

# **Horticulture Innovation Australia**

## **Final Report**

### **The 10th Australian Mango Conference - Northern Territory**

Trevor Dunmall  
Australian Mango Industry Association Ltd

Project Number: MG13700

## **MG13700**

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# Contents

Summary .....	3
Keywords.....	3
Introduction .....	4
Methodology .....	4
Outputs .....	4
Outcomes .....	5
Evaluation and Discussion .....	5
Recommendations.....	6
Scientific Refereed Publications .....	6
IP/Commercialisation .....	6
References.....	6
Acknowledgements.....	6
Appendices .....	7

## Summary

The 10<sup>th</sup> Australian Mango Conference was held at the Sky City Casino, Darwin and Barry Albrecht's mango orchard and packing shed, Arnhem Highway, Lambells Lagoon, Darwin from the 25<sup>th</sup> to the 28<sup>th</sup> May 2015.

The three day Conference focused on a range of issues that impact the mango industry. For this conference, presentations over first two days focused on export, marketing, quality, consumer and fresh fruit business trends. The third day of the conference was the field day.

The conference theme, 'Celebrate, Collaborate and Create' provided the focus for the conference program. Highlights of the program included:

- Collaboration to maximize profitability – Dawn Gray, Dawn Gray Consulting
- Future retail trends impacting on the mango momentum – Tristan Kitchener, Tristan Kitchener & Associates
- Developing the Australian mango market in Korea – Mr. Chang Hwa Oh, Jinwon Trading Co Ltd
- Consumer engagement – the focus for success, Mark Loeffen & Associates
- Mangoes – as a non-host of fruit fly – Austin McLennan and Bob Williams, NTDPF
- Resin Canal Discolouration- cause, effect, management and future research – Andrew Macnish, QDAF and Cameron McConchie, NTDPF
- Mango crop manipulation – Cameron McConchie - NTDPF

The conference had 26 sponsors, and of these 16 had trade exhibition stands at the conference, which demonstrated the commercial links that industry has developed and maintained.

## Keywords

Mangoes, conference, collaboration, quality

# Introduction

Mangoes are grown commercially by approximately 650 growers throughout many areas of tropical and sub-tropical Australia. Key production areas include Gingin, Carnarvon and Kununurra in Western Australia; Darwin, Katherine and Mataranka in the Northern Territory; Mareeba / Dimbulah region, Townsville/ Burdekin/Bowen regions, Rockhampton/ Yeppoon and Bundaberg in Queensland; and northern New South Wales. There are also several growers developing small orchards in the Mildura region of Victoria. The industry is characterised by the diverse geographical spread of production and the diverse nature of the scale of production.

Because of the wide geographic spread and that the full Australian season commences in September and concludes in March, the opportunity for industry participants to come together is limited. The biennial Australian Mango Conference usually held in May every second year creates an ideal opportunity for people from all sectors of the industry to meet.

# Methodology

The Mango conference was convened by Hayley Melhuish events with staff from AMIA assisting with key areas of content, program development and sponsorship, as well as general organisational aspects of the conference.

Conference planning commenced in early 2014, with a small conference organising committee formed and this committee maintained a role of reviewing plans and contributing ideas and concepts.

# Outputs

The Conference program is attached – see appendix 1.

The Conference commenced on the evening of Monday 25<sup>th</sup> May with a welcome reception and concluded with a farewell event on the evening of Thursday 28<sup>th</sup> May.

Experienced Master of Ceremonies, Andrew Klein led conference delegates through the program and facilitated the smooth flow of sessions.

Day 1. This session held during day 1 was a mix of presentations and facilitated panel discussions. Noted ABC journalist Matt Brann facilitated the panel discussions and ensured each panel remained focused on the topic.

The focus of day 1 was mango marketing, quality and its impact on consumers, and creating the mango experience

Day 2. Day 2 followed a similar pattern to day 1, with a mix of presentations and facilitated panel discussions

The focus of day 2 was trends in retail, export traction and new developments in market access.

Day 3. Day 3 was held in an orchard and packing shed.

The focus of day 3 were the outcomes of research and development activities occurring in the industry.

## **Outcomes**

The delegates attending the conference gained a greater understanding on the range of topics presented at the conference.

Delegates had the opportunity to discuss issues that were impacting on the industry and discuss future opportunities.

Key topics includes that will generate improved outcomes for industry focused on quality, export and crop management. A delegate survey was undertaken using an on line survey process and the results are included as Appendix 2

The key outcomes from conference include:

Participants of the 10<sup>th</sup> Australian Mango Conference have a greater understanding:

- the challenges retailers have in selling mangoes and the programs they put in place to increase sales
- the business relationships and developments with major retailers
- the importance of quality and harvest maturity
- industry export initiatives and the opportunities and challenges
- new crop manipulation methods
- the latest research outcomes demonstrating mangoes in a mature green state are non-hosts of fruit fly

Growers who were unable to attend the conference will receive information through the publication of articles and presentations that were made at the conference, either through articles published in the industry publication, Mango Matters, where made available by the presenter, or through the industry website.

The Conference was well attended by a wide cross section of industry, with delegate numbers in line with previous conferences. Sponsor and trade exhibitor number were up significantly on the previous conference. There was a very positive atmosphere among delegates and a growing sense of optimism on the industry's prospects.

## **Evaluation and Discussion**

The conference was assessed through both an on line survey of conference delegates undertaken following the conference (results in appendix 2) and through personal communication by AMIA staff with a cross section of delegates throughout the conference. Both the survey and the discussions with delegates were aimed at determining what aspects of the conference worked well and what aspects need to be improved. Prior to the Mango Conference, industry is requested for input into the topics and issues that should be included in the conference program.

Evaluation and comments on each day include:

Day1. (Sky City Casino) The presentations and discussion were focused on reinforcing the need to maintain quality. The panel discussions were well received by delegates.

Day 2. (Sky City Casino) The presentations and panel discussions were very well received by delegates. Two presentations which received the most praise were:

Future retail trends impacting the mango momentum – Mr. Tristan Kitchener, Tristan Kitchener & Associates

Developing the Australian Mango market in Korea – Mr. Chang Hwa Oh, President, Jinwon Trading Co Ltd.

Day 3. Arnhem Mangoes. The presentations and speakers were well received by delegates although a significant audio visual failure impacted negatively on the quality of the presentations and the planned interactive discussions with presenters and delegates.

#### Trade Exhibits

The number of Trade Exhibitors was similar compared to previous conferences. The Trade Exhibition is seen as an integral part of the conference and feedback from both trade exhibitors and delegates was positive

## **Recommendations**

The 10<sup>th</sup> Australian Mango Conference is an integral component of the long term communication activities of the industry. The Conference provides a great environment for people working in all sectors of the industry to meet, make and renew acquaintances. It provides the opportunity for personal and business relations to develop in a relaxed atmosphere. There are few other opportunities for this type of networking and relationship development. The organizing committee believe that the biennial conference should remain as an integral component of the industries communication activities.

## **Scientific Refereed Publications**

Not applicable

## **Intellectual Property/Commercialisation**

No commercial IP generated

**Appendix 1. 10<sup>th</sup> Australian Mango Conference Program**

**Appendix 2. 10<sup>th</sup> Australian Mango Conference Delegate survey**

**Appendix 3. Conference delegate list**

**Appendix 4. Conference Budget reconciliation (see separate document)**



# OFFICIAL PROGRAM

THE 10TH AUSTRALIAN MANGO CONFERENCE

# CELEBRATE COLLABORATE & CREATE

» — DARWIN 25-28 MAY 2015 — «

HOSTED BY THE AUSTRALIAN  
MANGO INDUSTRY ASSOCIATION

**AUSTRALIAN  
MANGOES**



Horticulture  
**Innovation**  
Australia

The 10th Australian Mango Conference is proud to have partnered with Woolworths and Horticulture Innovation Australia



# Thank you!

We'd like to thank our supply partners for their support during the 2014 Mango season and we are looking forward to the season ahead!



*the fresh food people*  
Woolworths 

The Destination – Darwin	2
Welcome	3
Key Message	4
Day One Program	5
Day Two Program	6
Field Day Program	7
Welcome Reception	8
Gala Dinner	9
Field Day	10
Farewell Drinks	11
Presenter Profiles	12
Exhibitors and Accommodation	16
Bus Schedule	16

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Address: PO Box 376, Brisbane Markets, QLD, 4106

# The Destination – Darwin

Australia's only tropical capital city, Darwin gazes out confidently across the Timor Sea. It's closer to Bali than Bondi and can certainly feel removed from the rest of the country.

Darwin is arguably Australia's most multicultural city, boasting a population made up of people from more than 60 nationalities and 70 different ethnic backgrounds. Darwin has plenty to offer the visitor. Chairs and tables spill out of street-side restaurants

and bars, innovative museums celebrate the city's past, and galleries showcase the region's rich indigenous art. Darwin's cosmopolitan mix – more than 50 nationalities are seamlessly represented here – is typified by the wonderful markets held throughout the dry season.

Nature is well and truly part of Darwin's backyard - the famous national parks of Kakadu and Litchfield are only a few hours drive away, and the unique Tiwi Islands are a boat-ride away.

Darwin's traditional owners, the Larrakia people, are prominent and active members of the community, and many still adhere closely to their traditional beliefs and customs.

Darwin has evolved from its days as an incredibly laid back frontier town and while it still retains its relaxed charm, it has become a highly sophisticated city.

## The Venues: Skycity Casino & Darwin surrounds



Skycity Casino's Beachside Pavilion will play host to the 10th Australian Mango Conference. Overlooking the Arafura Sea, the Beachside Pavilion is Darwin's only five star beachside function venue. Its tropical surrounds make for a unique conference experience and will make you feel like you are somewhere exotic.

To give you a taste of Darwin's outdoor lifestyle, while you are with us, we will be taking you all over Darwin to showcase its exceptional diversity – from nature, to history, to culture.





# Welcome to the 10th Australian Mango Conference

We are here to celebrate our achievements, collaborate to build a united industry and create our future. Thank you to Woolworths, our Platinum Sponsor, and to Horticulture Innovation Australia for their long term support. We hope you enjoy your visit to Darwin, a vibrant city in the heart of one of the most important mango production regions in Australia.

While there are still real challenges ahead, and every season brings more than its share of challenges for some of us, I believe there is a different feeling in the industry right now, one of cautious optimism and a sense of purpose across all sectors. We have begun a new chapter and this conference will be the catalyst for us to work as a united industry, while simultaneously building our own businesses. We will have an opportunity to reflect on the season that was and look forward to the industry we want to create. We have



all worked hard to build this momentum, and now is the time to reinforce our goals and work together to achieve them.

*Growing Your Profitability* will be the underlying message of this conference. The sessions have been tailored to include topics, discussions and presentations that will deliver real value and ensure you walk away with new ways of thinking and practices that will improve your profitability. We have invited our Keynote Speaker, Dawn

Gray, for an international perspective and to give us all solid advice to use collaboration as a stepping stone to success that we can take on a personal level and also into our businesses. We will review the headway we have made in exports this season and learn from these experiences for future seasons. I hope you will all get involved as the opportunities for Australian mangoes are enormous.

This is a conference for everyone. If you're serious about the mango industry and improving your business then I look forward to seeing you in Darwin to celebrate, collaborate, and create a future that is big, bright and profitable.

**GAVIN SCURR, AMIA CHAIRMAN.**

**Key Message**

# Growing your profitability through collaboration

The 10th Australian Mango Conference will bring together the key people within our industry to celebrate the opportunities and discuss the challenges that have a real impact on the profitability of our businesses.

The conference will highlight the importance of the four spokes of the 'wheel of

velocity' - consumer, quality, forecasting and engagement - and the opportunities they create for you to achieve greater profitability.

It will focus on advances in production efficiency through research and development to maximise market opportunities, as well as industry communication

and development, which have a positive influence on your profit margins.

The aim of the conference is to build collaboration within and across the industry, transforming our collective view and creating our future.

## Breakdown of events

### **Evening - Monday 25th May 2015**

Welcome Reception at the enchanting Darwin Botanic Gardens

### **Evening - Wednesday 27th May 2015**

Gala Dinner at an iconic Darwin location

### **Evening - Thursday 28th May 2015**

Farewell Drinks at Darwin Trailer Boat Club



## Program

**Tuesday 26th May 8.30am to 5pm**

<b>8.00am</b>	<b>Conference &amp; Trade Exhibits open</b>	
<b>8.30am</b>	<b>Welcome to the 10th Australian Mango Conference</b>	Andrew Klein - Conference MC
<b>9.10am</b>	<b>Session 1 - Celebrate, Collaborate &amp; Create</b>	Treena Welch - Australian Mangoes Robert Gray - AMIA Gavin Scurr - AMIA
<b>9.30am</b>	<b>Keynote Presentation</b> Collaboration to maximise profitability	Dawn Gray - Dawn Gray Global Consulting
<b>10.20am</b>	<b>Morning Tea</b>	
<b>10.40am</b>	<b>Session 2 - Mango Marketing</b> Creating the Wheel of Velocity & Momentum	Treena Welch - Australian Mangoes
<b>11.00am</b>	Creating consumer demand	Elisa King - HIA
<b>11.20am</b>	Creating retail velocity	James Bigg - Woolworths Shaun Holt - ALDI Tristan Harris - Harris Farm Markets
<b>12.30pm</b>	<b>Q&amp;A Panel</b> Reaching our potential - velocity & momentum at retail	Retailers & marketers James Bigg, Shaun Holt, Carlo Ceravolo, Adam Heitmann, Treena Welch
<b>1.00pm</b>	<b>Lunch</b>	
<b>2.00pm</b>	<b>Session 3 - The Wheel of Velocity - building momentum</b> Consumer engagement - the focus for success	Mark Loeffen - Mark Loeffen & Associates
<b>2.30pm</b>	Focus on quality <ul style="list-style-type: none"> <li>• Objective reporting</li> <li>• Sensory panel results</li> <li>• Measuring mango maturity</li> <li>• Crop forecasting &amp; crop flow</li> </ul>	Robert Gray - AMIA Terry Campbell - DAF Boyd Arthur - AMIA
<b>3.15pm</b>	<b>Afternoon Tea</b>	
<b>3.45pm</b>	<b>Session 4 - Creating the Mango Experience</b> <b>Q&amp;A Panel</b> - Meeting consumer expectations	Thibault Coste, Terry Campbell, Mark Loeffen, Dawn Gray
<b>4.15pm</b>	Celebrating success	Treena Welch - Australian Mangoes
<b>5.00pm</b>	<b>Finish</b>	
<b>5.30pm</b>	<b>AMIA AGM</b>	
	<b>Free night for delegates</b>	

## Program

### Wednesday 27th May 8am to 4.20pm

<b>7.45am</b>	<b>Conference Day 2</b> - Trade exhibits open	
<b>8.00am</b>	<b>Welcome Day 2</b>	Andrew Klein - Conference MC
<b>8.15am</b>	<b>Session 1 - Collaborating to take advantage of opportunities Q&amp;A Panel</b>	The Hon, Willem Westra Van Holthe, Minister for Primary Industry & Fisheries & a panel of industry representatives
<b>9.00am</b>	Future retail trends impacting the mango momentum	Tristan Kitchener - Tristan Kitchener & Associates
<b>9.40am</b>	<b>Morning Tea</b>	
<b>10.10am</b>	<b>Session 2 - Export traction and acceleration</b>	
	The road map to meeting our export target	Robert Gray - AMIA
<b>10.20am</b>	Understanding the US market	Dawn Gray - Dawn Gray Global Consulting
	Australian mangoes in the US - the outcomes of our first year's trial shipments	Michael Daysh, DPIF, Bill Gerlach, Melissa's and Ben Reilly, Giumarra
<b>11.10am</b>	Understanding Asian markets	Dawn Gray - Dawn Gray Global Consulting
	Developing the Australian Mango market in Korea	Mr Chang Hwa Oh, President - Jinwon Trading Co Ltd
<b>12.10pm</b>	<b>Lunch</b>	
<b>1.10pm</b>	<b>Q&amp;A Panel</b> - Collaborating to develop export markets	Mr Chang Hwa Oh, Bill Gerlach - Dawn Gray Dan Harris, Ben Reilly, John Nardi
<b>2.00pm</b>	<b>Session 3 - New development in market access</b>	
	Cash opportunities for R&D	Daniel Knox - Price Waterhouse Coopers
	Mangoes - as a non-host of fruit fly	Austin McLennan & Bob Williams - NTDFIF
	Trends in disinfestation research - irradiation & low dose methyl bromide	Peter Leach - DAF
	Working for improved market access	Adam Powell - DoA
<b>3.40pm</b>	Collaborating to create our future	Andrew Klein - Conference MC
<b>4.00pm</b>	<b>Afternoon Tea</b>	
<b>4.20pm</b>	<b>Finish</b>	



## Program

## Thursday 28th May - Field Day Program

<b>9.00am</b>	<b>Field Day &amp; Trade exhibits open</b>	
<b>9.10am</b>	<b>Magpie Geese</b> – challenges & future research	Warren Hunt - DPIF Mike Lawes - CDU Keith Saalfeld - DPIF
<b>10.00am</b>	<b>Morning Tea</b>	
<b>10.30am</b>	<b>Resin Canal Discolouration</b> – cause, effect, management, future research	Andrew Macnish - DAF & Cameron McConchie - DPIF
<b>11.10am</b>	<b>Mango quality</b> <ul style="list-style-type: none"> <li>• Challenges with transporting mangoes</li> <li>• How to reduce under skin browning</li> <li>• Mangoes that fail to de-green</li> <li>• Measuring Dry Matter</li> </ul>	Peter Hofman & Terry Campbell - DAF
<b>12.00pm</b>	<b>Pollination in your orchard</b>	Romina Rader - UNE
<b>12.20pm</b>	<b>Lunch</b>	
<b>1.20pm</b>	<b>Mango small trees</b>	Ian Bally - DAF
	<b>New mango varieties</b>	Ian Bally & Jodie Campbell - DAF & Bob Williams - DPIF
<b>2.00pm</b>	<b>Managing fruit fly in the orchard</b> – Orchard freedom, non-host status, lures	Austin McLennan & Bob Williams - DPIF & Peter Leach - DAF
<b>2.40pm</b>	<b>Afternoon Tea</b>	
<b>3.00pm</b>	<b>Mango crop manipulation</b> – Adjusting your flowering to manage your harvest, Lambells Lagoon	Cameron McConchie - DPIF
<b>4.00pm</b>	<b>Finish and return to Darwin</b>	

## We would like to extend our sincere thanks to the following partners:

Platinum sponsor



Gold sponsors



Silver sponsor



## Welcome Reception

**When:** Monday 25th May, 6.30pm – 9.30pm

**Where:** George Brown Darwin Botanic Gardens

The 10th Australian Mango Conference will kick off on a balmy night in the tropical setting of Darwin's Botanical Gardens. The evening will provide a chance for delegates from across the industry to mingle and will set the scene for the coming days. A casual dinner and drinks will be served beneath the enchanted and historical trees.



### This event is proudly sponsored by Harris Farm Markets

Harris Farm Markets is committed to working with growers to sell every piece of fruit that comes off the tree. From the premium export fruit to our Imperfect Picks range, the ability to sell our fruit the way Mother Nature delivers it, is a core strength of our business. Other key strengths include flexibility and the ability to access and react quickly to changing market environments.

The different divisions of Harris Farm Markets further enable us to deliver on this commitment.

- **Retail markets**
- **Market stands**
- **Wholesale business**
- **Export business**
- **Food services**



**HARRIS FARM MARKETS**

# FRESH FRUIT THE WAY MOTHER NATURE INTENDED

Harris Farm Markets is committed to working with growers to sell every piece of fruit that comes off the tree. From the premium export fruit to our Imperfect Picks range, we pride ourselves in our ability to sell fruit the way Mother Nature delivers it.

**RETAIL MARKETS • MARKET STANDS • WHOLESALE BUSINESS  
• EXPORT BUSINESS • FOOD SERVICE**

**Gala Dinner**

**When:** Wednesday 27th May, 6.30pm - 11.00pm

**Where:** Secret location to be revealed  
on arrival

Hosted at a unique and culturally significant location, the Gala Dinner is set to be one of the most extraordinary dinners ever experienced at a conference. Because of its military history, the uninterrupted sunsets and magnificent views of Darwin and Fannie Bay, this is one event you cannot miss!

**Woolworths proudly presents  
the Gala Dinner**



**We would like to extend our thanks to the following businesses for their generous contribution to the 10th Australian Mango Conference**





## Field Day

**When:** Thursday 28th May, 9.00am - 4.00pm

**Where:** Arnhem Mangoes and Lambells Lagoon

Arnhem Mangoes is a small mango orchard 50 minutes south east of Darwin. Established by Barry Albrecht in 2001, Arnhem Mangoes has 11,000 trees across three varieties of mangoes, Kensington Pride, R2E2 and Keo Savoy.

**This event is proudly sponsored by the Queensland Department of Agriculture and Fisheries, the Northern Territory Department of Primary Industries and Fisheries and the Western Australia Department of Agriculture and Food**



**Northern Territory Government**



Advertisement

Department of Agriculture and Fisheries

## Supporting innovation in the mango industry

Queensland's Department of Agriculture and Fisheries (DAF) is a proud major sponsor of the 10th Australian Mango Conference 2015.

DAF provides leadership for the growth of food, fibre, fishing and forestry industries to optimise their contribution to Queensland's economy, environment and consumers.

Through targeted investment in research and extension, we provide expertise in all aspects of mango production and supply chain management.

Make a difference to your business by coming and speaking with our team at the DAF trade display booth.

**[www.daf.qld.gov.au](http://www.daf.qld.gov.au)  
13 25 23**



## Farewell Drinks

**When:** Thursday 28th May, 6.00pm – 9.00pm

**Where:** Darwin Trailer Boat Club

Please come down to the Darwin Trailer Boat Club for casual drinks and nibbles as we celebrate our achievements and bid farewell to three great days. Join us for a toast as the sun sinks into the Arafura Sea.



Northern  
Territory  
Government

## Stimulating economic development in the mango industry

The Northern Territory Department of Primary Industry and Fisheries (DPIF) has a vision of a flourishing economy underpinned by profitable and sustainable resource-based industries.

The department provides research, development and export services to support the NT mango industry and aims to increase exports of fresh mangoes to 16,000 tonnes (40% of total production) by 2021.

DPIF works with partners to stimulate and sustain economic development throughout the Territory.

Please come and speak to our team at our trade booth display.

[www.dpif.nt.gov.au](http://www.dpif.nt.gov.au)

(08) 8999 2006

## Profiles

### Keynote Speaker – Dawn Gray

Dawn Gray has been a passionate player in the fresh produce industry for over 36 years. She has brought her energetic global perspective to audiences in Canada, Mexico, NYC, LA, London, Sydney and Auckland.



She likes to challenge the status quo in a positive way on subjects such as leadership, building a successful company culture, local vs locale and most recently reviewing what it means to be 'Doing Business Naked' – what transparency means to the produce industry. Dawn challenges executives not only to be transparent, but to conduct oneself so that transparency becomes the optimal strategy.

Dawn has helped companies all across the supply chain to increase sales, reduce market based and operational costs, create operations savings and zero in on how to go to market with a cost effective and targeted plan.

When not delighting audiences around the world Dawn continues to progress her passion for produce consulting with clients throughout the supply chain. She combines her real world “boots on the ground” experience with impactful business strategies.

### Conference MC – Andrew Klein

Director of SPIKE Presentations (....helping you get your point across), Andrew is a Professional MC and Presentation Skills trainer. A former corporate lawyer, Andrew brings his casual yet corporate style to proceedings, adding an extra element with his humour and creativity.



He has become well known on the conference circuit in Australia and Asia, for his revealing speaker introductions, his improvisational skills, his ability to involve the audience in proceedings and adapt to vastly different audiences.

As a specialist professional MC, Andrew knows how to make a conference agenda's run smoothly and ensure the conference messages are delivered effectively. He brings a fresh energy to events, creating an atmosphere where learning is easier, as people learn more when they are having fun, resulting in people gaining better value for their conference dollar.

Apart from MC'ing, Andrew runs educational & interactive workshops in Presentation Skills and Pitching for Business.

Andrew Klein has hosted countless events over the years for Westpac, Ernst & Young, Telstra, IBM, LG, Bayer Healthcare, Dymocks, Coca-Cola, Commonwealth Bank, Aged Care Association Australia, Optus and Allianz to name a few.

Andrew's hobbies include coaching basketball, eating hot chips, getting his hair cut, reading Dr Seuss books and trying to convince his wife and 3 young kids that he has a real job.



## Profiles

### Tristan Kitchener

*MBA, MPhil Horticulture Mgt and BSc (Hons) Biological Sciences*



Tristan is an independent advisor in the Fast Moving Consumer Goods sector, with a focus upon fresh foods and particularly fresh produce. Tristan is a strong advocate for supply chain members collaborating more closely to better understand and meet the needs of the consumer, and drawing upon learning from other markets and sectors is an effective way of achieving this. Tristan was the Group Merchandise Manager, Fresh Produce, at Coles Supermarkets (2005-09), and before coming to Australia held a number of commercial and technical roles at Sainsbury's Supermarkets in the UK (1997-2004). Tristan has worked with a number of businesses including Heinz, Asahi, Simplot, Boston Consulting Group, McKinsey, private equity firms, and extensively with Horticulture Innovation Australia and other SME's.

### Mark Loeffen

Mark Loeffen has been providing crop quality support for Australian Calypso mangoes since 2011. Over the course of his almost forty-year career, Mark has held a number of technical and managerial roles in a range of primary industries including meat, dairy, seafood, and horticulture. Mark currently owns two businesses. His consultancy business, Mark Loeffen & Associates (MLA), specialises in consumer data analysis and developing decision support solutions across the entire horticulture supply chain. The decision support tools developed by MLA have been a key component of Zespri's kiwi fruit quality process for over ten years, and are also used by Harvest Fresh Fruits to ensure a consistent eating quality for their Calypso mangoes. MLA also assisted Citrus Australia to identify the maturity measures for the Australian Citrus Quality Standards. Mark's second business, Delytics Ltd, provides web-based decision support tools for the global horticulture industry.



### Peter Leach

*Market Access Focus Team Leader Horticulture and Forestry Science*



Peter has over 20 years experience in fruit fly research and has worked on both chemical and physical treatments including insecticides, fumigants, vapour heat treatment, hot water dipping, cold treatment, irradiation and host status testing. Peter has also represented Australia on technical panels such as the Asia Pacific Plant Protection Commission and numerous International Atomic Energy Agency projects. Peter worked on the Papaya Fruit Fly Eradication campaign and established the postharvest team in Cairns as well as the pilot SIT program for PFF. He now leads the Market Access team in Queensland and until recently was the chairman of the Domestic Fruit Fly Working Group.

## Profiles

### Dr Cameron McConchie



Dr Cameron McConchie is the Research Leader in the Northern Territory Plant Industry Development group. Prior to joining the NTDPI&F he worked for 25 years with CSIRO Plant Industry based in Brisbane investigating flowering and fruit production in tropical fruit and nut crops. This work included streamlining nursery practices, tree breeding, improving orchard designs, and changing harvest practices through to modifying post-harvest handling and developing models to predict product shelf-life. He is now part of the NTPI&F mango team investigating practices to manipulate mango flowering, and understanding the causes of mango resin canal disorder.

### Andrew Macnish, QDAF



Dr Andrew Macnish is a Senior Horticulturist in the Supply Chain Innovations team at the Queensland Department of Agriculture and Fisheries. His general research interests and expertise are directed at understanding the biology of fruit development and ripening with a view towards enhancing fruit quality, flavour and safety for consumers. Andrew's work takes a whole-of-chain approach in identifying opportunities to minimise and developing and evaluating smart technologies and practices to enhance fruit performance. Andrew currently leads a HIA-funded project into identifying factors contributing to mango resin canal discolouration.

### Romina Rader



Romina Rader is a Lecturer in Community Ecology at the University of New England, Armidale, New South Wales. Her research interests include the identity and performance of wild insect pollinators in crops, plant-animal interactions in natural and human-modified landscapes and response to landscape structure, configuration and land management. She has worked on the insect pollinators that visit mango, watermelon, avocado and Brassica crops in several countries including Australia, the USA and Sweden.

### Austin McLennan

Austin McLennan is a Senior Researcher in pest management with the Northern Territory Department of Primary Industry and Fisheries based at the Katherine Research Station. In something of an achievement, at over seven years in Katherine, Austin is believed to be the longest serving entomologist working



## Profiles

there in the Department's history. As a researcher, Austin is committed to the adoption of new technologies and practices in Australian agriculture, and this has led to a long-standing passion for extension, serving as President of the Australasia-Pacific Extension Network from 2011-2014. For the last eighteen years he has worked in formal research and extension roles across a variety of agricultural industries from cotton, grains, sugar and vegetables to tropical horticulture, typically on issues related to insect pest management solutions at the on-farm and regional level. In his current role, Austin has experience across the breadth of insect pest issues facing horticulture in the Katherine region and the NT, but since 2010 has been heavily focussed on market access research for the Australian mango industry. This long term research is aiming to develop new market access protocols for mangoes that do not require post-harvest disinfestation treatments for fruit flies, and aligns perfectly with the industry vision for increased exports of safe, high quality and high value Australian mangoes to consumers around the world.

### Terry Campbell



After thirty-five years working at the Queensland Department of Agriculture and Fisheries, Terry Campbell has had a long and distinguished career and has worked extensively with the Australian mango industry. He has worked with businesses and key organisations across the length and breadth of the mango supply chain. Since taking pre-retirement leave he has moved interstate, bought a boat, been featured on Triple J radio and has had a guest spot with the Snort comedy team at the Melbourne International Comedy Festival. Despite this excitement he is very keen to talk at this conference about his most recent projects to more closely align industry standards with consumer expectations, to continue to drive mango sales.

### Dr Peter Hofman



Dr Peter Hofman has been involved in research on subtropical and tropical tree fruit in South Africa and Australia for about 30 years, concentrating mainly on avocado and mango. He has had a long interest in improving fruit quality by identifying practices in the supply chain where quality is lost, then developing improved practices. He also has a strong interest in integrating the production and postharvest systems to optimise horticultural product quality. He's been involved in several projects, including:

- increasing fruit quality at harvest through improving nutrition and irrigation
- documenting the effects of fruit maturity on consumer responses and flavour
- improving mango fruit appearance by reducing ripe fruit green colour, rots and skin disorders eg lenticel damage
- minimising the negative effects of irradiation on fruit appearance
- improving the postharvest performance and consumer appeal of new mango cultivars

## Exhibitors & Accommodation

### Exhibitors and Accommodation



#### Exhibitor Stands

The exhibitor stands will highlight leading technologies and innovations within the mango industry, allowing

companies to showcase their products and services. Across the three days, delegates will have the opportunity to network and interact with some of the most prominent companies across the industry.

#### Accommodation

We are recommending you stay at The Elan Soho or the DoubleTree by Hilton Esplanade as the best choice of accommodation and have partnered with them to offer you discounted accommodation.

To redeem this offer, please contact these hotels directly and let them know that you are a part of the 10th Australian Mango Conference.



### Bus Schedule

We have arranged a complimentary shuttle bus service for the duration of the conference.

DATE	TIME	DEPARTING FROM	DESTINATION	RETURN
Mon 25th May	6:10pm	Elan Hotel & Doubletree Hotel	Botanic Gardens - Welcome Reception 6:30pm - 9:30pm	9:30pm
Tues 26th May	7:50am	Elan Hotel & Doubletree Hotel	Skycity - Day 1 Conference 8:30am - 5:00pm	5:05pm
Wed 27th May	7:30am	Elan Hotel & Doubletree Hotel	Skycity - Day 2 Conference 8:00am - 4:00pm	4:25pm
	6:00pm	Elan Hotel & Doubletree Hotel	Gala Dinner 6:30pm - 10:30pm	Between 10:30 & 11.30pm
Thur 28th May	7:45am	Elan Hotel & Doubletree Hotel	Arnhem Mangoes - Field Day 9:00am - 4:00pm	4:00pm
	5:50pm	Elan Hotel & Doubletree Hotel	Darwin Trailer Boat Club - Farewell drinks 6:00pm - 9:00pm	9:00pm

## Sponsors

**Thank you to all of our Bronze Sponsors for their valued support**



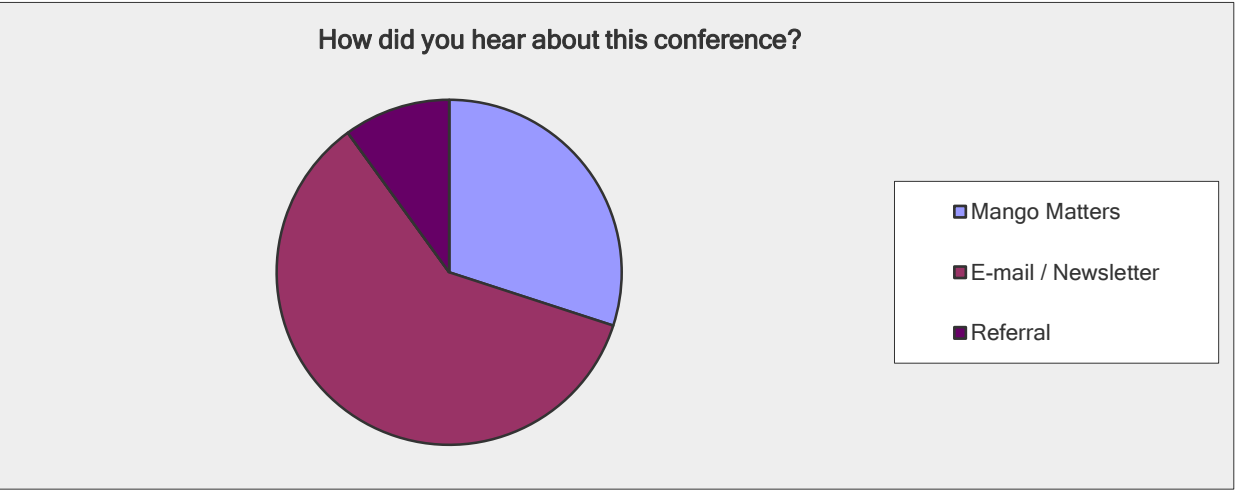




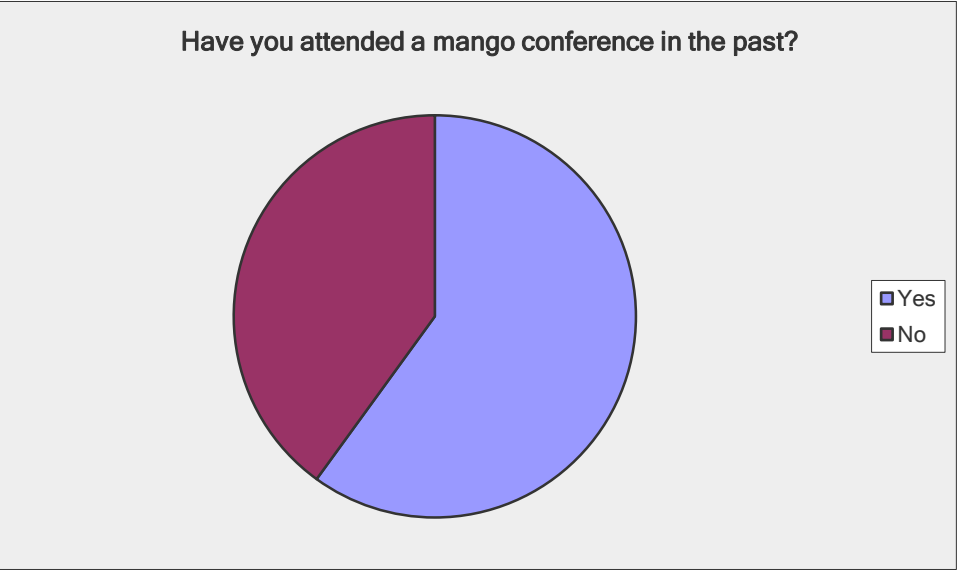
# AUSTRALIAN MANGOES

Conference evaluation

Q1: How did you hear about this conference?		
Answer Options	Response Percent	Response Count
Mango Matters	30.0%	3
E-mail / Newsletter	60.0%	6
Phone call	0.0%	0
Conference Website	0.0%	0
Referral	10.0%	1
Other (please specify)	0.0%	0
answered question		10
skipped question		0

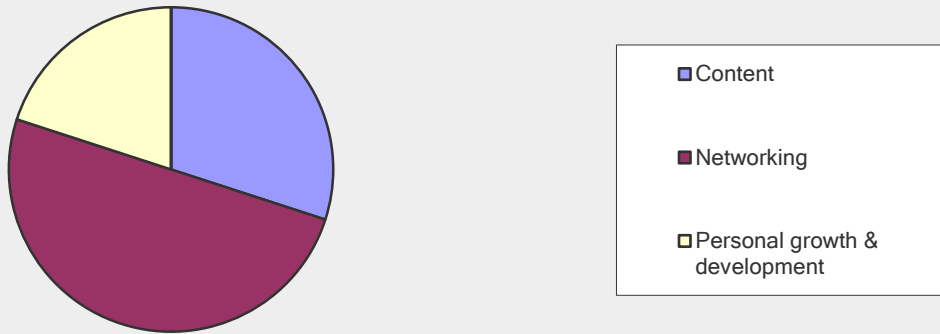


Q2: Have you attended a mango conference in the past?		
Answer Options	Response Percent	Response Count
Yes	60.0%	6
No	40.0%	4
<i>answered question</i>		10
<i>skipped question</i>		0



Q3: What is the main reason for attending this conference?		
Answer Options	Response Percent	Response Count
Content	30.0%	3
Networking	50.0%	5
Personal growth & development	20.0%	2
Speakers	0.0%	0
Other (please specify)	0.0%	0
<i>answered question</i>		10
<i>skipped question</i>		0

What is the main reason for attending this conference?



Q4: How would you rate the importance of:

Answer Options	Not important	Considerable	Very important	Most important	Rating Average	Response Count
Conference theme Growing your profitability	1	4	2	3	2.70	10
Keynote speech	2	4	3	1	2.30	10
Networking possibilities	0	3	4	3	3.00	10
Sharing experiences	0	3	5	2	2.90	10
Access to research achievements	0	4	4	2	2.80	10
Access to good practices	0	3	5	2	2.90	10
answered question						10
skipped question						0





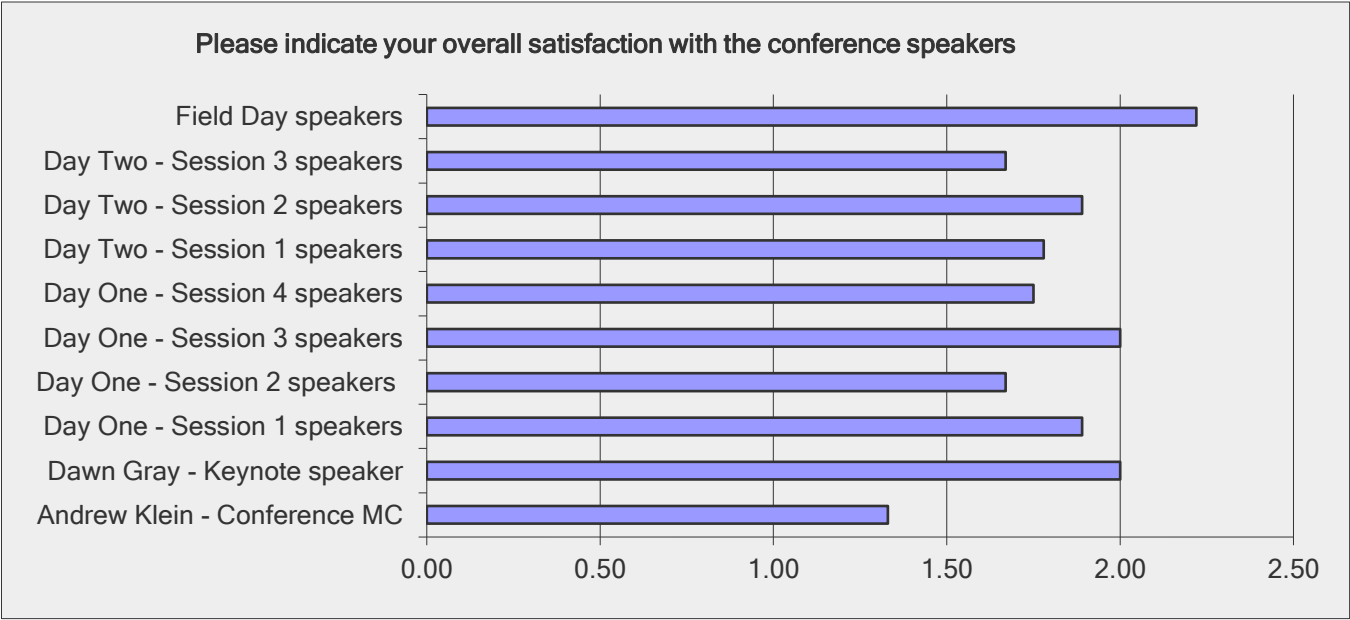


Q6: Did the Conference MC add to the conference experience?		
Answer Options	Response Percent	Response Count
Yes	100.0%	7
No	0.0%	0
answered question		7
skipped question		3



Q7: Please indicate your overall satisfaction with the conference speakers

Answer Options	Very Satisfied	Somewhat Satisfied	Neutral	Somewhat Dissatisfied	Very Dissatisfied	Rating Average	Response Count
Andrew Klein - Conference MC	7	1	1	0	0	1.33	9
Dawn Gray - Keynote speaker	4	2	2	1	0	2.00	9
Day One - Session 1 speakers	4	3	1	1	0	1.89	9
Day One - Session 2 speakers	4	4	1	0	0	1.67	9
Day One - Session 3 speakers	3	4	1	1	0	2.00	9
Day One - Session 4 speakers	3	4	1	0	0	1.75	8
Day Two - Session 1 speakers	4	4	0	1	0	1.78	9
Day Two - Session 2 speakers	3	5	0	1	0	1.89	9
Day Two - Session 3 speakers	3	6	0	0	0	1.67	9
Field Day speakers	3	3	2	0	1	2.22	9
answered question							9
skipped question							1



Q8: Please indicate your overall satisfaction with the conference events

Answer Options	Very Satisfied	Somewhat Satisfied	Neutral	Somewhat Dissatisfied	Very Dissatisfied	Rating Average	Response Count
Welcome Reception	4	2	2	0	0	1.75	8
Gala Dinner	5	2	2	0	0	1.67	9
Field Day	1	4	3	0	1	2.56	9
Farewell Drinks	4	1	4	0	0	2.00	9
answered question							9
skipped question							1

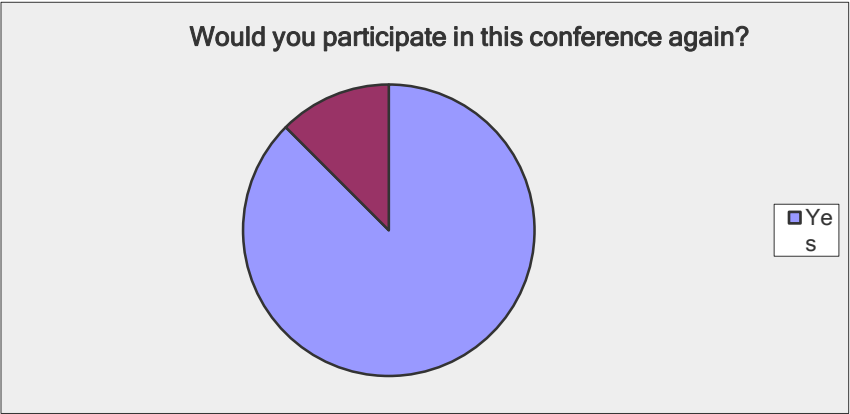


Q9: What was the most beneficial aspect of the conference?	
Answer Options	Response Count
	8
<i>answered question</i>	8
<i>skipped question</i>	2

Q10: Would you recommend this conference to others?		
Answer Options	Response Percent	Response Count
Yes	87.5%	7
No	12.5%	1
<i>answered question</i>		8
<i>skipped question</i>		2

Q11: Would you participate in this conference again?		
Answer Options	Response Percent	Response Count
Yes	87.5%	7
No	12.5%	1
<i>answered question</i>		8
<i>skipped question</i>		2

What could the event organisers have done differently?	
Answer Options	Response Count
	6
<i>answered question</i>	6
<i>skipped question</i>	4



### Appendix 3. Conference delegate list

First Name	Surname	Company Name	Suburb	State
NOEL	AINSWORTH	DEPT AGRICULTURE & FISHERIES	BRISBANE	QLD
Barry	Albrecht	Arnhem Mangoes	HUMPTY DOO	NT
Sue	Albrecht	Arnhem Mangoes	HUMPTY DOO	NT
DAVE	ALDERTON	TROPICO FRUITS PTY LTD	PALMWOODS	QLD
BEN	ALDRIDGE	COMPAC SORTING EQUIPMENT	SHEPPARTON	VIC
MIKE	ALEVRAS	SEASOL INTERNATIONAL P/L	BAYSWATER	VIC
TEAGAN	ALEXANDER	NORTHERN TERRITORY GOVERNMENT	KATHERINE	NT
Imelda	Alexopoulos	PricewaterhouseCoopers	BRISBANE	QLD
BOYD	ARTHUR	AUSTRALIAN MANGO INDUSTRY ASSOCIATION	BRISBANE MARKETS	QLD
CONSTANCIO	ASIS	NT DPIF	BERRIMAH	NT
Ian	Bally	QDAF	Mareeba	QLD
TYSON	BENNETT	CHEMICALS DIRECT PTY LTD	WEST LEEDERVILLE	WA
James	Bigg	Woolworths	BELLA VISTA	NSW
BRADLEY	BOWEN	S & JP PAPPALARDO	GIRU	QLD
JOSEPH	BRANCATISANO	VBSCULLI MELBOURNE P/L	WEST MELBOURNE	VIC
WES	BRAY	ORORA GROUP	ROCKLEA	QLD
ALVISE	BRAZZALE	POOLHAVEN PTY LTD	MUTCHILBA	QLD
NOALENE	BRAZZALE	POOLHAVEN PTY LTD	MUTCHILBA	QLD
KIEREN	BROWN	HARVESTFRESHFRUITS	WACOL	QLD
RICHARD	BYLLAARDT	SEVEN FIELDS	RED CLIFFS	VIC
TIM	BYLLAARDT	SEVEN FIELDS	RED CLIFFS	VIC
JODIE	CAMPBELL	DEPT AGRICULTURE & FISHERIES	BRISBANE	QLD
TERRY	CAMPBELL	QLD DEPT OF AGRICULTURE & FISHERIES	BRISBANE	QLD
Matthew	Carabott	Woolworths	BELLA VISTA	NSW
CARL	CARLSUND	ADCO HOLDINGS PTY LTD	NORTHBRIDGE	WA
ELIZABETH	CASTRO	DOMINUS SAC	MAGDALENA	LIMA
KYM	CHRISTIANSEN	ONE HARVEST	WACOL	QLD
ANDREW	COLDBECK	ADCO HOLDINGS PTY LTD	NORTHBRIDGE	WA
Chris	Cope	Sydney Market Reporting Service	SYDNEY MARKETS	NSW
Thibault	Coste	Coles		
DAVID	COURTICE	ONTARIO MANGOES PTY LTD	FLAXTON	QLD
RAYMOND	COURTICE	ONTARIO MANGOES PTY LTD	MALENY	QLD
CAELUM	COUSINS	VISY BOXES & MORE	BERRIMAH	NT
Andrew	Dalglish	Andrew Dalglish	KATHERINE	NT
CAMERON	DAVINE	ALDI FOOD STORES	DANDENONG SOUTH	VIC

First Name	Surname	Company Name	Suburb	State
VINCE	DEAGOSTINO	FRESHMAX AUSTRALIA PTY LTD	SUNSHINE WEST	VIC
PETER	DEANS	PANDANUS FARM	KARTHERINE	NT
CHRIS	DEVENEY	FAVCO	ROCKLEA	QLD
GEOFF	DICKINSON	QLD DEPT OF AGRICULTURE & FISHERIES	MAREEBA	QLD
BARRY	DORAN	FRESH EXPRESS PRODUCE PTY LTD	CANNING VALE	WA
JOHN	DORRIAN	DORRIAN FARMS	CHILDERS	QLD
NICK	DRAZIC	LAMANNA GROUP	HOME BUSH	NSW
LEE	DUFFY	E.E. MUIR & SONS P/L	LAVERTON NORTH	VIC
TREVOR	DUNMALL	AUSTRALIAN MANGO INDUSTRY ASSOCIATION	BRISBANE MARKETS	QLD
RODD	DYER	ACIAR	CANBERRA	ACT
HAMILTON	EWING	ONEHARVEST	WACOL	QLD
MATT	FEALY	BLUESKY PRODUCE	MAREEBA	QLD
MARY	FINLAY-DONEY	NT DEPT PRIMARY INDUSTRY & FISHERIES	DARWIN	NT
Patti	Flannery	Woolworths	BELLA VISTA	NSW
RUSSELL	FORD	HARRIS FARM MARKETS		--
FRANK	FRAPPA	TENFARMS	WEST MELBOURNE	VIC
JONATHAN	FREEMAN	JAYFRESH HARVEST PTY LTD	MITCHAM	SA
SAMANTHA	FROLOV	ONE HARVEST	WACOL	QLD
BILL	GERLACH	MELISSA'S WORLD VARIETY PRODUCE INC.	FREDERICK	COLORADO
CLAIRE	GILMARTIN	AUSTRALIAN MANGO INDUSTRY ASSOCIATION	BRISBANE MARKETS	QLD
EDITH	GOMEZ	TRADE AND INVESTMENT QUEENSLAND	BRISBANE	QLD
FIONA	GOOLEY	SYNGENTA	TOOWOOMBA SOUTH	QLD
RENGARAJ	GOPAL	FRESH JASMINES PTY LTD	CAMPBELLFIELD	VIC
TOM	GORTON	SUNNYBLUFF PRODUCE P/L	MULLETT CREEK	QLD
Kris	Gosper	Total Food Network	BRISBANE	QLD
ROBERT	GRAY	AUSTRALIAN MANGO INDUSTRY ASSOCIATION	BRISBANE MARKETS	QLD
MATTHEW	GROGAN	ALDI FOOD STORES	DANDENONG SOUTH	VIC
DAVID	HAGUE	PACSOLUTIONS PTY LTD	GUNN	NT
JUSTIN	HARDWICK	ORORA FIBRE PACKAGING	EAST ARM	NT
DANIEL	HARRIS	HARRIS FARM MARKETS		--
WILLIAM	HATTON	STERITECH PTY LTD	NARANGBA	QLD
Adam	Heitmann	Coles		
LINDSAY	HEWITT	PINATA FARMS		
PETER	HOFMAN	DEPT AGRICULTURE & FISHERIES	NAMBOUR	QLD
ROWLAND	HOLMES	MANBULLOO LTD	BRISBANE AIRPORT	QLD
SHAUN	HOLT	ALDI FOOD STORES	DANDENONG SOUTH	VIC
CECIL	HORNBuckle	LABEL PRESS	CAROLE PARK	QLD

First Name	Surname	Company Name	Suburb	State
DAVID	HOSEASON-SMITH	PACSOLUTIONS PTY LTD	GUNN	NT
WARREN	HUNT	NORTHERN TERRITORY GOVERNMENT	DARWIN	NT
Andy	Hunter	andyh@hhhmachinery.com.au	THURINGOWA CENTRAL	QLD
CHARLIE	IENCO	AUSSIE ROMA FRESH	FLEMINGTON	NSW
RALPH	INGLESE	VISY BOXES & MORE	DANDENONG SOUTH	VIC
ALEX	JOHNSON	AH JOHNSON	AYR	QLD
Peter	Johnson	Department of Agriculture and Food WA	KUNUNURRA	WA
PAUL	JOSEPH	ALFRED E CHAVE	ROCKLEA	QLD
RICK	KEENE	SEASOL INTERNATIONAL P/L	BAYSWATER	VIC
CHRIS	KERTON	ORORA FIBRE PACKAGING	EAST ARM	QLD
ELISA	KING	HORTICULTURE INNOVATION AUSTRALIA	SYDNEY	NSW
MATTHEW	KLEYN	LAKESHORE PTY LTD	KAIRI	QLD
Daniel	Knox	PricewaterhouseCoopers	BRISBANE	QLD
GRANT	KONIAS	COMPAC SORTING EQUIPMENT	SHEPPARTON	VIC
ALOK	KUMAR	HORTICULTURE INNOVATION AUSTRALIA	MELBOURNE	VIC
CHRIS	LANZ	TRADECORP	PICTON	NSW
Michael	Larman	Felix Instruments	CAMAS	--
SCOTT	LEDGER	HORT VC GROUP	BRISBANE AIRPORT	QLD
DAVID	LEE	MANGIS MANGOES	BERRY SPRINGS	NT
DAVID	LENSINK	PERFECTION FRESH AUSTRALIA	SYDNEY MARKETS	NSW
BENNY	LIM	VISY BOXES & MORE	LYTTON	QLD
David	Littman	Ausfreshgroup	Kuraby	QLD
MARK	LOEFFEN	DELYTICS LTD	HAMILTON EAST	WAIKATO
PHILIPPA	LORIMER	HORTICULTURE INNOVATION AUSTRALIA	SYDNEY	NSW
MURRAY	LYNCH	STERITECH PTY LTD	NARANGBA	QLD
MUY KEAV	MA	MKV PRODUCE	LAMBELL LAGOONS	NT
Brett	Macey	Total Food Network	BRISBANE	QLD
ANDREW	MACNISH	DEPT AGRICULTURE & FISHERIES	NAMBOUR	QLD
DIANNE	MARKS	BALLONGILLY FARMS	KATHERINE	NT
PETER	MARKS	BALLONGILLY FARMS	KATHERINE	NT
Jade	Marshall	Harrowsmith		
ASH-LEI	MARTIN	MARTO'S MANGOES	BOWEN	QLD
BEN	MARTIN	MARTO'S MANGOES	BOWEN	QLD
GARY	MARTIN	JOEBEN PTY LTD	BOWEN	QLD
MARTINA	MATZNER	H4AAL2	MELBOURNE	VIC
MONICA	MAXWELL	YARRA RIVER ADMINISTRATION	BERRY SPRINGS	NT
ROSS	MAXWELL	YARRA RIVER ADMINISTRATION	BERRY SPRINGS	NT

First Name	Surname	Company Name	Suburb	State
GREGORY	MCCONNELL	EXPRESS FRUIT SERVICE	SYDNEY MARKETS	NSW
PETER	MCGREGOR	LABEL PRESS	CAROLE PARK	QLD
WAYNE	MCKEICH	VISY	MAREEBA	QLD
AUSTIN	MCLENNAN	NT DEPT PRIMARY INDUSTRY & FISHERIES	DARWIN	NT
PAUL	MEREDITH	AUSTSAFE SUPER	BRISBANE	QLD
LUCY	MERRITT	DEPARTMENT OF AGRICULTURE	CANBERRA	ACT
VICTOR	MORALES	DOMINUS SAC	MAGDALENA	LIMA
DAVID	MORCOMBE	AMBROSIA ORCHARD	COOLBINIA	WA
TIM	MURPHY	BAYER CROPSCIENCE	ONOOBNA	QLD
KEVIN	NALDER	N2 IMPORTERS ASSOCIATION	NARANGBA	QLD
JOHN	NARDI	FAVCO	ROCKLEA	QLD
PAUL	NICEFORO	NTLAND DEVELOPMENT	KATHERINE	NT
BEN	NICOLL	JTECH SYSTEMS PTY LTD	ALBURY	NSW
DEBBIE	NUCIFORA	G & D NUCIFORA FAMILY TRUST		
GIOVANNI	NUCIFORA	G & D NUCIFORA FAMILY TRUST	MAREEBA	QLD
ANNLOUISE	O'BRIEN	PERFECTION FRESH AUSTRALIA	SYDNEY MARKETS	NSW
BEN	O'BRIEN	ALFRED E CHAVE	ROCKLEA	QLD
FERGAL	O'GARA	E.E. MUIR & SONS P/L	LAVERTON NORTH	NT
GREG	OWENS	NT FARMERS ASSOCCIATION	COOLALINGA	NT
MANIMARAN	PALANIYAPPAN	FRESH JASMINES PTY LTD	CAMPBELLFIELD	VIC
MATT	PALISE	RED RICH FRUITS NSW	DOLANS BAY	NSW
CRAIG	PALMER	DEPT AGRICULTURE & FOOD WA	KUNUNURRA	WA
COLLEEN	PAPPALARDO	MOUNTAIN VIEW MANGOES	GIRU	QLD
JOE	PAPPALARDO	MOUNTAIN VIEW MANGOES	GIRU	QLD
SAM	PAPPALARDO	S & JP PAPPALARDO	GIRU	QLD
QUENTIN	PARKER	PARKER POYNT PLANTATION	KUNUNURRA	WA
NOEL	PAULIN	EXCELSIOR FRUIT INTERNATIONAL	CASTLE HILL	NSW
GLORIA	PERSHOUSE	SUNNYVALE ORCHARD	BENARABY	QLD
IAN	PERSHOUSE	SUNNYVALE ORCHARDS	BENARABY	QLD
IVAN	PHILPOTT	I & R PHILPOTT FAMILY TRUST	CHILDERS	QLD
MARIE	PICCONE	MANBULLOO LTD	BRISBANE AIRPORT	QLD
FRED	POMMEE	FRESHMAX AUSTRALIA PTY LTD	SUNSHINE WEST	VIC
LEANDRO	POSTERARO	SYNGENTA	MACQUARIE PARK	NSW
WAYNE	QUACH	DARWIN SUN INDUSTRIES	PALMERSTON	NT
KENNETH	RAYNER	SELF	KATHERINE	NT



First Name	Surname	Company Name	Suburb	State
BEN	REILLY	GIUMARRA	LOS ANGELES	CALIFORNIA
GLENN	ROBERTSON	STERITECH PTY LTD	NARANGBA	QLD
TERRY	RUDGE	RUDGE PRODUCE SYSTEMS PTY LTD	WEST MELBOURNE	VIC
SALLY	RYAN	H4AAL2	MELBOURNE	VIC
GARRY	SANDERCOCK	PROPAK INDUSTRIES PTY LTD	THEBARTON	SA
ALI	SARKHOSH	NOTHERN TERRITORY GOVERNMENT	KATHERINE	NT
GEOFF	SCHACKOW	ORORA FIBRE PACKAGING	EAST ARM	QLD
GAVIN	SCURR	PINATA FARMS	CARSELDINE	QLD
REBECCA	SCURR	PINATA FARMS	WAMURAN	QLD
Justine	Severin	QDAF	Brisbane	QLD
HAN SHIONG	SIAH	TROPICAL PRIMARY PRODUCTS	HUMPTY DOO	NT
BRAD	SMITH	HYDRALADA COMPANY LTD	HASTINGS	HAWKES BAY
GRANT	SMITH	HYDRALADA COMPANY LTD	HASTINGS	HAWKES BAY
CARLOS	SOLORZANO	DEPARTMENT OF AGRICULTURE	CANBERRA	ACT
CLINT	STEVENS	WRS	ROCKLEA	QLD
DAVID	STEVENS	SEVEN FIELDS	RED CLIFFS	VIC
ALAN	STEWART	STEWART BROS FRUIT	MAREEBA	QLD
DR. PHUL	SUBEDI	CENTRAL QUEENSLAND UNIVERSITY	KAWANA	QLD
MARIJE	TEN NAPEL	NORTHERN TERRITORY GOVERNMENT	KATHERINE	NT
BRIAN	THISTLETON	NT DEPT PRIMARY INDUSTRY & FISHERIES	DARWIN	NT
John	TRIMBOLI	ROMEO'S MARKETING QUEENSLAND	BRISBANE MARKETS	QLD
Peter	Tripodina	Tristate Produce Merchants Pty Ltd	SYDNEY MARKETS	NSW
Vincent	Tripodina	Tristate Produce Merchants Pty Ltd	SYDNEY MARKETS	NSW
MEL	TURNER	MELPAT INTERNATIONAL PTY LTD	BATEMAN	WA
RUDY	VENDERBIEZEN	VISY BOXES & MORE	BERRIMAH	NT
KERRY	WALSH	CENTRAL QUEENSLAND UNIVERSITY	YEPPOON	QLD
BRUCE	WALTISBUHL	AUSTSAFE SUPER	BRISBANE	QLD
GEOFF	WARNOCK	FOLLE INVESTMENTS PTY LTD	KUNUNURRA	WA
Scott	Wauchope	NTDPIF	Darwin	NT
TREENA	WELCH	AUSTRALIAN MANGO INDUSTRY ASSOCIATION	BRISBANE MARKETS	QLD
JANE	WIGHTMAN	HORTICULTURE INNOVATION AUSTRALIA	SPRING HILL	QLD
BOB	WILLIAMS	NORTHERN TERRITORY GOVERNMENT	DARWIN	NT

<b>First Name</b>	<b>Surname</b>	<b>Company Name</b>	<b>Suburb</b>	<b>State</b>
DALE	WILLIAMS	EURI GOLD FARMS	BOWEN	QLD
Greg	Wilson	Warehouse Design and Packaging	Brookvale	NSW
PETER	YOUNG	BIRDWOOD NURSERY	WOOMBYE	QLD
JOE	ZOFREA	LAMANNA GROUP	HOME BUSH	NSW