

SPRING 25 | VOL 61

mango matters

**MANAGING MANGO
POSTHARVEST DISEASE: IT
STARTS IN THE ORCHARD**

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**NEW EDITION OF MANGO
QUALITY ASSESSMENT
MANUAL RELEASED**

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**PRE-SEASON
MANGO
ROADSHOWS
BRING INDUSTRY
TOGETHER**

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Front Cover: Matt Whitfield, Whitto's Nursery & Trent Williams, Euri Gold Farms



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Asia Fruit Logistica Hong Kong | 3-5 Sept



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Keeping Mangoes Fresher for Longer: Lessons from the Honey Gold Supply Chain

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Hort Innovation **MANGO FUND**



CHAIRMAN'S REPORT

Ben Martin

Chairman, AMIA

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The season has commenced, and once again, it will be different from previous years. At the time of writing, Darwin will be close to finishing, and Katherine will be well underway.

This season, following feedback from many growers who expressed concerns that providing crop forecasts and weekly dispatch data to all sectors negatively impacted their businesses, we are trialling a revised system. Only collaborators (growers and packhouses) who provide data will get access to detailed weekly dispatch information. A high-level crop forecast will be available for general review and published on the Australian Mangoes industry website. We acknowledge that this move has caused frustration among some sectors. We will monitor the system throughout the season and welcome feedback from all parts of the industry, both during and after the season.

As advised previously, NIR maturity testing is now available to AMIA members from this season onward. AMIA has been involved in the rollout of the Felix NIR maturity testing devices for approximately 10 years. The number of growers who have purchased their own Felix devices doesn't seem to have increased in recent years, and the roll out is no longer considered in the development and extension phase from a Hort Innovation RD&E levy funding. While these devices remain useful for growers, our future commitment to offering this service to members will depend on the usage patterns this season.

Domestic market access to some states remains a challenge for our industry. We acknowledge and respect the right of each State or Territory to manage its own biosecurity and protect both industry and environment from pests and diseases not currently present. However, the process for granting access must be based on science, and there needs to be alignment in principles across all States and Territories.

"Without changing our ability to fund worthwhile research that will make a difference to our businesses, we will continue to miss valuable opportunities."

- BEN MARTIN

Many growers in the Darwin region are facing tree and orchard decline due to mango twig tip dieback (MTTD). Although research indicates that the pathogens causing MTTD are endemic and not a biosecurity threat, concern is growing among growers in other regions. We have met with Queensland's Chief Plant Health Manager, Mike Reid, and several members of his team to highlight the need for enforcing biosecurity regulations on the movement of planting material, machinery, and equipment. Similarly, we have held discussions with Northern Territory Chief Plant Health Officer, Sally Heaton, regarding movement restrictions to other states and the importance of sound biosecurity measures when moving machinery and equipment within the Northern Territory.

The Board has discussed our industry's ability to fund essential research and a seasonal marketing program that makes a meaningful impact. Our reliance on government departments to undertake mango industry research isn't enough, as the level of mango research continues to decline.

There are many issues challenging the industry that would benefit from substantial research. Yet, without adequate funding, our ability to commission such research is very limited. We continue to face the same issues year after year, with little hope for change. Additionally, we are losing skilled and experienced researchers as they shift focus to other industries or retire, with no new researchers stepping in to fill the gap.

Unless we change our ability to fund impactful research, we will continue to miss valuable opportunities. We also risk losing the talented researchers who could shape the future of our industry.

Similarly, in our marketing efforts, we produce beautiful mangoes and offer consumers a range of uniquely special varieties. We should be doing more to promote them and increase demand in both Australian and targeted export markets.

Following the season, we plan to initiate discussions with growers regarding current levy rates. Please be assured that these discussions will be held collaboratively, encouraging input from all growers on any potential changes.

The Board has decided not to hold a national conference in 2026 due to several factors, primarily acknowledging that many growers have experienced tough seasons. We value the opportunity to bring the industry together to discuss challenges, so in 2026 we will focus on hosting more regional events, with the potential to hold a national conference in 2027.

Finally, I would like to thank Andrew Burns for his dedicated service to the mango industry in his role as Supply Chain Engagement Manager over the past several years. His work connecting growers, retailers and consumers continues to be highly valued.



CEO'S REPORT

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NTDAF has committed funding to a five-year research program to develop management solutions for Mango Twig Tip Dieback. The team at NTDAF have commenced trialling trunk injection with fungicides and bio-stimulants in several orchards. We are also assisting NTDAF connect with other tree and vine crop industries which also have dieback issues to discuss the opportunity for a multi-industry research program.

While it's understandable that growers are frustrated at the speed getting this research underway, we have the commitment from NTDAF, that irrespective of accessing additional funding through Hort Innovation's Hort Frontiers fund, the program of research activities is locked in.

From April to June, we held a series of workshops in conjunction with QDPI and NTDAF. Two more workshops were held in central and south-east Queensland during mid-October. These workshops are designed to connect growers directly with researchers, ensuring growers' insights and needs inform the research priorities. We are currently in discussions with Hort Innovation to establish a biennial regional workshop rotation, ensuring growers receive regular research updates and can directly influence future priorities.

"Addressing our export challenges will take a consistent, long-term approach – and we're committed to the work ahead."

- TREVOR DUNMALL

We are focussed on assisting growers and exporters rebuild the industry's export performance. In 2018/19, Australian growers exported over 8,000 tonnes of mangoes. Last season, only 3,600 tonnes were exported. There are many factors impacting on our ability to export, including tough protocols, our reliance on air freight, issues with MRL's, and increasing competition from other countries. Addressing these challenges will require a consistent, long-term approach.

As a small step toward strengthening exports, Australian Mangoes showcased a trade stand in Hort Innovation's Grown in the Good Nature Pavillion at Asia Fruit Logistica this September. Held in Hong Kong, Asia Fruit Logistica is one of the largest trade shows for fruit and vegetables, attracting exhibitors from across Asia and the Southern Hemisphere. The presence of the Australian Mangoes stand provided us with an opportunity to speak to a range of importers. Australian mango growers and exporters were also present and utilised our stand to hold meetings with importers and retailers from multiple markets. Thank you to the growers and exporters who attended AFL and supported the Australian Mangoes trade stand.

In October, alongside several other CEOs I had the opportunity to meet with the Chief Plant Protection Officers from all states (except South Australia), the Northern Territory and the Commonwealth Government. The workshop was held with the aim of collectively working to improve the biosecurity system in Australia.

Following the season, we'll work with growers, regional organisations, and governments to develop regional biosecurity plans. We'll also support growers in reviewing existing orchard plans and assist those without plans to create them.

AMIA, along with about 20 other horticulture organisations are members of the National Farmers Federation (NFF), through our membership of the NFF Hort Council. There have been few wins for agriculture, but the Federal Government's commitment to revise its proposed 'Super Tax' followed strong and united advocacy from the National Farmers' Federation (NFF) and its members.

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AROUND THE REGIONS



Northern Territory & Northern Western Australia

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As the mango season moves south, we're just a day away from harvest here in Katherine (at the time of writing) and it's shaping up to be a well-timed year. Darwin is about 95 per cent complete, and we're just getting underway as our northern neighbours finish up.

"It's always satisfying when the timing works out just right," one grower shared. "The crop's looking good, and everything seems to be lining up for a solid season."

This year the trees flowered strongly across the region, though many growers are seeing a fair bit of fruit drop. What looked like another bumper year has eased back to a good, balanced crop. We've got adequate trucks and staff on hand, which is a relief after some of the challenges of recent years. The market is currently very clean, so we're hopeful that prices will stay steady and reward growers with a fair return.

Our plan is to move quickly and finish picking within about 18 days. If all goes well, the fruit will be off in good condition and on its way to market, just in time to capture those early-season opportunities. The weather has been on our side too. A couple of weeks ago we had some early storms, but the skies have since cleared. Forecasts show more fine weather ahead, with blue skies and hot days pushing around 40 °C. It's the perfect time to be up early, getting as much done as possible before the midday heat sets in.

Labour is looking positive this season, with plenty of backpackers around again. It's great to have options and a mix of new faces helping out across the orchards. Overall, the season feels optimistic with good weather, solid fruit set, clean markets, and the people to get the job done. With a bit of luck and steady prices, it's shaping up to be another great Katherine mango season.

Geoff Warnock

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The season in Kununurra began with a reasonable flowering and strong early fruit set. Flowering continued for several weeks after the initial stage also showing a reasonable fruit set; however, significant fruit drop was observed from these later flowering events. As a result, this season is overall considered to have had average flowering with matching expected production. To date, there does not seem to be any specific outbreaks of new diseases or pests. It appears that there will be a shortage of packing facilities operating in the region this year, which is a concern for some growers. The potential labour shortage could be an area of concern as well.

Leo Skliros

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The Darwin season is coming to a frantic finish, in stark contrast to its slow start. This momentum has helped keep prices relatively stable, a welcome relief, despite soaring production costs.

I've personally had around 20,000 trays fall to the ground in a gusty storm that came through a few weeks ago, it's unknown how widespread the loss has been. It's unclear whether our forecasting system captured this loss or the timing shifts from the earlier cooler run. Please remember to update your crop forecast as the season progresses, to ensure the regional forecast stays accurate.

On to some good news, weather forecasts are currently predicting no rain for at least 10 days (at the time of writing), which will be welcome as growers finish harvesting their fruit.

Wishing all growers luck for this year's harvest, time to grab a picking pole to be finished in 10 days (or less!).

Southern Western Australia



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In the southwest, the cool winter had extended into the start of spring. By mid-October, the trees are flowering strongly with signs of fruit set. We are still experiencing night temperatures below 10°C, which may affect fruit set quality. But there are still plenty of flowers on the trees, so it is still a work in progress. With a wet and cold end to winter extending into spring, some growers are experiencing disease issues which impact flowering and fruit set.

With the new ICA69 fruit fly protocol in place, there is a new pathway open for mangoes into the WA market from other states. I expect that Carnarvon growers will face more competition in the marketplace than last season.

In the coming months, we will transition quickly into some hot dry periods. In past, the pace of this transition has caused losses and it's a good reminder to prepare how to handle that sudden burst of heat through November and early December. Growers should consider protective sprays and be ready to adjust irrigation scheduling ahead of any major heat events.

I hope the season goes well for everyone.

"The recent pre-season roadshows and R&D workshops in the region provided valuable insights into industry developments and offered a great opportunity for growers to connect."

- SCOTT PERSHOUSE

Southern Queensland & New South Wales



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Reports from growers this season have varied significantly. While some have experienced strong fruit set, others have noted good initial fruit set followed by substantial fruit drop, while other growers have reported patchy flowering. Additionally, a hailstorm that swept through part of the region a few weeks ago has severely impacted some crops and trees. We wish impacted growers a speedy recovery.

This year, harvesting is expected to take place over an extended period. Overall yields are likely to be average; but it is difficult to predict because of the considerable variation not only between different farms but even within individual properties.

The general quality of the fruit appears promising, thanks to the low humidity conditions. However, these hot and dry conditions may also be contributing to the higher-than-usual fruit drop observed. Research and development efforts aimed at improving fruit retention show promise, and we hope to see solutions that will help reduce fruit loss in the future.

The recent pre-season roadshows and R&D workshops in the region provided valuable insights into industry developments and offered a great opportunity for growers to connect. The R&D sessions were particularly informative, and it was beneficial to engage directly with the researchers.

Special thanks go to Derek Foley from Electra Farmlands and Dan Rye from Evaldar for hosting these events.

Wishing all growers the best for this season.

Far North Queensland & North Queensland



“Further progress is needed on the ICA-69 protocol to include all mango varieties. Expanding the protocol would provide growers with greater market access.”

- JOHN NARDI

John Nucifora

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The mango season has come around again and it is just about to kick off for FNQ. We're hearing mixed reports from growers on how their crops are developing across all varieties. Not only that, there have been reports of three flowering and fruiting stages which is increasing labour costs and complicating harvest planning.

I encourage all growers to pick their mangoes at optimum maturity and therefore give our consumers a "great eating experience".

The annual roadshow in Mareeba drew strong attendance and positive feedback, with growers appreciating the presentations, discussions, and sponsor support.

Currently, the weather has been favourable, even though we still have 6-8 weeks before any picking will commence and we can't predict how the weather will act. At the moment, pests and diseases are under control as Mareeba growers have a tight program and we keep our trees clean and very well pruned. This is the key to clean trees and a lot less pressure from pests.

I wish everyone the best of luck for this coming season.

John Nardi

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Crops in Mareeba/Dimbulah are looking good overall, though there is a noticeable spread in fruit development due to multiple flowering events. This is expected to result in a spread-out harvest period. Across the region, flowering has been inconsistent for some growers, leading to varying fruit set. Overall, the season is shaping up to deliver average volumes starting in mid-November to early December.

No significant pest or disease issues have been identified this season yet, just the typical manageable levels. Growers are reminded to stay vigilant to ensure fruit quality is maintained.

Export inquiries remain strong, though there is some resistance to current higher price points. In the domestic market, demand continues to build as fruit availability increases.

Further progress is needed on the ICA-69 protocol to include all mango varieties. Expanding the protocol would provide growers with greater market access.

Most growers are well underway with their harvest planning, and early signs suggest a smoother year ahead for labour availability compared to previous seasons. Hopefully we all have a great and successful season.

your membership matters

When you become a member of the Australian Mango Industry Association (AMIA), you're helping strengthen the voice of Australia's mango growers. Your membership supports our advocacy with government and business, drives national research and development, and enables vital partnerships with organisations like the NFF Horticulture Council.



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- Trade and market access assistance
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Pre-season Mango Roadshows Bring Industry Together



From August to October, the Australian Mangoes team hit the road to connect with growers and industry stakeholders across the country in the lead-up to the 2025-26 mango season. Roadshows were held in Darwin, Katherine, Kununurra, Mareeba, Bowen, Rockhampton and Bundaberg, bringing together hundreds of attendees for presentations, updates, and on-farm demonstrations.

In the Northern Territory and Kununurra, growers heard from industry speakers on domestic market access, mango twig tip dieback, crop forecasting, and the latest R&D aimed at improving fruit quality and productivity. Highlights included a presentation from Marcelo Amaral (CQU) on flowering manipulation trials and in-field demonstrations of new ag-tech developments such as the Orion Imager, capable of mapping and counting fruit within orchards, and the self-driving Burro vehicle for autonomous navigation.

The Queensland roadshows featured presentations from Australian Mangoes CEO Trevor Dunmall on key industry matters, marketing and retail engagement. Industry Development Officer Adelaide Belyea introduced new grower resources including the updated Quality Assessment Manual and Mango Nutritional Guide, the MRL App's move to a new platform, and a new health and wellbeing webpage. She also outlined upcoming demonstration site projects, changes to crop forecasting, and opportunities to participate in a joint mapping project with the University of New England.



Ebony Faichney, Adelaide Belyea, and Debbie Nucifora.

Guest speakers from the Queensland Agricultural Workforce Network provided workforce updates, while Andrew Macnish and John Archer (QDPI) and Michael Tatlock (Escavox) presented a new shelf-life prediction calculator to help manage fruit quality throughout the supply chain. Field activities included a drone spray demonstration by Luke Jurgens of NQ Aerovation in Bowen and farm tours with John and Debbie Nucifora in Arriga, Daniel Rye in Rockhampton and Derek Foley in Bundaberg. We extend our thanks to everyone who contributed to the success of this year's pre-season roadshows, including our hosts, speakers, attendees, and event sponsors—Contrak, Freshtrack, Omnia, Syngenta, Nutrien Ag Solutions and MAF Oceania—for their generous support.



Dale Williams, John Le Feuvre, Josephine and Sam Pappalardo



Drone Demonstration at NQ Aerovation, Bowen



Katherine Roadshow



Tom Anderson and Ryan Cranitch



Leigh Streeter & Steven Land



Bundaberg Roadshow



Orchard demo, Katherine Roadshow



Field walk at the Kununurra Roadshow



Dale Bennett & Ebony Faichney



Marine Empson, Ben Martin, Olivia Borden, Ryno Steyn



Attendees at the Darwin Roadshow



Alan Ruttiman, Paul Castorina & Clancy Le Feuvre



Research Workshop, Bundaberg

Australian Mangoes Roadshow Sponsors:



Research Workshop Supported by:

The Farm Business Resilience Program is jointly funded through the Australian Government's Future Drought Fund and the Queensland Government's Drought and Climate Adaptation Program.



New Crop Forecasting and Reporting Now Live

The enhanced crop forecasting and reporting for the 2025/26 season has now been rolled out; this season, a **two-tiered reporting approach** is being implemented to better meet the needs of the industry while recognising the contributions of participating businesses. The new system is designed to provide timely, relevant, and more targeted information to support decision-making across the supply chain.

Weekly Crop Overview

A high-level summary of the national crop forecast and dispatch volumes is now being published weekly in My Mango and made available publicly on the Australian Mangoes website. This overview provides a snapshot of national production trends, giving all stakeholders a clear picture of expected crop flow and helping to coordinate activity across the industry.

Connect with Your Industry Development Officer

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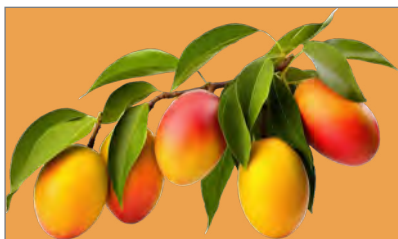
Contributor Crop Report

A more detailed report, including weekly volumes by region, is being distributed directly to contributors only. This report is not made public and offers a deeper level of insight for those who supply crop forecast and dispatch data.

All businesses that participated in data collection during the 2024/25 season are automatically receiving the contributor report. Growers and packhouses who did not participate last season but would like access to the detailed report are encouraged to get involved by contacting your Industry Development Officer.

The Australian Mango Crop Forecast is developed annually with input from growers and packhouses across the country, typically representing 70–80% of national production. Throughout the season, forecasts are updated to reflect changes in expected volumes or harvest timing, and weekly dispatch data is incorporated to provide a real-time view of mango movement.

This updated system is a valuable tool for planning logistics, understanding market trends, shaping marketing strategies, and providing a clearer picture of national production volumes. We thank all contributors for their continued support and look forward to working with you again throughout the 2025/26 season.



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Minor Use Permits & AgChem Updates

Minor Use Permits Extended for Mango Production

The APVMA has recently extended several minor use permits for the Australian mango industry. These permits ensure growers have access to essential crop protection tools for managing key pests and diseases.

FIPRONIL / Mango trees / Giant northern termite

Permit ID	Description	Date Issued	Expiry Date	Permit Holder
PER92765 Version 2	FIPRONIL / Mango trees / Giant northern termite	26-Aug-2022	30-Sep-2027	Hort Innovation

NOTE APVMA ADDITIONS: Permit updated from emergency to minor use. S161 statement added. Permit expiry extended to 30/09/2027. Permit issued as Version 2.

Continued issuance of this permit is subject to the outcomes of the current APVMA review of fipronil. This permit may be impacted by the outcomes of this review.

Vayego 200 SC Insecticide (tetraniliprole)/Mango & Lychee/Mango shoot looper

Permit ID	Description	Date Issued	Expiry Date	Permit Holder
PER92133 Version 2	Vayego 200 SC Insecticide (tetraniliprole) / Mango & Lychee / Mango shoot looper	10-Aug-2022	30-Jun-2030	Hort Innovation

Trichlorfon/Specified Fruit crops/Fruit fly

Permit ID	Description	Date Issued	Expiry Date	Permit Holder
PER12450 Version 8	Trichlorfon / Specified Fruit crops / Fruit fly	06-Oct-2011	31-Aug-2030	Hort Innovation

NOTE APVMA ADDITIONS: Permit updated to add spray drift restraints and s161 statement.

Chlorothalonil (Bravo Weather Stik)/Mango/Anthracnose

Permit ID	Description	Date Issued	Expiry Date	Permit Holder
PER14830 Version 4	Chlorothalonil (Bravo Weather Stik) / Mango / Anthracnose	04-Feb-2015	31-Aug-2030	Hort Innovation

NOTE APVMA ADDITIONS: Permit updated to add 500 g/L chlorothalonil products. Spray drift restraints added and other non-technical edits made to improve clarity.

Prodigy Insecticide (methoxyfenozide)/Mango, Lychee & Longan/Mango shoot looper

Permit ID	Description	Date Issued	Expiry Date	Permit Holder
PER91798 Version 3	Prodigy Insecticide (methoxyfenozide) / Mango, Lychee & Longan / Mango shoot looper	18-Nov-2021	31-Dec-2027	Hort Innovation

NOTE APVMA ADDITIONS: Residue trials are planned to commence this year for future permit renewal.

Assistance Grants – Access to Industry Priority Uses of Agvet Chemicals program

The Australian Government's Access to Industry Priority Uses of Agvet Chemicals program provides funding support to improve access to safe and effective agvet chemicals. In collaboration with Hort Innovation, the mango industry has submitted four applications to the DAFF AgVet Grant. Submissions are capped at four projects per commodity. The applications are:

1. Cyclaniliprole / Mango / Mango shoot looper, mango tipborer, mango leafminer, flower eating caterpillar, fruit spotting bugs and Mango Seed Weevil
2. Forchlorfenuron / Mango / Fruit Retention
3. Polyoxin D Zink Salt / Mango / Anthracnose, Powdery mildew
4. Tetraniliprole / Mango / Queensland fruit fly

In 2024, the grant was secured for Naphthalene Acetic Acid (NAA) in mango for fruit retention. Hort Innovation is currently clarifying with the APVMA the specific requirements for the work to be undertaken.

AgChem Updates

The proposed regulatory decisions on the individual chemistries within the neonicotinoid review (acetamiprid, clothianidin, dinotefuran, imidacloprid, thiacloprid and thiamethoxam) are expected to be published separately commencing by the end of 2025.

The expected publication of the proposed decisions on fipronil agricultural chemical products is expected to be for April 2026.

Further details are available in the [Mango Agrichemical Regulatory Risk Assessment, June 2025](#).



REMINDER

Chlorpyrifos for Mango Scale: All Uses Cancelled

Following the APVMA's decision on 30 September 2024 to cancel all uses of Chlorpyrifos on mango, a 12-month phase-out period was allowed. This phase-out period ends on 30 September 2025, after which products with previously approved labels must not be possessed or used. The final decision can be viewed [here](#).





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INDUSTRY NEWS

Why Local Fruit Processing Matters More Than Ever

Advertorial by Tropico

As Australia's food and beverage industry grows, fruit processors are under increasing pressure to balance quality, cost, and supply. With a flood of imported purees and concentrates entering the market, maintaining local production has become both a challenge and a point of pride.

For Queensland-based **Tropico**, it's a commitment that goes back more than four decades. Established in 1980 from a small citrus orchard on the Sunshine Coast, Tropico has evolved into a leading fruit processor — without losing sight of its roots.

"Our business began with local farmers, and that's where our focus remains," says the Tropico management team. "We're proud to process Australian-grown fruit and deliver products that reflect the quality of our growers."

Tropico's Yandina factory is purpose built, designed to handle a range of fruit processing requirements. The company offers **bespoke fruit blends** and **toll processing services** to a diverse client base, from boutique breweries and dairy producers to national brands. Their products include **mango, pineapple, plum, raspberry, blueberry, strawberry, and passionfruit**, ensuring a steady workflow and a busy production floor all year round.

Tropico remains **100% Australian owned** and operated, giving them the flexibility to adapt quickly to market changes and maintain long-term relationships with local growers. Their supplier accreditation program ensures full traceability and consistency, a crucial factor for customers who demand food safety and product reliability.

But the biggest challenge, according to the Tropico team, is price pressure from imported fruit products. "We're seeing overseas suppliers offer concentrates at prices lower than our cost to produce. While it's tempting for some customers, the flavour and consistency just don't compare".

To stay competitive, Tropico has focused on efficiency, innovation, and strengthening grower partnerships. By sourcing fruit from multiple regions, they're able to keep production steady.

At the heart of Tropico's operations is its **mango philosophy** — perfection isn't found, it's created. Their signature mango purée combines Kensington Pride for flavour, balanced with R2E2, Calypso for colour, and Honey Gold for balance. It's a carefully refined blend that forms the base of some of Australia's most popular beverages.

For Tropico, the mission is simple: keep Australian fruit at the centre of Australian products.

2025 Brisbane Markets Mango Auction

More than \$80,000 has been raised for Queensland charities as the first tray of mangoes went under the hammer at the annual Brisbane Markets Mango Auction.

The annual Mango Auction has been running for more than 20 years. This year, the Mango King is Chris Frame from the Standard Market Company, which has retail stores in Newstead and Fortitude Valley in Brisbane, and in Southport on the Gold Coast.

Frame took the royal title with a \$66,000 bid, taking home the first symbolic tray of mangoes, supplied by AMIA Director and NTMIA President Leo Skliros.

Funds raised will support Redkite, which provides practical, financial and mental health support to families with a child facing cancer, and The Lady Musgrave Trust, which helps young women experiencing or at risk of homelessness transition to a life of opportunity and stability.



Chris Frame won the title with a A\$66,000 bid

The mango industry continues to be grateful for the work Andrew Young and his team from the Brisbane Markets put in each year, and for the many businesses that support the auction. This year, Hort Innovation, which manages mango grower levies, increased their contribution to support the auction.

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Asia Fruit Logistica

Hong Kong | 3 - 5 September

Australian Mangoes participated in Hort Innovation's 'Grown in Good Nature' Pavillion at Asia Fruit Logistica (AFL), held in Hong Kong from September 3 to 5.

Visitors to the Australian Mangoes booth were provided with information on Australian mangoes, including varieties, harvest timing for each region, nutritional advice, as well as contact details for a range of mango exporters. A short video highlighting varieties was also playing on loop.

Our presence at Asia Fruit Logistica was funded through mango grower levies managed by Hort Innovation.

As part of AFL, presentations and panels were conducted to highlight topics relevant to fruit and vegetable production and supply chain improvement. Brett Fifeild (CEO Hort Innovation) presented on Hort Innovations new Venture Fund.

Andrew Macnish facilitated a panel discussing the delivery of consistent quality with Marie Piccone (Manbulloo), Luke Wood (Escavox) and Sam Sin (S&F Produce Group).



Andrew Macnish, Marie Piccone, Luke Wood and Sam Sin.



Brett Fifeild (Hort Innovation).



John Nardi (Favco) & Trevor Dunmall (Australian Mangoes) greet a visitor at the trade stand.

AgriFutures Australia

What is sustainable finance and what does it mean for Australian producers?

This fact sheet provides producers with the latest information on sustainable finance, including what it is, why it is an important opportunity, examples of some of the benefits it offers producers and some tips to get started with it.

Key points:

- Sustainable finance in agriculture is rapidly evolving, bringing both challenges and opportunities for Australian producers.
- Adopting sustainable practices can improve market access, unlock financial rewards and enhance resilience.
- Proactive engagement with financial institutions and industry groups is key to thriving in a sustainability-focused future.



The full fact sheet is available to download [here](#) or scan the QR code:



Market Access

The entry conditions associated with the new **ICA-69** for Mangoes to WA have been approved by the Western Australian Government. Growers should contact their local biosecurity authority to register and book an audit.

NT Plant Biosecurity

T: 08 8999 2118
E: plantbiosecurity@nt.gov.au

Biosecurity Queensland

T: 13 25 23
E: info@dpi.qld.gov.au
dpi.qld.gov.au/contact

Market access for this season:

South Australia

- CTM-01(all varieties)
- Irradiation

Tasmania

- Irradiation
- VHT

Western Australia

- ICA 69 (4 varieties only)
- Irradiation
- VHT

All mangoes must come from mango seed weevil-free orchards.

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YOUR LEVIES

5 things to know

Sarah Strutt, Industry Service Manager, Hort Innovation

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

In July the Mango Strategic Investment Advisory Panel (SIAP) endorsed an investment recommendation for a mango trade development project. The objectives of this project are to:

- Support the long-term growth and competitiveness of the mango industry and returns to growers.
- Improve market access by addressing technical, regulatory and trade barriers.
- Equip mango growers and industry stakeholders with the knowledge, skills, and resources necessary to effectively engage in international trade.
- Improve industry knowledge on mango export markets and international trends.

2. The future investment priorities for your levies

Hort Innovation has started consulting with growers and others in the industry to determine investment priorities for the Strategic Horticulture Investment Framework (SHIF) for 2026 - 2031. For mangoes, we will draw upon needs and opportunities raised via the following sources to draft an investment plan:

- the current [Mango Strategic Investment Plan 2022-2026](#)
- R&D workshops conducted by AMIA this year
- the SIAP, AMIA Board and Mango Export Development Committee
- current project delivery teams - particularly the [industry extension project](#).

The draft will be circulated to all involved in the mango industry for feedback. There will be online and in-person/over phone opportunities to have your input. Once feedback is received and incorporated, the final plan will be signed off by the SIAP and AMIA at the end of March 2026.

The report on the first phase of consultation undertaken to inform development of a new investment planning framework is available on the [Strategic Horticulture Investment Framework](#) page on our website.

3. SIAP changes

We received good response to the call for expressions of interest to join the Mango Strategic Investment Advisory Panel (SIAP). The panel will be expanded from 10 to 12 members to enable better 'coverage' of skills, experience and growing regions. The new panelists will be confirmed and announced soon. Several worthy candidates who did not meet the 'NT grower' criterion for this EOI, will be kept 'on file' for consideration for future vacancies.

4. R&D into Mango twig tip dieback (MTTD)

Concern about the risk this disease poses to the industry in Northern Territory and beyond is increasing. Whilst every effort is being made by the NT Department of Agriculture and Fisheries, AMIA, Hort Innovation and others to source funding other than levies, it would be helpful to hear what growers outside the impacted area (Darwin region) think about the issue.

- How concerned are you about the risk it may pose to the industry more broadly?
- How would you prioritise it against other R&D needs for the industry?

Contact us to share your thoughts on the issue:

Trevor Dunmall | AMIA
ceo@mangoes.net.au

Sarah Strutt | Hort Innovation
sarah.strutt@horticulture.com.au

5. Looking to longer term future

The Hort Innovation [Frontiers](#) program is dedicated to seizing big opportunities and developing innovative solutions to the major challenges facing Australia's horticulture industry. It complements the levy investment program, providing pathways to attract co-investment to pursue longer term and higher risk opportunities. Typically, these have relevance and benefit across more than one industry.

An overview of current Frontiers projects relevant to mangoes was included in [Mango Matters, Autumn 2025](#) (p24-25).

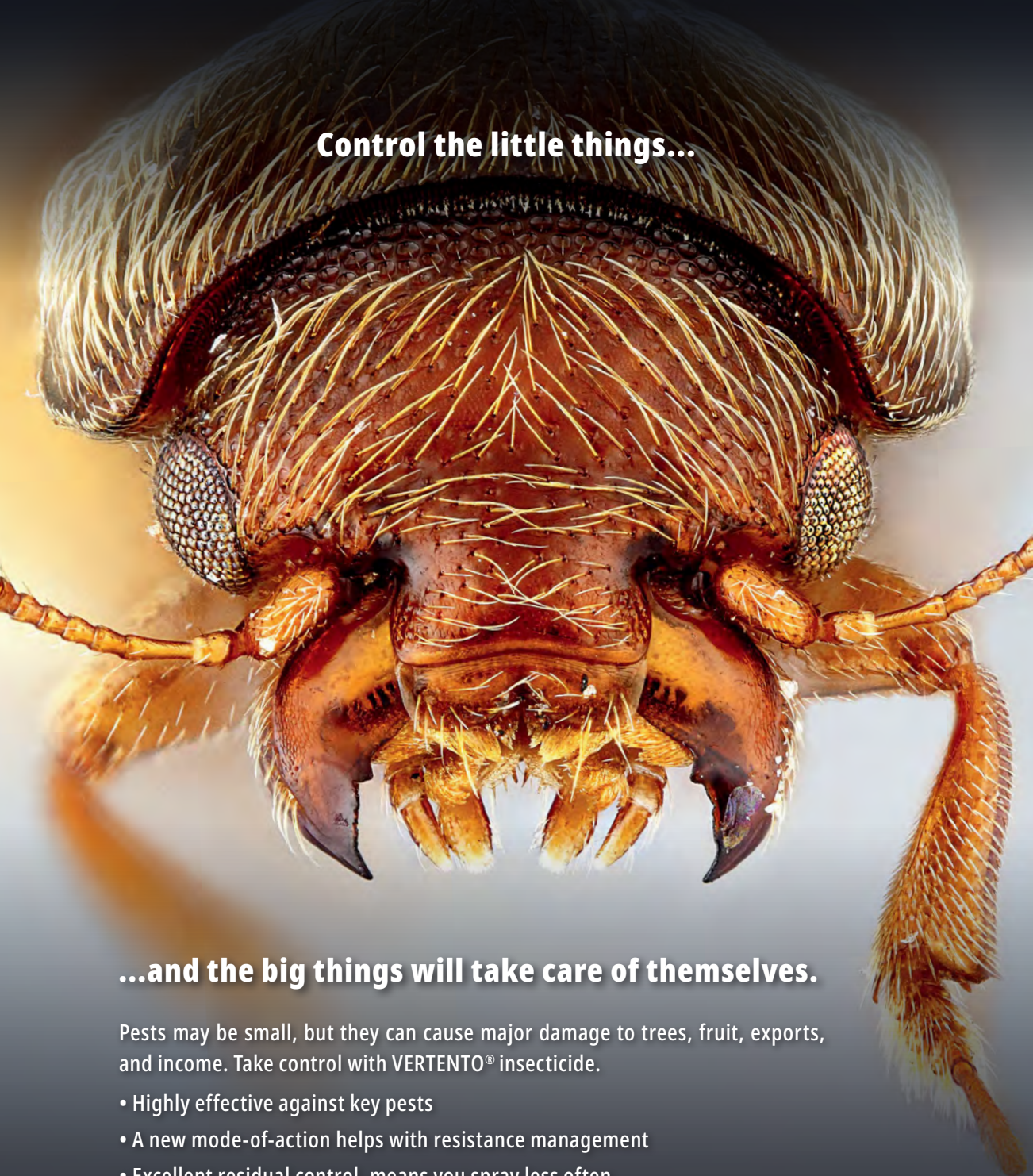
A new investment currently open for [tender](#) - Competitive orchard production network (AS25002). It will build on the National tree intensification program ([AS18000](#) - now complete) and commercial interest from growers who want to use their own knowledge of crop management to scale up and de risk more intensive orchard productions system for citrus, almond, mango and macadamia. The investment seeks to:

- Span the gap between theory and sustainable profitable commercial implementation of competitive orchard production systems for almond, citrus, macadamia and mango.
- Empower a grower-led program of research and development that meets the needs of industry for transformative competitive orchard production systems using a mix of grower, industry and research co-investment for almond, citrus, macadamia and mango.

.....

More information

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



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Queensland Mango Breeding Program

Dr. Asjad Ali, Department of Primary Industries, Queensland Government

The Queensland Mango Breeding Program (QMBP) is committed to developing innovative mango varieties tailored to the Australian mango industry, enabling growers to compete effectively in domestic and international markets.



Fig 2. A dwarf hybrid tree at Walkamin Research Facility of QDPI.

Australia produces an average of 64,000 tonnes of mangoes annually, valued at \$220.7 million at the farm gate, with Queensland contributing nearly half (47%) of production- 30,000 tonnes worth \$96.8 million. Despite mangoes being non-native to Australia, the Department of Primary Industries (DPI) has been improving mango genetics since 1939 through its Horticulture and Forestry Science division. DPI-developed mango varieties, such as R2E2 and Calypso, have underpinned the industry over 30 years. While the Kensington Pride (Bowen mango) was once dominant, its share has declined to 43% of trees, with orchards increasingly transitioning to varieties like R2E2, Calypso, Honey Gold and imported cultivars such as Keitt, Nam doc Mai and Brooks. As of 2024, R2E2 and Calypso account for 44% of mango trees in Australia, a testament to the QMBP's success. In 2022, the QMBP released three new varieties—Yess!, Ah-Ha! and Now!—which are mainly grown in Queensland and the Northern Territory (Fig. 1). These varieties are expected to significantly boost production and extend the Australian mango season by two to four weeks. Additionally, niche markets, such as green-eating mangoes, are expanding, driven by demand from Australia's growing Asian communities.



Fig 1. Mango varieties developed by Queensland Mango Breeding Program.

Genetic resources are the backbone of any breeding program. Beyond the thousands of mango varieties in Asia, there are 69 species of *Mangifera* in wild genepools. While *M. indica* dominates commercial cultivation, other species such as *M. caesia*, *M. foetida*, *M. altissima*, *M. odorata* and *M. laurina* produce edible fruit and are traditionally consumed in Southeast Asia. Domestication in India gave rise to the monoembryonic varieties, while regions like Indochina, Thailand and Myanmar developed polyembryonic varieties. These genetic resources, including local and wild varieties, are invaluable for breeding, offering traits adapted to specific environmental conditions.

The QMBP maintains a diverse collection of mango germplasm at the Australian National Mango Genepool at Walkamin Research Facility of DPI, with around 400 varieties sourced globally. These are evaluated for desirable traits and used as parents in the breeding program to develop new scion varieties. Developing a new mango variety is a long-term endeavour, taking over 25 years from initial crossbreeding to a commercial release. Each year, the program produces over 300 new hybrids, rigorously evaluating them across multiple production seasons for field performance and post-harvest fruit qualities.

DPI-bred varieties have been instrumental in the industry's success. R2E2, a leading export variety, has supported the mango industry for over 40 years. Calypso, a striking blush-coloured fruit from Kensington Pride and Sensation, offers a fibreless texture, improved shelf life and a smaller seed. The new Yess! Variety is an early-season mango with a strong red/pink blush, while Ah-Ha! matures alongside Kensington Pride. Now! is a high-yielding mid-season variety with a soft pink-to-red blush and a classic KP flavour (Fig. 1).

WHAT MANGO BREEDERS ARE LOOKING FOR:

Flavour: Australian palate loves the flavour of Kensington Pride mango, so breeders at QDPI aim to retain it in new varieties.

External appearance: mango industry and consumers want strong blush and colour without disease and sapburn blemishes.

Good shelf life: reasonable firmness to withstand the rigours of transportation particularly as sea freight to reach overseas markets.

Consistent high yields: Growers are looking for mango varieties that produce regular, high yield crops.

Disease resistance: specifically, anthracnose tolerance in new progenies.

Low vigour: dwarf varieties suited for the future production systems (Fig. 2).

Our rigorous commercial evaluation process ensures new hybrid mango varieties perform well across diverse climates, including tropical and sub-tropical regions. This testing is critical to understanding how these varieties adapt to varying environmental conditions and provides the foundation for developing tailored management protocols to optimise their performance. Currently, 4 new advanced lines (candidate varieties) are undergoing trials at various locations in Queensland for their agronomic performance and fruit quality traits. The insights gained from these evaluations will guide the commercialisation of these varieties, ensuring they meet the needs of growers and consumers while supporting the continued growth of the Australian mango industry.

Through its dedication to research, innovation, and genetic diversity, the QMBP continues to shape the future of the Australian mango industry, ensuring its resilience, growth and ability to meet evolving market demands.

Funding Acknowledgement: The Queensland Mango Breeding Program is 100% funded by the Queensland Government.

CASE STUDY:

Managing Mango Postharvest Disease: It starts in the Orchard

Shanara Veivers^a, John Agnew^a, Lindy Coates^a, Saeedeh Saberi^a, Alan Niscio^b
^aQueensland Department of Primary Industries (QDPI) | ^bNorthern Territory Department of Agriculture and Fisheries (DAF NT)

Effective mango disease management requires an integrated approach. Good orchard hygiene, timely fungicide applications, and appropriate postharvest treatment all play a role in maintaining fruit quality.

What we've seen in the market

As part of the Queensland Department of Primary Industries lead project, Serviced Supply Chains II (AM21000), Honey Gold mango fruits were monitored along the supply chain from Darwin to Melbourne over the 2023/24 and 2024/25 seasons. The results often showed reduced shelf life, mainly due to body rots (anthracnose), pepper spot and stem end rot (Figure 1 and Table 1). Poor orchard disease management was a key contributor – especially missed or poorly timed fungicide applications and inadequate spray coverage.



Figure 1. Darwin consignment of Honey Gold mango: a) at collection in Melbourne market and b) at the end of shelf life, which averaged 7 days.

Pack Date	Transport Duration (days)	Average Temperature (°C)	Average Shelf Life* (days)	Reason for End of Shelf Life				
				Oversoft	Body Rot	SER**	Pepper Spot	Other
26/11/2023	8	19.6	7	7%	69%	17%	0%	7%
06/11/2024	5	16.7	9	19%	29%	12%	40%	0%
16/11/2024	9	16.2	5	3%	36%	44%	17%	0%

* Time from collection in market to oversoft, presence of rots or other defect tolerance exceeded. ** Stem End Rot (SER)
Table 1. Examples of Darwin Honey Gold mango consignments monitored in 2023 and 2024 showing significant levels of diseases.

Timing is everything

Fungicide spray programs should respond to weather conditions, especially rainfall, as spores need free water to germinate. For example, rainfall at Middle Point, Northern Territory in September/October 2024 was well above average (Figure 2), a signal that more frequent sprays were required during that period.

Using weather forecasts and tools (such as Bureau of Meteorology (BoM)’s climate outlooks) can help you plan and apply fungicides at the right time.



Scan the QR code or [click here](#) to access these free climate outlook tools.

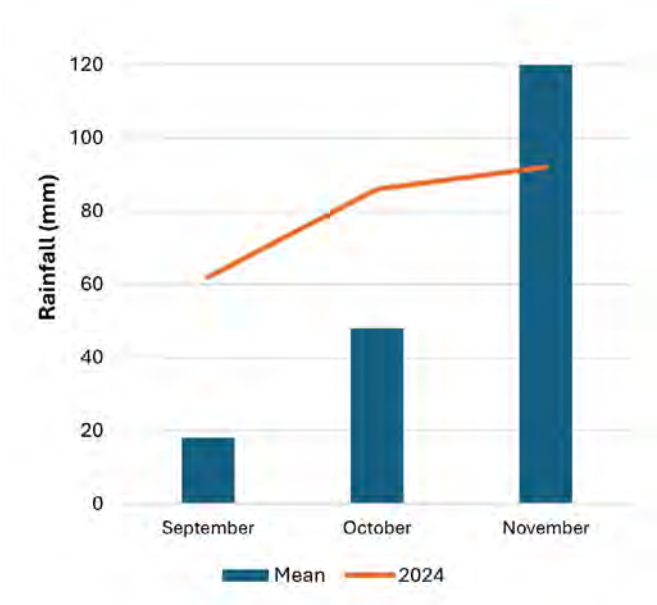


Figure 2. Rainfall at Middle Point, Northern Territory: September–November 2024 compared with the long-term mean (Source: Bureau of Meteorology).

Key tips for managing anthracnose and pepper spot (caused by *Colletotrichum spp.*)

- In coastal, tropical growing regions such as Darwin, anthracnose and pepper spot control can be very challenging due to the hot and humid/wet environmental conditions.
- Protect new flushes, flowers, and fruit with timely fungicide application.
- Most products (e.g. copper, mancozeb, thiram etc.) are protectants – they must be applied before infection, not after. Think of them like sunscreen – apply before exposure.
- Some other fungicides (e.g. Amistar®, Merivon®) actually enter plant tissue (e.g. fruit), so can give some control after the initial stages of infection have already occurred. However, they still must be applied as part of a preventative spray program to minimise fungicide resistance. Always follow the directions on the label.
- During wet weather, reduce spray intervals for protectant fungicides (e.g. copper every 14 days).
- Maintain good spray coverage across the whole tree (including the upper parts and inside the canopy) and avoid missing applications.
- Prune for airflow and fungicide penetration, remove deadwood, twigs and infected fruit to reduce fungal spore loads.
- Manage nutrition carefully - too much nitrogen, especially poorly timed, can increase anthracnose.
- Avoid harvesting in the rain and pick fruit at correct maturity as over-mature fruit can be more prone to infection.

Postharvest treatment for anthracnose

- Treat fruit within 24 hours of harvest
- Use a heated dip or flood spray (52°C for 5 minutes) with an appropriate fungicide (fludioxonil) for best results
- If heated dips/sprays aren't available, use prochloraz in an unheated spray for 30 seconds
- Cool fruit promptly after treatment and follow best practice temperature management throughout the supply chain

Managing stem end rot (SER)

SER can be caused by a range of different pathogens and is generally trickier to control than anthracnose. SER is particularly problematic in older and/or drought-stressed trees, and immaturely harvested fruit.

Extra tips for SER:

- Fungicides for anthracnose and bacterial black spot may help reduce SER
- Postharvest heated dips/sprays may partially control SER, but unheated dips/sprays do not.
- After-harvest pruning helps force new, healthy growth for next season
- Postharvest temperature management is just as important for SER as it is for anthracnose

Key Takeaways

1. Monitor weather forecasts closely, especially rainfall between flowering and harvest
2. Spray protectant fungicides before infection – don't wait for symptoms.
3. Stick to postharvest treatment procedures exactly – cutting corners reduces effectiveness.
4. Store and transport fruit at recommended temperatures.
5. Combine chemical strategies with cultural practices like pruning, nutrition management, and hygiene for best results.

With the right approach, you can reduce disease risk, extend shelf life and deliver better quality mangoes to market.

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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 (DPI), Department of Energy, Environment and Climate Action, Victoria (DEECA), Department of Agriculture and Fisheries, Northern Territory (DAF), Department of Primary Industries and Regional Development, Western Australia (DPIRD), Piñata Farms Pty Ltd and Summerfruit Australia Ltd. Hort Innovation is the grower-owned, not-for-profit research and development corporation for Australian horticulture.

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Future-Proofing Mango Supply Chains with Full Traceability

Advertorial by Ivan Davison, CEO, FreshTrack Systems

After 35 years in the fresh produce industry, one thing is clear; change is constant. New technologies and compliances are introduced every season, from robotics in the shed and AI-driven quality control, to smarter labelling systems, advanced traceability tools, Digital Link, and now we're seeing sustainable produce branding, to replace fruit stickers. The Internet of Things (IoT) refers to thousands of smart technology solutions, and our new FreshTrack Cloud has been designed to connect to, and share data with, IoT systems and devices, present and future.

For mango growers and packers, staying on top of these changes isn't just a nice-to-have, it's critical for staying competitive. Margins are getting tighter, compliance requirements are becoming stricter, and customers are demanding transparency like never before. Those that don't adapt, risk being left behind by retailers, as market entry and buyers demand smarter systems and more transparent data.

Some of the key areas where we're seeing the most change include automation on the packing line, digital traceability standards, supply chain monitoring, and sustainable branding technologies that will transform how mangoes are identified and marketed. FreshTrack was established with the goal of helping growers of all sizes cut through the noise, and integrate the right tools to work together to reduce costs, and increase efficiency.

Getting Ahead of Traceability Changes

In 2027, the GS1 Digital Link standard will replace traditional ID barcodes. That isn't far away, and the industry is already moving in this direction. Digital Link QR Codes are readable by supermarket point of sale scanners, warehouse systems, and even shoppers' smartphones, giving anyone instant access to product details like nutrition, compliance, sustainability, variety, batch and recalls.



Scan the QR code or [click here.](#)

By adopting Digital Link now, we can trace a mango back through every step: tray, pallet, order, freight leg, packing shed, block, and farm. It's about least-cost, 100% traceability and transparency, and positions the growers ahead of compliance deadlines and customer expectations. Recent high-profile recalls underscore the urgency of this shift.



Manbulloo Mangoes ready for market-packed, traced and tracked with FreshTrack

Monitor your cold chain before it's broken

One of FreshTrack's most recent IoT integrations is with Escavox's time and temperature recording device, allowing near real-time monitoring of time, temperature and produce location,

"Escavox are proud to be partnering with FreshTrack on this valuable data integration. Every business function can now immediately trace the freshness, safety and quality of the product they deliver to market from the farm to the shelf."

MICHAEL TATLOCK, ESCAVOX

Environmentally Friendly Fruit Branding

FreshTrack is working closely with Natural Branding Australia exploring laser-etching mango skins as a sustainable alternative to stickers. Latest trials on citrus and avocados have been positive, so we're excited to start trials on mangoes. While it's early days and we're staying realistic about timelines, with commercial speed the potential is huge: less plastic, lower costs, supply markets banning plastic stickers, and Digital Link ready allowing each individual mango to be linked to its tray.

Smarter Packing in the Shed

Packing sheds are where the mango season really comes together, and any bottleneck or inefficiencies can cost time and money. FreshTrack invented point of packing wristband tray label printing in the early 2000s, enabling packhouses to pay piece rate and see a 20- 40% productivity increase. So, what's next? Robot packers of course. Robots are currently being used to harvest mangoes, and tray-packing robots are in development. FreshTrack is robot-ready with AutoPackTM, a key feature of our end-to-end software. AutoPackTM automates data capture, scanning, labelling, palletising; all repetitive jobs, prone to human mistakes.

AutoPackTM doesn't just talk to your printer or scanner; it integrates with robotic and automation systems you're already using (or planning to), giving real time performance dashboards and KPI tracking.

"Very excited at the prospect of exploring this avenue with the endorsement of FreshTrack. Mangoes are one of those products where branding and traceability are important, given the value of the fruit and the reputation of the brands. The stickers have represented a problem in this industry for a very long time and now we are giving it our best shot to try to reduce and ultimately remove them from the fruit."

ADAM CHRIMES
CEO, NATURAL BRANDING AUSTRALIA

Bringing It All Together

What excites us most at FreshTrack is how these tools work seamlessly together. Smart Pack maximises efficiencies in human packing systems, AutoPack maximises efficiencies in robotic packing systems, both capture accurate data. Digital Link makes that data accessible across the supply chain, and natural branding offers a sustainable way to carry the story of each and every mango right to the consumer's hand.

Every mango should be able to tell its journey - from the orchard to the tray, and ultimately the supermarket shelf. At FreshTrack, we're proud to work with growers and partners who see the value



Partnering with growers and packers to build smarter, more efficient supply chains.

in building a smarter, more transparent mango supply chain.

NEW RESOURCE:

New Edition of Mango Quality Assessment Manual Released

The second edition of the *Mango Quality Assessment Manual* is now available, providing the Australian mango industry with an updated and practical guide for assessing post-harvest fruit quality.

This comprehensive manual outlines a standard method for evaluating both external and internal quality characteristics, supporting consistency in how quality is described and communicated along the supply chain, from orchard to retailers.

The manual was originally developed by Rowland Holmes, Peter Hofman and Leigh Barker in 2009. This updated edition, revised by Andrew Macnish and Hung Duong from the Queensland Department of Primary Industries, includes new information and expanded photographic examples to reflect both existing and emerging quality defects. These enhancements offer growers, packers, marketers, and researchers clearer guidance for identifying and managing quality issues, ultimately helping to maintain consumer confidence in Australian mangoes.

Whether used in the orchard, packhouse, or during quality assurance assessments, the manual remains an essential resource for anyone working with mangoes post-harvest.



LOOKING TO SELL YOUR PROCESSING-GRADE MANGO?

Avondale Foods, situated in Orange NSW, is a family-owned and operated business processing fruit products for the food service and manufacturing sector.

We're looking for growers and packers who are willing to partner with us to supply processing-grade mangoes. We will arrange and cover freight and we offer attractive payment terms.

Being growers at heart, we know how necessary it is to be paid for the hard work and dedication involved in producing every piece of fruit.



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A Fresh Approach to Supply Chain Engagement

This season we have adopted a fresh approach to Supply Chain Engagement. Following feedback from the Mango Strategic Investment Advisory Panel (SIAP) we are working with Brisbane-based marketing, communications and engagement agency Bespoken, to deliver the key activities connecting production through to retail. Jenna McManus from Bespoken will lead the activity though this season and will be working closely with the team from Australian Mangoes and Hort Innovation.

Jenna will be providing regular reports through *My Mango* with more detailed reports in *Mango Matters*.

Please welcome Jenna to the role.



Get in touch

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BEST PRACTICE FLUDIOXONIL IN MANGOES

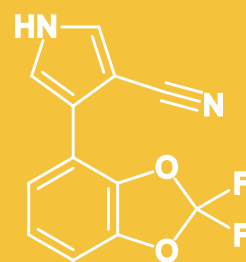
Fludioxonil is a postharvest fungicide registered for controlling anthracnose and stem-end rot, helping maintain fruit quality throughout the supply chain.

BEST PRACTICE GUIDELINES

- ✓ **Apply Fast** – within 24 hrs of harvest
- ✓ **Shake Well** – ensure drum is thoroughly mixed
- ✓ **Measure Accurately** – use a measuring jug
- ✓ **Clean & Sanitise** – tanks, lines, and equipment daily
- ✓ **Mix Smart** – only prepare what you need; half-fill tank with clean water or wax/oil emulsion, start agitation, then add fludioxonil
- ✓ **Disperse fully** – ensure product is completely mixed before starting application
- ✓ **Keep it moving** – maintain constant agitation during treatment
- ✓ **Cover every fruit** – dip or high-volume drench (60-120 mL/100 L water)
- ✓ **Hot dip works** – heat solution to 52 °C for best disease control
- ✓ **Dispose responsibly** – avoid contaminating waterways

WHAT NOT TO DO

- ✗ **Do not** let the mixture stand overnight
- ✗ **Do not** recharge the tank – mix fresh each day
- ✗ **Do not** apply with diphenylamine (DPA) >500 ppm
- ✗ **Do not** reduce label rates
- ✗ **Do not** store treated fruit in direct sunlight



MRLs

To help avoid exceeding MRLs:

- Always follow the product label directions.
- Use a clean solution at the correct dose.
- Dispose of spent dip daily.
- Monitor residue levels in the fruit to ensure compliance.



Scan the QR code to learn more on postharvest treatments

CASE STUDY:

Keeping Mangoes Fresher for Longer: Lessons from the Honey Gold Supply Chain

John Agnew^a, Saeedeh Saberi^a, Alan Nisic^b

^aQueensland Department of Primary Industries (QDPI)

^bNorthern Territory Department of Agriculture and Fisheries (DAF NT)



Every grower knows how quickly mangoes can lose quality once they leave the farm. Piñata Farms, the team behind Honey Gold (HG) mango, has been working with the Queensland Department of Primary Industries (QDPI) in the Serviced Supply Chains II (SSC II) project to find out what is really causing quality loss and how to stop it. Together they monitored supply chains and trialled simple, data-driven fixes that growers can see working in the field.

The payoff? **Longer shelf life, fewer rejections, stronger returns for growers, less waste for retailers and better-eating mangoes for consumers.**



Figure 1. Gavin Scurr, Piñata Farms.

The challenge: short / variable shelf life

Piñata Farms supply about one million trays of HG mango each season from 27 growers across five regions. But keeping fruit at the right quality until it reaches market has been a big challenge. The SSC II project showed that transporting fruit at high temperatures and/or for longer durations generally leads to faster ripening, a shorter shelf life and a higher chance of rejection by retailers.

To get a clear picture, 59 consignments were tracked with real-time loggers between 2022 and 2025: first to spot the problems, and later to check if the fixes were working (Figure 2). The results of monitoring showed:

- **Too warm in transit:** 70% of NT consignments and 30% from Queensland (all from Mareeba) travelled at higher than the recommended 12–16°C in 2022–23.
- **Overripe on arrival:** One Darwin consignment in November 2023 left at 20.3°C, averaged 19.3°C on the road, and arrived fully ripe (colour stage 6) with only four days of shelf life (Figure 3).
- **Inconsistent temperatures:** Across consignments, temperatures ranged from 7°C to 22°C, which meant variable quality and shelf life at arrival.

These problems hit growers and distributors hard, not just in fruit quality but also in lost returns.



Figure 2. Real-time logger used in a consignment of Honey Gold mangoes (above); tracker dashboard showing the transport route of a consignment from Katherine, NT, to Melbourne in December 2023 (top).

The solution: smarter cold chain practices

Temperature monitoring showed exactly where things were going wrong; and how they could be fixed. In the past, real-time loggers were mainly used just to check when trucks would arrive. Through the SSC II project, Piñata Farms began using them as a tool to protect fruit quality and shelf life. They made three key changes:

- **Pre-dispatch cooling:** Fruit was cooled to 15°C before leaving the shed, giving it the best start for the journey.
- **Real-time monitoring:** Every consignment carried a logger, so temperatures could be tracked from packing to market.
- **Working with transporters:** Piñata worked closely with transport companies to keep trucks in the 12–16°C range, and chose partners who consistently delivered the right conditions.

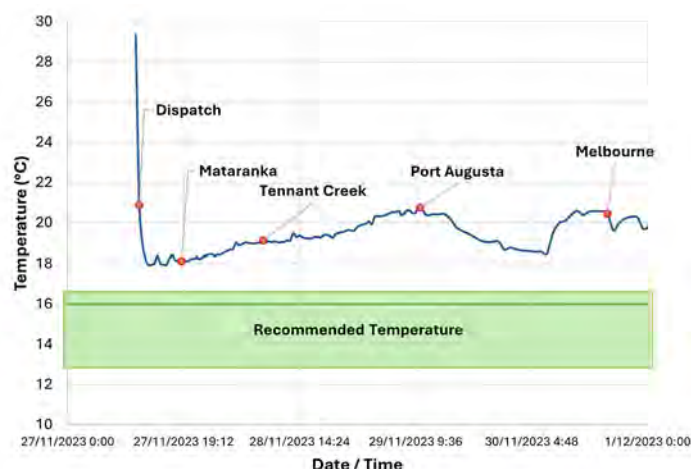


Figure 3. Temperature of Honey Gold mango consignment from Darwin to Melbourne, November 2023. Tray of fruit from Darwin consignment collected by assessors in Melbourne showing advanced ripening.

The results: improved quality / shelf life

The benefits showed up quickly. In December 2023, a consignment from Katherine to Melbourne left at 15.1°C and held steady at around 15.7°C during the trip. On arrival, 60% of fruit was still at early colour stages (2–3), and shelf life stretched to an average of 13 days, meeting market needs and showing the value of better temperature control.

Table 1 tracks results from Central Queensland over three seasons. The data tells a clear story:

- Average consignment temperature dropped from 15.4°C to 13°C,
- Transit times shortened by 1.5 days,
- Median shelf life jumped from 11 days (2022) to 15 days (2024).

Season	Average Temperature along Supply Chain (°C)	Average Duration in Supply Chain (day)	Average Shelf Life (day)
2022	15.4	5	11
2023	14.5	7	11
2024	13	3.5	15

According to an economic analysis, putting SSC II findings into practice means Piñata Farms can achieve:

- **Longer shelf life and better fruit quality** at market.
- **Fewer rejections:** down from 1.5% to 0.5%.
- **Higher sales:** lifting annual revenue by around 7.5%, plus another 0.5% from more consistent quality and known shelf life.
- **Better supply chain visibility:** with real-time monitoring, problems can be spotted and fixed quickly.

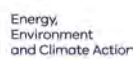
Reflecting on the project's impact, Gavin Scurr said, "The project delivered real benefits by improving communication with growers and showing that transport and storage temperatures can be lowered without compromising eating quality." He added, "Learning from this project will lead to more consistent fruit quality and greater customer satisfaction."

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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 (DPI), Department of Energy, Environment and Climate Action, Victoria (DEECA), Department of Agriculture and Fisheries, Northern Territory (DAF), Department of Primary Industries and Regional Development, Western Australia (DPIRD), Pinata Farms Pty Ltd and Summerfruit Australia Ltd. Hort Innovation is the grower-owned, not-for-profit research and development corporation for Australian horticulture.



2025-2026 Mango 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.

Developed in consultation with the Mango Marketing Strategic Investment Advisory Panel (SIAP), the 2025-2026 mango marketing program is 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 objective of the mangoes' marketing plan is to make positive increases in household penetration season to season, by continuing to own that mangoes are the joyful, iconic taste of Australian summer. The target audience for the campaign is main grocery buyers (18+), with marketing activities targeting key periods within the season including season launch, mid-season, and end of season.

CALENDAR OF ACTIVITIES:

Month	Key Activities
Sept	- Mango Auction sponsorship - Program development and production
Oct - Feb	- Paid media - Retail activities - instore and online - Social media influencer (November) - Earned media moment (November) - Export activities - New Zealand & Singapore (November - December)
Mar - June	Mango Marketing SIAP: - Program review - Insights gathering - Planning for 2026-27 season

PILLAR ONE

Celebrate the iconic joy that is mangoes:

1

'Taste the Sunshine' campaign

Paid media:

With mangoes predominately purchased on impulse, the 'Taste the Sunshine' brand assets will continue to be promoted across high-reaching media channels, to build pre-store awareness and drive consumer demand. Paid media activities will launch from 1st October and include:

- Out-of-home retail display panels:** Static and digital panels will be strategically placed near retail locations, including shopping centres and supermarket store entrances, to target shoppers and remind them to purchase mangoes 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):** Australian Mangoes will be promoted across mangoes' owned social media channels (Facebook and Instagram) to drive pre-store, top-of-mind awareness throughout the season.

Social media influencer partnerships:

To extend brand visibility beyond the audience of Australian Mangoes' social media channels, from October we will partner with social media influencers to showcase 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.

Brisbane Markets 'Mango Auction' Sponsorship:

As part of the marketing program, Australian Mangoes continues to sponsor the Brisbane Markets 'Mango Auction', using the symbolic first tray of mangoes to drive mass awareness and media coverage of the return of the mango season.

This year the auction was held on Thursday 18th September and saw Chris Frame from The Standard Market Company crowned the 'Mango Monarch', with a generous \$66,000 bid to be donated to charity.

Earned media activation:

In 2025, a new disruptive and exciting earned media moment will be launched in November, to drive mass coverage and awareness of mangoes in a key seasonal period.

Leveraging the insight that; "every year, nothing gets Aussies talking like Christmas lights being put up too early," Australian Mangoes will capture this cultural moment by putting up the first lights of the season, not for Christmas but for Aussie mangoes.

For the activation, a suburban house will be decked out with mango lights, mango decorations, mango-coloured tinsel, and even mango signs to let people know 'tis the season to enjoy delicious Aussie mangoes.

PILLAR TWO

Be unmissable in retail
over the mango season:

2

Be Unmissable in Retail Over the Mango Season

Instore & online promotions

Mangoes will be promoted in retail throughout the season, both instore and online, targeting consumers at the point of purchase. Activities include:

- **Supply chain engagement manager:** A dedicated team will provide timely information and educational resources to supply chain stakeholders, supporting retailers with production forecasts and industry insights.
- **Instore visibility:** Collaboration with major and independent retailers on point-of-purchase displays and promotions.
- **Retail online:** Targeting consumers who purchase mangoes on impulse, Woolworths and Coles retail media advertising will target online shoppers, reminding consumers to add a mango to their cart, to drive incremental sales and online share.

**Hort
Innovation**

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PILLAR THREE

Share the joy of Aussie
mangoes beyond our shores:

3

Export marketing: New Zealand & Singapore

- **New Zealand:** Extension of the domestic 'Taste the Sunshine' campaign across static and digital panels near retail locations, including shopping centres and store entrances, and social media promotions (Facebook and Instagram). Activities will also be supported by the Supply Chain Engagement Management team to strengthen retailer relationships, both with majors and independents.
- **Singapore:** In collaboration with the Mango Marketing SIAP, Singapore was identified as a priority market for marketing activations this season, with the key objectives of increasing market share, building awareness and preference amongst consumers and retail/importer stakeholders, and supporting exporters to drive conversion at the point of sale.
- Marketing activities will include retail promotions, working with premium retailers Cold Storage, Giant, and Fair Price to activate instore point of sale displays, instore consumer sampling, retail education/team training, and a gift with purchase to motivate consumers and increase basket size. Additionally, consumer activities including social media promotions via influencer partnerships and influencer attendance during instore promotions will support retail activities to drive consumer awareness.

All export marketing activities will go live from November, through to end of December 2025.



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- 🏆 Putting Australian mangoes back where they belong - on the world stage

2026 IS OUR BREAKOUT YEAR AND IT'S JUST THE BEGINNING!

We're launching into new global markets, and we need the best Australian growers with us. **Summer is coming**, and we're building something big with people who share our ambition.

Garry Williams – Procurement Manager AGRANA Fruit

If you know mangoes, you know Garry Williams, Australia's most trusted Procurement Manager. Garry doesn't just buy fruit, he **builds relationships**, **drives value**, and **creates long-term success** for the growers he works with.



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