomist
  Constancio.Asis@nt.gov.au
- Michael Finey –Research and Extension Officer
  Michael.Finey@nt.gov.au
- Dr Upendra Shekhawat – Horticultre Group Leader
  Upendra.Shekawat@nt.gov.au

With support from NT Farmers, AMIA, and Hort Innovation.

For further information or collaboration opportunities, please contact Alan Niscioli.

Development of Ecofriendly Selective Pesticides to Safeguard Honeybees

Shahnaz Sultana, Emily Remnant, Ron Hill, Joel Mackay, School of Life and Environmental Sciences, The University of Sydney

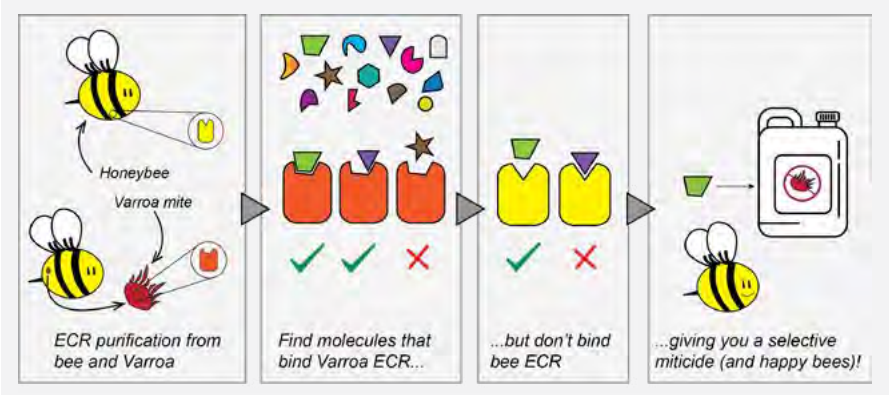
Of the 100 crop varieties that provide 90% of the world's food, 71 are pollinated by bees. However, the recent invasion of Varroa destructor, a mite that parasitises honeybees, has led to thousands of hives to being burned, seriously impacting the livelihood of beekeepers and threatening the productivity of horticultural industries. As part of an effective strategy to deal with this incursion, more specific and effective pesticides would be a valuable weapon. However, most pesticides currently used in agricultural applications work non-selectively against both pests and beneficial arthropods. A selective pesticide that is harmful to Varroa but safe for honeybees would therefore provide a valuable weapon in our arsenal and might also be a starting point for the development of pesticides that target other harmful mites.

In order to design pesticides that display significant selectivity, a target-based approach can be employed. This strategy leverages protein biochemistry, genomics, structural biology, toxicology and chemistry to identify molecules that interact with specific biological targets. In this context, a hormone binding protein in the Varroa mite known as the ecdysone receptor protein is a promising target for pesticide development. This protein interacts with the pest hormone ecdysone to regulate mite development, reproduction and behaviour. Disruption of this interaction by designed chemicals would significantly impair mite development and reproduction,4 meaning that such chemicals could be potent pesticide candidates. Also, because this receptor is absent from vertebrates and is also subtly different between insects, chemicals targeting this receptor would be safe for farm workers, consumers and also beneficial insects such as honeybees. Such chemicals can also be applied in conjunction with current insecticides to improve potency and reduce the development of resistance.

Our research at The University of Sydney, led by Prof Joel Mackay, Prof Ron Hill and Dr Emily Remnant and funded by Hort Innovation and a generous philanthropic donation, aims to develop such a selective insecticide. Already, we have made considerable progress on this quest. We have identified and purified significant quantities of the Varroa ecdysone receptor protein and also the corresponding protein from the honeybee through a laboratory-based protein production process. We have used an array of experimental methods to demonstrate that these lab-generated receptor proteins can interact with the ecdysone hormone and can therefore be used as targets for pesticide development.

With our target in hand, we have recently commenced the search for chemicals that can hit that target. Our strategy is to search collections of thousands of commercially available chemicals to find that needle in the haystack – a chemical that potently interferes with the Varroa ecdysone receptor but does not interfere with the equivalent target in the honeybee (and so is safe for our beloved pollinators – figure 1). Excitingly, we have already discovered several 'hits' – chemicals that are starting points on that journey. Time will tell whether these starting points can be honed to yield our holy grail: a pesticide that can be deployed against Varroa without harming honeybees.

Concurrently, we are using this strategy to target another pollinator pest – the small hive beetle. To date, we have already purified and characterized the hormone receptor protein from the beetle and are on track to follow in the footsteps of our Varroa work. We hope that this new approach to pesticide design offers a competitive route to the identification of safer, more selective and environmentally friendly agents for the control of insect and arachnid pests, thereby helping to protect global agricultural systems.



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"Development of Ecofriendly Selective Pesticides to Safeguard Honeybees" is funded by the Hort Frontiers strategic partnership initiative developed by Hort Innovation, with co-investment from the University of Sydney and contributions from the Australian Government.

NEW TOOL:

Using Climate Tools to Build a Resilient Mango Industry

Understanding potential risks to the future of your farm is a vital part of business resilience planning. As climate variability increases, having access to reliable tools can help growers better anticipate change and make informed decisions.

My Climate View is a free tool available to growers which provides tailored climate information, covering both historical data and future projections, spanning from 1965 through to the 2030s, 2050s, and 2070s. Developed in collaboration between CSIRO and the Bureau of Meteorology, with support from the Australian Government's Future Drought Fund and with input from Australian Mangoes.

The My Climate View tool includes crop-specific insights to help growers assess how changing climate conditions may affect mango production. For example:

- Mango flowering is triggered by sustained night temperatures between 10–15°C. A warming climate may reduce the frequency of these optimal conditions in some areas.
- The number of hot days (e.g. above 35°C) is projected to increase, potentially impacting fruit quality and yield.
- Greater rainfall variability, and changes in the timing of wet and dry seasons, may influence irrigation demand, harvest timing, and pest and disease dynamics.

My Climate View presents this information in a clear, accessible format to help growers plan ahead and make informed decisions. It can support strategies around variety selection, flowering and irrigation management, and long-term farm investment.

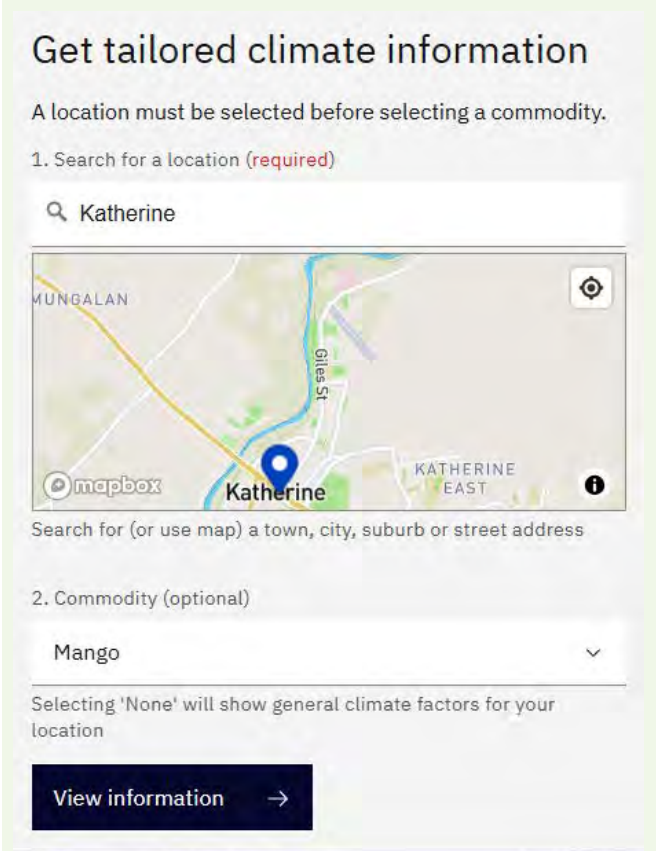
How to use My Climate View tool:

A step-by-step instructional video is available on the Growcom website, guiding users through how to access and use the tool.

In addition, Queensland mango growers can access further support through Growcom's Farm Business Resilience Program for Horticulture, which helps producers integrate climate information into business planning and risk management.

Being prepared for future climate risks starts with the right tools. My Climate View can help you make confident decisions today to safeguard your mango business for tomorrow.

www.myclimateview.com.au



My Climate View Homepage

Control the little things...

...and the big things will take care of themselves.

Pests may be small, but they can cause major damage to trees, fruit, exports, and income. Take control with VERTENTO® insecticide.

- Highly effective against key pests
- A new mode-of-action helps with resistance management
- Excellent residual control, means you spray less often
- Low 5 mL per 100 L water use rate, simplifies mixing and storage

Use VERTENTO® insecticide to control the little things, and the big things will take care of themselves. For further information talk to your local Syngenta representative or visit **Syngenta.com.au/vertento**

Vertento®
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IS YOUR CROP PROTECTED? SCAN HERE

Photograph by Paul Langlois USDA APHIS PPQ.

NEW CASE STUDY VIDEO:

Managing Mango Quality Along Supply Chains

Shanara Veivers, Research Horticulturist (Supply Chain Innovation), Queensland Department of Primary Industries

Delivering high quality mangoes with consistent shelf life is no easy task!

A new case study video put together by the Serviced Supply Chains II (AM21000) project team at the Queensland Department of Primary Industries sheds light on how two mango industry leaders are doing just that.

The video features insights from Gavin Scurr, Managing Director of Piñata Farms who owns the marketing rights to the Honey Gold mango variety, as well as Dale Williams, Principal of Euri Gold Farms, who grows Honey Gold under license.

Together Gavin and Dale take viewers on their journey through the project, showcasing some of the key learnings and impacts to managing quality along the supply chain. “What motivated us to be part of another project with the Department, is the practical outcomes we’ve had from prior projects we’ve been involved in,” says Gavin. “We end up with something that is a practical solution to a problem we have in the supply chain.”

The growers discuss the challenges of variable supply chain handling on fruit quality and shelf life, and the benefits of monitoring consignments using real-time data loggers to track fruit conditions during transit.

“Last year some fruit was left out, and it got to over 30oC. It was actually for an export market. We are able to track where the fruit is, what has happened to the fruit, and it starts to put a bit of responsibility on the practices of those further down the supply chain,” Dale describes.

The latest research and development (R&D) conducted by the project team is highlighted in the video, including the development of innovative shelf life prediction algorithms. These tools could help supply chains move towards a first-expired, first-out system reducing waste and delivering more consistent quality for consumers. “The algorithms give us the confidence that the fruit will last the journey and deliver for our customers. The technology will help our ripeners prioritise consignments and fruit batches that need to be distributed first, to ensure we deliver sufficient shelf life each time,” says Gavin.

The Serviced Supply Chains II project (AM21000) is funded by the Hort Innovation Frontiers Fund, Avocado and Strawberry research and development levy, and contributions from the Australian Government, with co-investment from the Department of Primary Industries, Queensland, Department of Energy, Environment and Climate Action, Victoria, Department of Agriculture and Fisheries, Northern Territory, Department of Primary Industries and Regional Development, Western Australia, Piñata Farms Pty Ltd and Summerfruit Australia Ltd. Hort Innovation is the grower-owned, not-for-profit research and development corporation for Australian horticulture.

Scan the QR code to watch the full case study video and see how innovation is helping mango growers, and the supply chain raise the bar on quality.

Behind the scenes – filming of Jodie Campbell (Department of Primary Industries) and Gavin Scurr (Pinata Farms)

Principal Dale Williams of Euri Gold Farms inspecting the various varieties of mangoes he grows

Australian Mangoes Export Trends

This article provides an overview of key trends in Australian mango exports over recent seasons, highlighting the challenges, recovery patterns, and emerging opportunities across key markets.

Exports Decline Post-COVID

Australian mango exports have faced significant disruptions in recent years, primarily due to the impacts of COVID-19. In the 2019/20 season, exports made up around 10% of total production (approx. 7,500 tonnes), but by 2022/23, this had fallen to just 5% (approx. 3,700 tonnes).

The International Freight Assistance Mechanism (IFAM) played a vital role during the pandemic by maintaining airfreight capacity for perishable exports. When it ended in June 2022, our ability to reach overseas markets became even more constrained, despite stable production volumes.

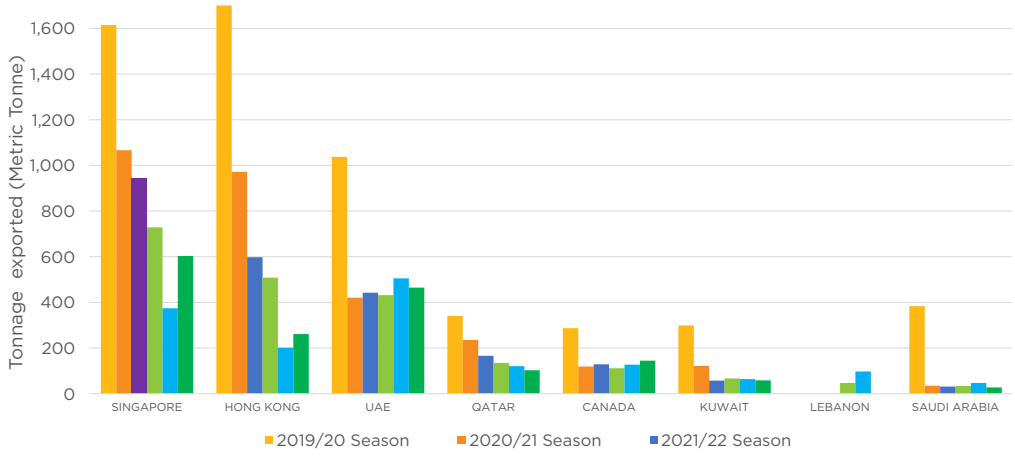
Seasons	2019/20	2020/21	2021/22	2022/23	2023/24	2024/25
Total Production (million trays)	10.6	8.9	9.8	10.7	9.1	10.6
Total Production (tonnes)	74,200	62,300	68,880	75,180	63,770	74,410
Export (tonnes)	7,594	4,926	4,747	3,710	3,025	3,727
Export % of total production	10%	8%	7%	5%	5%	5%

Source: levy data and Horticulture Export Dashboard

Market-by-Market Overview

Non-Protocol Markets

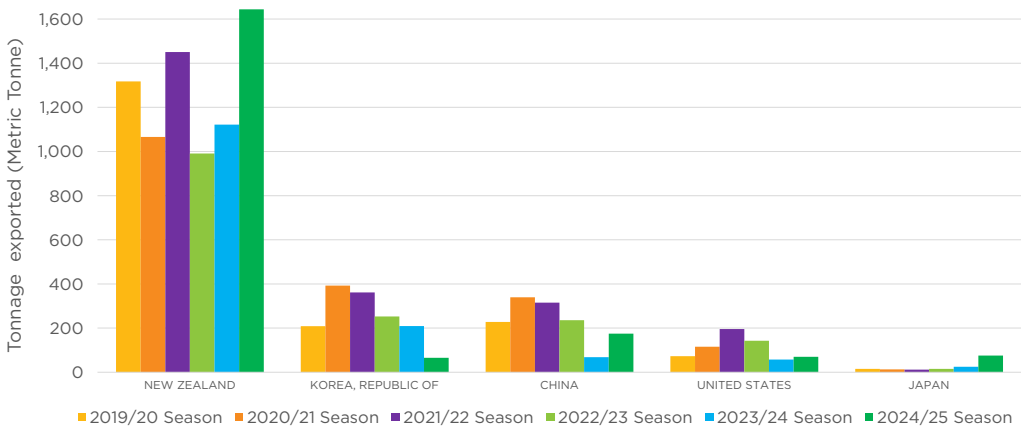
The drop in export volumes has been most apparent in our non-protocol markets such as Singapore, Hong Kong, and the UAE. These were some of our largest and most accessible destinations prior to COVID-19, but the pandemic caused severe disruptions in logistics, demand, and business continuity. Five years on, export volumes to these markets remain below pre-pandemic levels.



Protocol Markets

In contrast, protocol markets fared better throughout the pandemic. Support from IFAM helped maintain access to markets with strict import conditions, and some even experienced growth during this time.

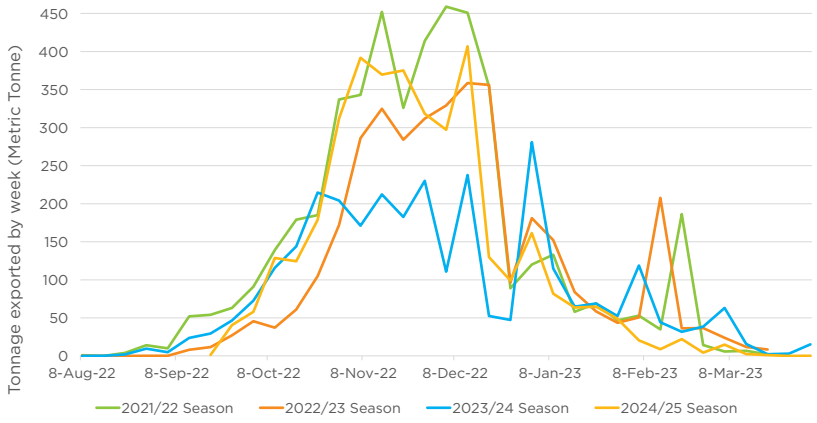
A standout example is New Zealand, which has become a true success story for Australian mango exports.



Spotlight on New Zealand

Exports to New Zealand increased by 48% in volume, rising from just over 1,100 tonnes to more than 1,600 tonnes in the 2024/25 season, representing 45% of Australian Mango export. Meanwhile, the export value grew by 77% to $10.3 million resulting in a 20% increase in the average price per kilogram, which went up from AU$5.25 to $6.28 FOB. This trend highlights strong demand and favourable market conditions, establishing New Zealand as a reliable market for Australian mangoes.

	Volume tonnes				Value in AU$ Million			Average AU$ per KG (FOB)		
	July 2023 - June 2024	July 2024 - March 2025	Change % to 2023	Share %	July 2023 - June 2024	July 2024 - March 2025	Change % to 2023	July 2023 - June 2024	July 2024 - March 2025	Change % to 2023
TOTAL MANGOES	3075	3687	20%	100%	18.87	20.46	8%	6.14	5.55	-10%
New Zealand	1,113	1,645	48%	45%	5.84	10.32	77%	5.25	6.28	20%
Singapore	427	553	29%	15%	2.13	2.17	2%	4.99	3.93	-21%
United Arab Emirates	476	502	5%	14%	2.92	2.28	-22%	6.12	4.54	-26%
Hong Kong	251	251	0%	7%	1.39	1.07	-23%	5.51	4.27	-22%
China	77	176	128%	5%	0.48	0.81	68%	6.27	4.62	-26%
Canada	128	153	19%	4%	1.31	1.07	-18%	10.24	7.02	-31%
Qatar	105	98	-7%	3%	0.62	0.57	-9%	5.89	5.78	-2%
Japan	21	81	291%	2%	0.22	0.38	73%	10.47	4.63	-56%
United States	54	70	29%	2%	0.64	0.57	-12%	11.84	8.10	-32%
Korea, South	212	66	-69%	2%	1.91	0.62	-67%	9.01	9.49	5%
All other	210	93	-56%	3%	1.41	0.60	-58%			



Weekly export volumes

This graph shows the weekly export volumes of mangoes from the 2021/22 season through to the current 2024/25 season. As expected, the main peaks in the graph align closely with seasonal production and dispatch patterns. The 2024/25 season tracked closely with 2021/22 up until February, when we did not see the usual final peak. This is largely attributed to heavy rainfall and road closures in Far North Queensland during that period, which disrupted the harvest and export of Keitts.

Tools to Support Export Planning

To support growers in understanding importing country requirements and managing their export programs, AMIA provides access to several practical resources.

Mango MRL Search App: available for Android and Apple devices—allows users to quickly find maximum residue limits (MRLs) and withholding periods (WHPs) for both domestic and export markets.

GET IT ON Google Play

Download on the App Store

COMING SOON

New MRL Comparison Tool: Coming soon, a new Excel-based MRL comparison tool will allow users to view and compare export market requirements side by side, making spray program planning easier.

Information Webinar: We recently hosted an information webinar covering key protocol markets. Watch the recording on our website in the export resources section, where you can learn more about market access to China, Korea, and the USA.

Exporting to the USA Guide: This comprehensive, step-by-step guide helps growers and exporters navigate the specific requirements for sending mangoes to the US market. View or download the guide on our website in the export resources section.

Understanding Mango Consumers with Hort IQ

Andrew Burns, Supply Chain Engagement Manager, Australian Mangoes

In today's rapidly evolving consumer landscape, access to robust insights from trusted sources is invaluable. These insights help us better understand the markets we operate in, how consumers perceive our products, and the trends shaping their purchasing decisions.

This information is now easier to access than ever through the **Hort IQ** platform, a central hub of consumer and retail data tailored specifically to Australian horticulture. Developed by Hort Innovation and powered by research partnerships with **Nielsen IQ** and **Fiftyfive5**, **Hort IQ** delivers interactive dashboards and digestible reports designed to help industry and growers make informed, strategic decisions.

Through **Hort IQ**, you can explore key areas such as consumer preferences, product perceptions, market trends, retail performance, and household demographics. Insights that are critical to understanding and responding to the horticulture landscape.

What information and reports are available?

Hort IQ offers a comprehensive suite of consumer and retailer insights accessible through easy-to-use dashboards and detailed reports. These include deep dives into areas such as usage and perception, retail and purchasing trends, and consumer needs both within Australia and across key international markets.

The **Mangoes Comprehensive Review 2025** report provides detailed analysis based on the most recent 26 weeks of data up to 23 March 2025 compared to the same period in the previous year. This information presents a clear view of how the mango category is performing across sales volumes, purchase frequency and market share.

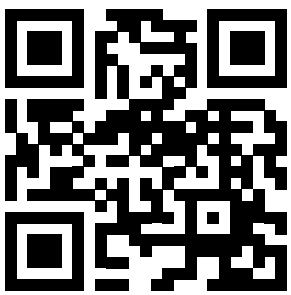
Beyond overall category performance this data highlights demographic differences and key consumer motivations. These insights enable growers, marketers and supply chain partners to tailor their strategies to evolving consumer preferences and maximise growth opportunities.

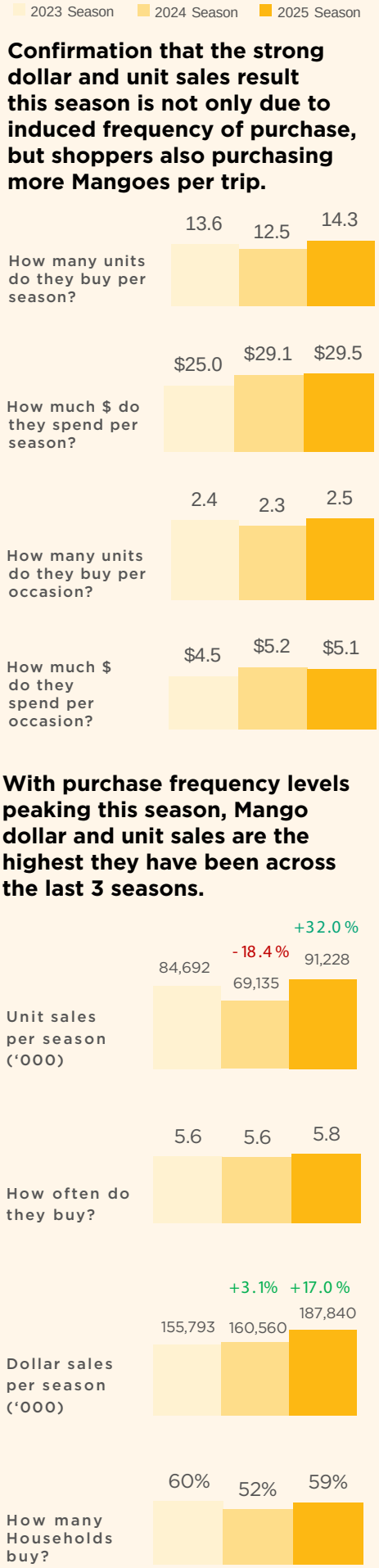
On the right are a sample selection of the types of reports available through the **Mangoes Comprehensive Review 2025** providing a snapshot of the powerful data available.

How to access Hort IQ

Visit www.hortiq.com.au and register your details to request access. Once inside, you'll gain valuable insights specific to the mango category and broader horticulture trends.

A portion of this data is drawn from Nielsen Homescan®, which captures household purchasing behaviour across Australia, offering powerful visibility into who is buying mangoes, how often, and in what quantities.

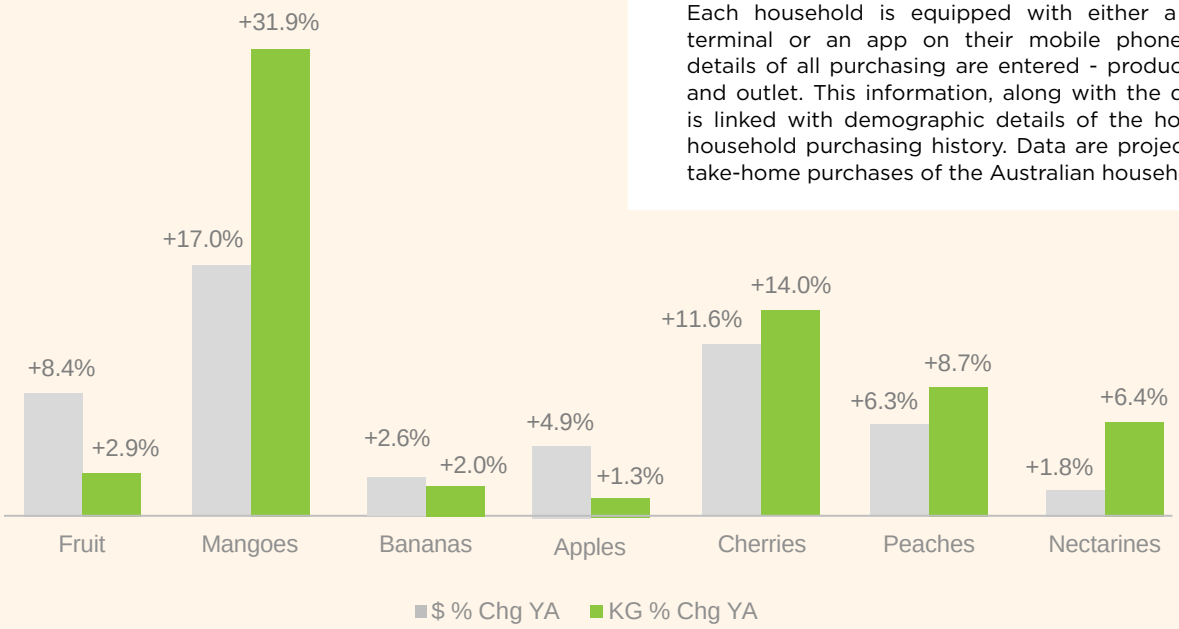




Mangoes | Household Purchase Drivers
Total AUS | 2023 – 2025 Seasons

Mangoes recorded double digit sales growth this season versus the year prior, at +17.0% in dollar sales and +31.9% in KG sales, growing ahead of the total market and all comparable fruits.

Dollar and KG Sales % Change vs YA Mangoes
Total Australia | 26WE 23/03/25



NIQ

Nielsen Homescan® is a continuous panel of 10,000 households who record all take-home packed and fresh grocery from all retail outlets. The sample is demographically and geographically representative of the Australian household population.

Each household is equipped with either a small handheld terminal or an app on their mobile phone through which details of all purchasing are entered - product, quantity, price and outlet. This information, along with the date of purchase, is linked with demographic details of the household and the household purchasing history. Data are projected to represent take-home purchases of the Australian household population.

2025-2026 Pre-season Marketing Program Update

Elyse Allum, Brand Manager, Hort Innovation

This Australian Mangoes marketing program is funded by Hort Innovation, using the mango marketing levy. Hort Innovation is the grower-owned, not-for-profit research and development corporation for Australian horticulture.

In March 2025, the Mango Marketing Strategic Investment Advisory Panel (SIAP) came together for a two-day workshop to collaboratively develop the 2025-2026 Mango Marketing Strategy. The result is a refreshed program, built around three strategic pillars:

PILLAR ONE
Celebrate the iconic joy that is mangoes

PILLAR TWO
Be unmissable in retail over the mango season

PILLAR THREE
Share the joy of Aussie Mangoes beyond our shores

The overarching goal is to grow household penetration (number of households purchasing mangoes) season-to-season by continuing to reinforce mangoes as a joyful and iconic 'taste of sunshine'.

Marketing program activities are currently in development and will target key moments within the season - including season launch, mid-season, and end of season – to maximise impact. The campaign will run from October 2025 through to the end of March 2026, targeting main grocery buyers aged 18 and over.

PILLAR ONE 1

Celebrate the iconic joy that is mangoes:

Paid media: domestic 'Taste the Sunshine' advertising campaign

The successful 'Taste the Sunshine' creative assets will continue to be promoted across high-reach media channels to build awareness and drive consumer demand for Australian Mangoes. With mangoes predominately purchased on impulse, the campaign will utilise multiple media channels to target consumers both instore and online throughout the 2025-2026 season, including:

- **Out-of-home retail display panels:** Static and digital panels will be strategically placed near retail locations, including shopping centres and store entrances, to target shoppers on their path to purchase journey.
- **YouTube advertising:** As the world's largest video sharing platform, YouTube will be used to promote Australian mangoes and raise awareness of campaign messaging among Australian consumers throughout the season.
- **Social media advertising (Facebook and Instagram):** The 'Taste the Sunshine' master brand creative will be promoted across Australian Mangoes' social media channels to drive pre-store, top-of-mind awareness throughout the season.

Social media: 'usage/occasion' assets and influencer activity

In addition to the 'Taste the Sunshine' creative, social media content will spotlight new consumption occasions. The successful, 'on the go' advertisement, launched in 2024-25, will return in the 2025-26 season to highlight how easy it is to enjoy mangoes outside the home, timed with occasions such as back-to-school.

A new usage/consumption occasion asset will also be developed as part of a test and learn approach, aimed at inspiring consumers with fresh ways to enjoy mangoes. This asset will be designed with longevity in mind – to be used at key points throughout the upcoming season and to remain relevant for use in future campaigns.

To extend brand visibility beyond the audience of Australian Mangoes' social media channels, we will also partner with key influencers to showcase how to use and enjoy Australian mangoes, bringing our key messages to life in engaging and creative ways. This activity is designed to spark inspiration among consumers and encourage purchase.

Earned media, including Brisbane Markets 'Mango Auction' sponsorship

Earned media will also play a role in generating excitement and reinforcing Australian Mangoes' iconic status.

- **Brisbane Markets Mango Auction:** Australian Mangoes will once again sponsor the much-loved Brisbane Markets Mango Auction later this year, using the auction of the symbolic first tray of mangoes to drive mass awareness and media coverage of the return of mango season.
- **November earned media moment:** A second earned media moment will launch in November to creatively spark consumer excitement for mangoes and generate widespread coverage of Australian Mangoes during the peak of the season – driving both awareness and demand.

PILLAR TWO 2

Be unmissable in retail over the mango season:

Mangoes will be promoted throughout the 2025/26 season both instore and online to target consumers at the point of purchase. This includes:

Supply Chain Engagement Manager:

A dedicated Supply Chain Engagement Manager will be appointed on a part-time basis to provide supply chain stakeholders with timely information and educational resources to support the season. Acting an industry conduit, the role will translate production forecasts and industry insights into clear updates and practical support, helping retailers better understand and manage mango supply throughout the season. This role is currently being procured through an open tender process.

In-store visibility:

With the support of the Supply Chain Engagement Manager, activities targeting consumers at the point of purchase will be implemented throughout the season. This includes working with both major and independent retailers on instore promotions, such as point of purchase displays, throughout the entire season.

Retail online:

Throughout the 2025/2026 season, Woolworths and Coles retail media advertising will be leveraged to target consumers as they shop online, encouraging them to add Australian Mangoes to their baskets.

PILLAR THREE 3

Share the joy of Aussie mangoes beyond our shores:

In 2025-2026, Australian mangoes will be promoted in 2 key export markets with the objective of building in market awareness and driving consideration for Australian mangoes with export consumers. This includes:

- Leveraging the domestic 'Taste The Sunshine' creative assets for promotion in New Zealand.
- Promoting Australian mangoes in one other focal market. This additional market is currently being prioritised with support and feedback from key export stakeholders within the industry.

Hort Innovation

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