

**Industry Development
Officer for the
Riverina Citrus
Industry**

Peter Morrish
Riverina Citrus

Project Number: CT04026

CT04026

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**Industry Development Officer for the
Riverina Citrus Industry.**

Preliminary Final Report

**HAL Project-CT04026
May 2007**

**Peter Morrish et al
Riverina Citrus**

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Preliminary Final Report
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Purpose of the Project

Funding

Riverina Citrus and Horticulture Australia Ltd.

Collaborating Institutions

NSW Department of Primary Industries
Griffith & District Citrus Growers
Leeton Citrus Growers

June 2007

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Preliminary Final Report
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May 2007**

Project Leader: Peter Morrish, EO Riverina Citrus

This is a preliminary financial report due to the project receiving a 12 month extension (CT07004) following an application for a further 3 year project to Horticulture Australia. A third party review of the project will be undertaken during the twelve month extension.

Summary

The Industry Development Officer for the Riverina Citrus Industry funded through Riverina Citrus and Horticulture Australia Ltd, has provided the regional citrus industry the services of an Industry Development Officer managed by Riverina Citrus.

The position was developed due to reducing extension activities through the NSW Department of Primary Industries to facilitate the technology transfer of information from research to growers, and from markets to the industry. The role also encompassed the monitoring of planting statistics and development of the crop forecast for the Riverina through annual measurements.

The key activities of the position facilitated the technology transfer of the latest best practice information between researchers and the citrus industry of the Riverina. This was predominately undertaken through presentations at selected venues or on-property farm walks.

Specific specialised accredited training courses were also co-ordinated in the region, particularly focussed on export market access requirements and Occupational Health and Safety. These courses provided information to ensure that the local industry was up to date on requirements of workplans and legislatively. With the workplans, the accreditation allowed the personal to then inspect orchards for market access to those specific export markets. For China, the Riverina was the only southern citrus growing region to export a container of Navels under the strict pest and disease requirements put in place.

The main benefits of the project were to provide the regional industry with a linkage to the research and market access requirements and information they required while providing industry information on an independent basis for crop forecasting and frost temperature monitoring.

The past three seasons have been extremely difficult for the regional Riverina citrus industry with drought, frost and hail events. The Industry Development Officer role was flexible enough to move to providing specific information for growers on these issues and options in managing their orchard if they were affected.

Growers and industry representatives within the region feel that this position and project has been positive for the industry with the seeds set for strong industry growth with the appropriate climatic and financial improvements.

Introduction

With the reduction in citrus extension staff at NSW DPI, Riverina Citrus (RC) applied for funding with Horticulture Australia Ltd. on a Voluntary Contribution (VC) project basis in 2004 for an industry development project. To fund the VC component of the project growers in the Riverina region agreed to increase their state regulated Riverina Citrus levy by \$1.00 per tonne.

Planning for the project included input from the regional Leeton and Griffith Citrus Grower groups, Riverina Citrus representatives and NSW Department of Primary Industries.

Outputs of the project included:

- Crop Forecasting - manage and constantly update the crop forecasting system, planting and production statistics database for Riverina Citrus fruit.
- Quality Management
 - encourage the adoption of the product development program, including the meeting of export requirements for existing and new markets of the region's industry,
 - the encouraging of growers to make use of the Citrus Growing Manual in their everyday farming operations, aimed at improving fruit quality.
- Research & Technology Transfer
 - assist growers in the exploration of new technologies through timely field days, workshops and training,
 - Conducting of region specific varietal and cultural practice trials.
- Improved Communication and Industry Information Transfer
 - The attendance and addressing of regular meetings of growers, packers, processors, industry organisations and other stakeholders,
 - constant and on-going liaison with ACG, HAL and other appropriate industry organisations,
 - regular writings in industry publications including the Australian Citrus News and Riverina Citnews.
- Occupational Health and Safety Manual - assist in the creation and adoption within the growing community of a citrus specific Occupational Health and Safety Manual.

Method and activities and Implications

Orchard Quality Management

The citrus growing manual has been the major tool utilised for understanding by growers of best practice requirements and was promoted verbally to growers during meetings and property visits. Further information included in the communication processes was the Citrus Fruit Management Guides 1 & 2 informing growers of the opportune times for application of nutrients and general management issues to achieve fruit size to meet market requirements.

Improved Communication & Industry Information Transfer/Extension Activities

Several different courses have been facilitated with high ranking guest and local presenters to improve the knowledge of the regional citrus industry and in particular the quality control officers and grower liaison officers in citrus Packingsheds.

Market Access

A course for Crop Protection inspection officers for Korea was co-ordinated with Dr Mo NSW DPI on May 6 2005. This provided the participants with orchard inspection accreditation for management practices and pest inspections (Fullers Rose Weevil) to ensure growers meet Korean Market protocols. The Riverina IDO also undertook orchard leaf inspections as an AQIS accredited Officer for orchard access to the Korean export market.

Pest Control

Biological control of pests is the preferred method under the citrus Integrated Pest Management. The IDO assisted DPI Victoria's Raelene Kwong with site selection and observation of trials for the bridal creeper control agent rust fungus applied by aeroplane. The trial was to determine the effectiveness of the application method. Initial trial results were very positive with further monitoring to be undertaken. If the results prove successful the method of application of the bridal creeper rust fungus will include air application.

Industry Meetings/representation

Attendance by the IDO at several different industry meetings is important for their understanding of the impact on industry and who are the people to talk to on these specific issues. The IDO attended meetings and teleconferences in relation to fruit fly issues, regionally and in the Tri-State Fruit Fly area and citrus best practices, market access workplans and other industry related meetings.

Seasonal AQIS debriefing meetings on the past citrus export season and on future requirements were attended annually and included the facilitation of a presentation at the Riverina Citrus season outcomes meeting co-ordinated in November 2006

A briefing to the new Executive Director of NSW DPI Biosecurity, compliance and Mine Safety on Fruit Fly issues by the IDO during her visit to the region in June 2005 in the absence of the Riverina Citrus Executive Officer.

Other review session facilitated in the region include the annual USA navel season summary presented by DNE.

Information from these meetings and teleconferences was distributed to the Riverina Citrus Industry that did not attend through the Riverina Citrus monthly newsletter

In facilitating the transfer of industry technical information the Industry Development Officer also assisted in preparation of venues and speakers for the following grower meetings. It took some 12 months of training under the previous Riverina Citrus EO & CITTGroup co-ordinator before the new IDO undertook the facilitation of meetings. This time was utilised to ensure the new IDO was up on industry issues without too much pressure to perform while gathering industry knowledge.

Some of the facilitated meetings were held in conjunction with CITTGroup meetings.

- 21/22 Sept 05 Ralex trial and pest management Wamoon and Lake Wyangan. Guest speakers Adele Dunn Horticulturalist Yenda Producers, David Sides Technical Services Manager MIA Rural Services
- 24/25 Nov 05 Chemical thinning and Nutrition at Pacific Fresh pack-house (Leeton), Riverbest pack-house (Griffith). Guest speaker Steve Falivene NSW DPI Dareton
- 20/21 Dec 05 Rind Quality Project at Wamoon, and Lake Wyangan. Guest speakers Ken Bevington Senior Researcher NSW DPI Dareton, Arthur Edwards Senior Horticulturalist Yandilla Park, Dean Morris, Nicholas Koch Dow Agri Chemicals
- 4 May 05 US export season outlook and Rind project results.
- 10/11 May 05 Best Practice Bus tour to Sunraysia to observe citrus growing under netting and possibility of using an olive harvester to mechanically harvest citrus.

2006

- 27/28 Jul Confidor Guard and Pruning of citrus
- 11 Aug Wayne Parr, Variety Access and Peter Turner, Citragold presented information to packers and growers on new varieties they are bring to Australia from South Africa.
- 22 Aug Nutrition and new Easy Peel Variety
- 4 Sept Steve Falivene USA and Israel
- 5 Sept Pruning Work Shop
- 11/12 Oct Identification of Kelly's Citrus Thrips
- 19 Oct Hosted representatives from APVMA on post harvest techniques
- 9 Nov Post Harvest Steering Committee
- 10 Nov Fullers Rose Weevil Research Project
- 23 Nov Riverina Citrus Season Review Outlook Forum
- 7 Dec DNE USA season review – Australian citrus exports
- 12 Dec Management of Citrus with less Water

2007

- 5 Apr ACCC Explanation on Horticulture Code of Conduct
- 23 Apr Efficiencies in Irrigation and Nutrition
- 2 May Post Harvest Workshop

On the 3rd May Involved with Steering Committee to give guide lines on how to manage Citrus in Drought conditions.

Market Access

Involvement with market access issues included discussions with AQIS regarding citrus export work plans for Korea, Thailand, China and Japan. This also included providing information to packingsheds during regular visits.

The IDO is also developing a grower Spray Diary for growers' use that has Best Practices incorporated as well as standard requirements from packers to meet all export markets to ensure best possible return.

Facilitation of Industry Information Meetings:

The IDO assisted the regional irrigation water supply organisation (MI) to attend grower meetings to present the changes in the planned management of water flow rate shares throughout the Murrumbidgee Irrigation Area with the pronounced cuts to High Security users.

Through a DAFF project (Industry Collaboration-Options to Achieve Economies of Scale for Horticulturists) the IDO organized growers to take part in this project and from this the

growers have decided to form a purchasing group to look at the bulk purchase of nutrient/chemicals required and with the possibility of expanding this to machinery and possible collective bargaining. The IDO's role in this is to help facilitate the progress and also as a tool to help other growers implement

IDO assisted the national citrus body ACG Inc. by co-ordinating the venue for their facilitation of the Citrus Industry Bio-Security options to growers.

The annual USA export report conducted by DNE World fruit sales representatives was also co-ordinated within the region to inform growers of the outcomes of the 2005 USA citrus export season.

Citrus Post harvest

The Industry development officer is the Riverina representative on the national citrus Post Harvest Steering Committee participating in teleconferences and attending meetings as required. The March 2007 steering committee meeting was hosted by the Riverina. A Post harvest workshop for regional packingsheds on sanitation was facilitated in conjunction with the SARDI representatives that attended the steering committee meeting to ensure the regional Riverina packingshed representatives are aware of the latest sanitation research.

A post harvest survey of a representative sample of packingsheds was undertaken by SARDI in 2006. The IDO assisted SARDI Researchers undertaking sanitation testing in the 6 Riverina Packingsheds as part of the larger post harvest citrus project. The results were presented back to those individual sheds and a summary to industry. The Riverina Sheds results were excellent and came out ahead of the majority of sheds tested.

ACG Conference speakers – additional further presentations

The annual ACG Conference includes internationally recognised guest speakers. With them visiting Australia, the opportunity was taken to have them visit other regions to where the conferences are being conducted.

Mechanical Harvesting of Citrus

Professor Peterson from the US was co-ordinated by the IDO to attend the Riverina Region to present his research on mechanical citrus harvesters to CITTgroup meetings in April 2006 and to discuss with a couple of companies how they may progress their own research into harvesting citrus mechanically. This was undertaken after the ACG conference at which Professor Peterson was a guest international speaker.

South African Irrigation & Nutrition Practices

Two South African representatives presented to a regional grower meeting in April 2007 following the ACG conference in Renmark, South Australia. They spoke on nutrition and water requirements for citrus on a needs basis.

Industry Services

Riverina Citrus provides testing services to the regional citrus industry including maturity and post harvest fungicide concentration testing. These services are incorporated in the IDO role.

Fruit maturity testing occurs year round on behalf of the industry with peak periods prior to the start of each season for both Navels and Valencias. Individual results are returned to the grower with correlated results reported in the Riverina Citrus Citnews. Maturity testing tests fruit for internal sugar acid ratios of the juice to ensure growers/packers harvest the appropriate fruit to meet market requirements. A summary of the results are also verbally presented to the monthly grower meetings in the region.

The IDO also conducted spectrometer tests for local packers to ensure they have the correct concentration (ppm) in their fungicide tanks during the export season. This is an independent test to meet the Packers QA requirements.

IDO assisted the regional irrigation water supply organisation (MI) to attend grower meetings to present the changes in the planned management of water flow rate shares throughout the Murrumbidgee Irrigation Area. The IDO also represented regional growers while attending a meeting on the 3rd July 2005 with Murrumbidgee Irrigation on winter watering schedules. With the majority of Riverina Citrus growers utilising the Murrumbidgee Irrigation Channel system there is an issue with the emptying of channels for maintenance at a critical time for citrus growers that they are unable to access water for frost control. Anthony has liaised with Murrumbidgee Irrigation to minimise the length of time that the water will be out of the system.

Also due to a hail storm hitting several citrus growers in early 2005, the IDO assisted the regional bodies with information to assist in assessing damage for growers to get access to national disaster funding.

Biosecurity

Citrus Canker surveys were conducted in the region to assist in maintaining market access. Riverina Citrus and the IDO were involved in the survey work assisting the orchard inspection teams to ensure a smooth progress with growers.

Frost

Riverina Citrus has 49 Data temperature loggers located in the region. This is an annual role undertaken by the IDO with downloading and reporting for the temperature loggers that are placed throughout the region. The information has been collated and reported to growers and to the Packingsheds within the region. This was most evident in mid June 13/14/15 2006 with temperatures recorded in some locations as low as -4.5 for up to 3 hours which can affect fruit quality. A brief report was presented to the regional Leeton and Griffith Grower meetings in June 2006 and to specific packers who requested the information along with the Riverina Citrus committee. This information was also provided to packers and exporters which helped local growers and packers make a better business decision to avoid any claims from fruit exported overseas. It also proved that the region did not get to the cold temperature levels where extra monitoring requirements are required for export markets. With the widespread early frosts in the 2006 season, the process was more extensive than usually undertaken. From the DNE end of season presentation 2006, there was testimony that there was little detection of frosted fruit entering that market.

Conferences attended/Steering Committees.

The IDO attended the National Citrus Breeding & Evaluation Meeting at Dareton on the 23rd August 2005. A report was printed in the September 2005 Riverina Citnews.

As previously mentioned the IDO is the Riverina Citrus representative on the HAL Funded Citrus Post Harvest Steering Committee and reports from the meetings back to the Riverina Citrus Committee.

The IDO attends the annual Australian Citrus Growers Conference each year, also reporting to Riverina Citrus Growers in the regional Citnews. A component of this conference is the National Citrus Liaisons day meeting between citrus researchers and extension personnel, which the IDO also attends.

The National citrus Breeding meeting held in 2005 at Yanco was also attended on behalf of the regional citrus industry to ensure the IDO was up to date on the latest citrus varietal research in Australia.

Crop Forecast

For improved crop forecast Riverina Citrus has incorporated the National Citrus Planting Database program and the IDO followed up outstanding property surveys to enable the latest information to be used in the forecast. Fruit density counts were undertaken during February annually from 100 orchards to enable a preliminary crop forecast to be calculated.

Annually during March the same orchards were revisited as per the crop forecasting protocol to undertake fruit size measurements. The final crop forecast is calculated from these measurements and tree numbers. The information was presented to the wider citrus in a booklet and PowerPoint presentations to CITTgroup meetings and regional grower meetings. This information is critical to Riverina Citrus for their budgeting and also to packers and exporters in planning their harvest and marketing programs.

Measurements are taken in late October in Valencia blocks from where data is currently collected to determine if there would be any change in tonnage predicted.

Industry Orientation

With the appointment of a new NSW DPI District Horticulturalist in training for citrus in 2005 the regional IDO has been taking them around the region highlighting citrus issues including recently completed, current and future research activities occurring on citrus. This relationship is important to work together for extension of best practice principles to citrus growers.

Market Access

The 2005 Navel season was extremely difficult for fresh fruit marketing and a significant amount of fruit did not have a market. The IDO assisted growers and citrus packingsheds to find alternative outlets for the fruit rather than to council waste disposal pits. Feedlots and drought affected stock owners were very appreciative for oranges for their stock.

The Australian citrus industry has focussed on the China Export market with an export protocol agreement signed in November 2005. The IDO co-ordinated numerous meetings of Riverina export citrus packers to inform them of China Protocols and how to do business in China. Representatives of Agrifood Asia and Elders China presented information on China. Evaluation of attendees found the presentation extremely informative and a good background in doing business in China.

Numerous teleconferences regarding the China market were also participated on with representatives of ACG, AQIS, Bio-security and other regional citrus industry bodies. The IDO co-ordinated a meeting of Riverina Citrus packers with ACG president Mark Chown on the work undertaken by ACG to gain access to China and the grower/packer requirements to enter that market. This was followed with a grower Meeting on the 21st of March 2006 to inform them of the planned use of the Export Efficiency Powers for citrus exports to China. Mr Chown and the consultant and a HAL representative were in attendance at the meeting.

The IDO hosted and co-ordinated the Chinese technical inspection team visit to orchards and packingsheds within the region on the 9th of March 2006 as part of their assessment of the region for export. Verbal feedback of their visit was extremely positive with access granted.

Media

The industry development project incorporates preparation of media articles. Riverina Citrus produces a monthly newsletter 'Citnews' in which the IDO prepares an article that addresses regional issues and their activities for the previous month.

Citnews Monthly IDO Report September 2004-May 2005

Local media includes the regional "Area News" "The Rural" and "Irrigator" newspapers and also includes ABC Radio Wagga and 2RG radio in Griffith. These media types are also utilised for informing growers of upcoming activities.

The Rural	A bumper Valencia crop very a-peeling	1 April 2005
The Area News	Canker find upsets farmers	3 June 2005
The Area News	Inquiry looks into canker	8 June 2005
The Area News	Growers furious at false stats	8 June 2005

Adhoc media articles were also prepared for the Peak citrus industry publication "Australian Citrus News" and a peak rural Australian newspaper "The Weekly Times".

The Weekly Times	Season up-date on navel harvest	July 15 2005
The Weekly Times	Returns for citrus growers	July 22 2005
The Weekly Times	The effects of imports to local growers	August 26 2005
The Weekly Times	Fruit Fly out break and how it affects growers	Dec 22 2005
Australian Citrus News	April 2006 Issue	

Since the resignation of the Riverina Citrus Executive Officer in March 2005, the new EO appointed in June 2006 has overseen the preparation and distribution of media releases with input from the IDO.

Research

Citrus SAP Project

The Riverina Citrus project application to Horticulture Australia regarding SAP Analysis in citrus was reworked to meet HAL requirements and was approved in February 2006.

As part of the application the IDO meet in December 2005 with the Serve-Ag Laboratory Manager undertaking the testing, Dr Doris Bleasing. This meeting further enhanced the details within the proposal.

Once approval was determined the site selection was be finalised and a meeting of the growers involved facilitated to further inform them of what was involved in the project. The growers to be involved were selected by random ballot at regional grower meetings.

Management of the project is co-ordinated with the local collection body MIA Rural who will undertake the collection of the samples and analysis of results.

A summary of the proposed project was included in the Australian Citrus Growers annual project update "Citrus Insight" publication 2006.

A summary of the project was presented to the Citrus Liaisons Day as part of the annual Australian Citrus Growers Conference in March 2006 and a further update provided at the Riverina Citrus grower Budget meeting April 2007.

A participants meeting was conducted in September 2006 to discuss the next stage in the project, with issues raised from the last 12 months and what was expected from them over the next 12 months.

The first part was to compile data to establish guidelines/ranges of appropriate nutrients levels. The next stage will include recommendations of nutrients required. Recommendations

will be nutrient specific not brand. Participants are to provide further pack-out data and yields to have as comparison.

IDO Training

Riverina citrus encourages the IDO to undertake appropriate training to improve their knowledge of industry requirements and contacts. This enhances their ability in the IDO position.

The IDO attended a Farm Wise water use course 2005 conducted by NSW Department of Primary Industries to gain a greater understanding on the best practices of water usage and on Riverina soils and how well it retains moisture and nutrients.

In October 2005 a local pest scout assisted the IDO by showing him in the field how to monitor for citrus pests with particular emphasis on Light Brown Apple Moth and Katydid that are in orchards during that time of year.

He also attended and completed a certificate IV in Frontline Management through the local Riverina TAFE throughout 2006.

In April 2006 training was facilitated and undertaken through Riversun for accreditation as an orchard snail inspector for the US market access. The IDO also completed this course.

OH&S Requirements and Principles & other grower accreditation training

The IDO has had the responsibility to facilitate the development of the Riverina Citrus OH&S manual for growers. Regular meetings have been held with a local firm to finalise the OH&S Manual for distribution and training of growers. Included was the need to address local enquiries about HACCP and Chemical Users Courses for citrus growers.

The IDO has been liaising with Yanco Ag Institute to inform him of planned activities including OH&S and Chemcert so citrus growers can be notified. OH&S courses are also conducted by other organisations in the region and details forwarded to growers as they come to hand. On the 17th and 24th of November growers attended OH&S Course at Leeton TAFE as well as the IDO. There will also be future courses run as funding becomes available.

Citrus growers have also requested HACCP training for orchards regarding food safety. Information has been distributed to regional grower groups regarding HACCP trainers and auditors within the region. The IDO also provides growers with information regarding quality assurance accreditation upon request.

The possible implementation of Green Card for permanent and seasonal workers on properties information session conducted by NSW DPI was attended with the need for greater seasonal labour in the region. A watching brief is being maintained in this area.

Steering Committee

The day to day management of the Industry Development Officer is under the guidance of the Riverina Citrus Executive Officer and Committee. Monthly reporting to the Riverina Citrus Committee & regional grower group meetings is undertaken

Liaison between NSW DPI Horticulturalist and the Citrus Industry Development Officer is seen as essential to plan extension operations together and reduce overlap between the positions.

The NSW DPI Horticulturalist based at Yanco participates in an advisory manor for the Citrus Industry Development Officer Steering Committee.

A meeting was held on the 12th of September 2005 between regional citrus representatives, growers, packers, exporter and juice company representatives in conjunction with NSW DPI research and extension staff, to further develop a regional plan for the Riverina Citrus Industry Development Officer.

An internal review of the project was undertaken in September 2006 with local growers, packers and young industry representatives to develop the proposal put to HAL for funding a further 3 years of the project from July 1 2007.

Evaluation

An independent evaluation was planned prior to the completion of this project, but with a 12 month extension of the project granted, the Riverina Citrus committee felt it was best held off until during that extension period in planning for future requirements.

Recommendations

The recommendation from the internal industry reviews of the project in September 2006 and with the support of the Riverina Citrus Committee it was determined to apply for a further 3 years of funding for the project, especially with the current water issues facing the industry. The specific areas of direction are incorporated in appendix 1.

Acknowledgements

Riverina Citrus Committee & staff

Dominic Nardi, Elders Griffith.

NSW DPI, Sandra Hardy, Andrew Green, Ken Bevington

Leeton Citrus Growers Inc.

Griffith & District Citrus Growers Inc.

Gavin Foord, WA citrus IDO

Kym Thiel, Riverland IDO

Australian Citrus Growers Inc.

Appendices

Appendix 1 IDO Review & Future Citrus Growers Sessions

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Appendix 1

IDO Review & Future Citrus Growers Sessions

Notes from meetings conducted in September 2006

Background

The current funding arrangement for the Riverina Citrus IDO finishes in May 2007. A new project application is required to be prepared for submission to Horticulture Australia by November 2006 for the project to begin in July 2007.

The project also requires regular reporting of steering committee management of the project. To assist in developing a new project proposal and in reviewing the current project two meetings were undertaken with members of the current steering committee and young citrus personal within the region.

From the information provided at the meetings a new project proposal will be developed for submission to HAL with Riverina Citrus Committee support.

Outcomes

All participants were very happy with the way the Industry Development Officer and CITTGroup Co-ordinator positions were currently being conducted and believe the reason for the downturn in numbers is purely because of the current downturn in returns for producing citrus. Neither group was able to provide any specific answers to get more growers to meetings or workshops.

Summary of issues highlighted for the next project to consider and address (It must be noted that some of the issues raised do not necessarily fit within the role of the IDO, but may be more of an issues for an industry body than a specific person):

Statistics

- Planting

- Production

Reduce Costs and Increase returns

- Research

 - Technology

- Cost of Production

Communication

- Supply Chain

Marketing

- Training Packinghouses to Market

- Promotion

 - Health Benefits

 - Schools

 - Kids

 - Riverina Region

 - Domestic/Export

 - Point of difference

- Co-ordination within Region

Fresh
Juice

Market Trends/Awareness with greater understanding

Process
Fresh

Orchard

Varieties
Rootstocks
Best Management Practices
 QA
 OH&S
Water Security and access to water
Mechanical Harvesting
Fruit Quality
 Size
 Rind
 Taste
Harvest Labour (They select the good orchards)
 Lack of (generally word of mouth)
 Training
 Accommodation/facilities
Irrigation (Right amount at the Right time)
Pest IPM
Individual Crop Forecasting
 Valencias - August September
Economics – What is the Cost/loss/benefit/profit?
 Pruning
 Thinning
 Fertigation
 Windbreaks

Post Farm Gate

Transparency
Packout
 Weekly Summary
Packing Costs
 Benchmarking
Price Indicators
 Average Returns
 Grade vs Size
 Customer
Overrun
 Markets/alternatives for low quality fruit
 Ethanol
 Wine
 Supply Chain CITTGroup
Markets
 New

Perceptions

Riverina Fruit is automatically down priced

ADVICE - Seeing is believing

Where

When

Trials - locally

On farm – different management techniques

Orchard to Shed

Riverina based Farm Walks

Varieties/rootstocks

Future Direction

The summary will be reported to the Riverina Citrus Committee October 2006 meeting.

The information collected from these meetings will be used to develop the project application for Industry development Officer funding through a voluntary contribution project with funding from Riverina Citrus and Horticulture Australia Limited.