

2018

ANNUAL REPORT





POSTAL

PO Box 10336
Mildura VIC 3502

STREET

94 Lemon Avenue
Mildura VIC 3500

PHONE

(03)5023 6333

EMAIL

admin@citrusaustralia.com.au

WEB

www.citrusaustralia.com.au

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WHO WE ARE

Citrus Australia Ltd is the recognised peak industry body representing the nation’s commercial citrus growers.

Under the guidance of our skill-based board, the team at Citrus Australia provides vital services to industry across the whole supply chain. The organisation is supported by more than 280 grower and affiliate members.

OUR VISION

Citrus Australia has a two-fold vision:

- » To maximise grower returns
- » To grow export value

OUR VALUES

Citrus Australia is a national organisation that values:

CHANGE

We work to continuously improve our strategies, structures and programs to provide increased value and innovation

LEADERSHIP

We take a visionary national approach, act with honesty and integrity, and respect the environment by using resources responsibly

TEAMWORK

We build relationships based on trust; and retain committed, friendly, talented, professional people who are motivated to individually and collectively achieve shared goals

GRASSROOTS

We are accessible, accountable and responsive to members and industry.



OUR MISSION

As a grower-driven national organisation Citrus Australia represents and leads the industry in:

Policy and advocacy

Research and innovation

Market access, development and promotion

Communication and information

Biosecurity



FROM THE CHAIR



CITRUS Australia as an organisation hangs its success on both its vision and its mission.

As growers saw strong demand for their fruit in 2018 and enjoyed the rewards of their hard work, the Citrus Australia Board asked itself: How do we maintain this momentum?

Countless hours have been spent over the years in the fields of market access, agrichemicals and international relations by our dedicated staff.

In 2018, Nathan Hancock, senior management and I have met with key advisers from the Federal Department of Agriculture and Water Resources (DAWR) to discuss market access improvements in the United States, Indonesia and Thailand.

We have met with DAWR senior agriculture advisors regarding the Seasonal Worker Program (SWP) and the proposed agricultural visas.

Our relationships, built over many years, gains us important access and we were reassured the Department realises the importance of the SWP to the horticulture industry in providing a reliable source of workers.

The importance of reliable staff levels in horticulture is matched by the integral role the SWP plays as part of the Government's foreign aid policy.

Discussions in Canberra with the Agricultural Pesticide Veterinary Management Authority (APVMA) about the ability to secure appropriate permits for chemicals required for future exotic pest incursions are also ongoing.

These are just of the examples of how Citrus Australia fiercely advocates for the needs of its growers and the industry. While Biosecurity and labour remain paramount, the Board is now updating its corporate policies to ensure its focus continues to meet the needs of our members.

As all growers realise, energy and water are becoming greater issues for our industry. We actively seek input from our members on how these - and other - issues affect them and what they would like addressed.

Members can do this by calling Citrus Australia or contacting a member of their Regional Advisory Committee.

Citrus Australia will continue to press Government on the importance of the Australian citrus industry to regional and rural Australia and the national economy. It is imperative that our policymakers understand the threats our industry faces and what the loss of this industry would mean. Proper recognition will help ensure our voice is heard.

Debate on water and energy will only increase in years to come and you can be assured citrus

growers will be well represented in discussions moving forward.

I would like to take this opportunity to thank my fellow board members for their ongoing support of me in my role as chair and their dedication to ensuring our industry is sustainable and that grower opportunities are maximised.

On behalf of the board of Citrus Australia I thank our dedicated CEO, Nathan Hancock, who on top of his regular duties, represented the industry with such integrity in the face of the citrus canker outbreak. We thank our dedicated staff, who work so well as a team for the betterment of our members and our industry.

Finally, my thanks to our grower members, who support Citrus Australia both financially and through sharing their knowledge, time and experience.

BEN CANT

Chair, Citrus Australia Ltd

FROM THE CEO



It's always encouraging to receive positive export results, knowing that the hard work of growers to meet exacting market requirements has paid off.

The Australian citrus industry saw the best of times in 2018 with strong prices fuelled by exports, but was also exposed to the industry's worst fears with the citrus canker incursion in northern Australia.

Exports continue to grow - setting a new value benchmark of A\$435 million despite a slightly smaller volume, due primarily to a smaller crop of mandarins from Queensland.

This rise is based on the hard work of growers to meet exacting market requirements. New markets are also showing growth, which will help spread the risk, which will benefit individual growers and the industry as a whole.

As the Peak Industry Body we are called on to represent the industry in many ways, whether as the point of contact in a response to an exotic pest incursion, to represent industry in trade negotiations or for Department of Agriculture and Water Resources (DAWR) fee-for-service increases.

Unfortunately, the citrus canker incursion, which occurred in April, 2018, proved biosecurity issues are ever present, and have the ability to halt export markets overnight.

Much of my time this year was dominated by the citrus canker outbreak in the Northern Territory and northern Western Australia.

Citrus Australia members have supported my involvement and representation of the industry in the national response to citrus canker and I thank you sincerely.

I was involved in as many as nine committees and working groups, all central to the containment and eradication of canker.

However, I was pleased with the response and dedication of those involved and felt then and now that industry is on the right path with the response plan.

Incursions brought on by the travelling public are a huge risk and I have made it my mandate to improve biosecurity at the border. I have also made it my mission to tighten the production practices of nurseries through certification schemes and ultimately mandated schemes which see our industry protected.

I visited the United States this year to meet with American growers, industry representatives and researchers, and much of the discussion was based on biosecurity.

Given the scale and investment of research there, which is aligned to the scale of their industry, one of my aims was to build collaborative research

relationships to strategically position our industry to be prepared for any incursions.

While this research is important in planning for the future, it is worth noting that biosecurity starts on-property through grower awareness and simple biosecurity practices will help keep your property, and the wider industry, free from pests and diseases.

Improved food safety standards are also required to protect our domestic market share. We only need to remember the devastating impact listeria had on the rock melon industry to see why we as an industry need to improve our food safety standards to minimise risk.

It's why the Freshcare scheme was introduced and why Citrus Australia staff have worked diligently to help every grower meet those standards. It has been additional work for all growers but necessary to maintain the industry's reputation.

Finally, I would like to thank our members for their support, our dedicated staff and our Board for its guidance in what was both a challenging and rewarding year

NATHAN HANCOCK
CEO, Citrus Australia Ltd

2018 BOARD



TANIA CHAPMAN

Chair
Grower Director
January - March



BEN CANT

Chair
March - Present
Grower Director



GREG DHNARAM

Deputy Chair
Independent Director



RICHARD BYLLAARDT

Grower Director
June - Present



ROBERT HODDLE

Grower Director



SHANE KAY

Grower Director



IAIN EVANS

Independent Director

OUR COMMITTEES

Citrus Australia has formed national and regional committees to consult with industry and to act in an advisory capacity to the Board of Citrus Australia on priority issues. Membership of these committees is skills based.

EXPORT MARKET COMMITTEE

Brett Jackson, Paul Scheffer, Bindi Pressler, Richie Roberts, Allen Jenkin, Darryll Lowe, Brian Bowey, Malcolm McLean, Ferdi Bergamin, Nathan Hancock and David Daniels.

DOMESTIC MARKET COMMITTEE

Ben Cant, Dean Morris, Mano Babiolakis, Marcus Scott, Mark Spees, Will Snell, Nathan Hancock and Mara Milner.

VARIETY COMMITTEE

Shane Kay, Steve Burdette, Graeme Sanderson, Bill Robinson, Malcolm Smith, Tim Herrmann, Myles Parker, Dave Monks, Tahir Khurshid, Nathan Hancock and Nicole Zerveas.

REGIONAL ADVISORY COMMITTEES

CITRUS AUSTRALIA SA REGION (CASAR)

Steve Burdette (Chair), Mark Doecke, Anthony Fulwood, David Arnold and Ryan Arnold.

QUEENSLAND REGIONAL ADVISORY COMMITTEE

Cris Bryant (Chair), Ainsley Emmerton, Allen Jenkin, Mary Berthelsen, Brian Gallagher, Matthew Benham, Nathan Hancock and Mara Milner.

RIVERINA REGIONAL ADVISORY COMMITTEE

Michael Johns, Robert Sjollema, John Sergi, Frank Mercuri, Justin Davidson, Andrew Creek, Nathan Hancock.

MURRAY VALLEY ADVISORY COMMITTEE

David Stevens (Chair), Darren Minter, Justin Lane, Danny Thornton, Toby Hederics and David Lyell.

WESTERN AUSTRALIA REGIONAL ADVISORY COMMITTEE (WARAC)

Damien Guthrey (Chair), Richard Eckersley, Daniel Ying, Mary Ann O'Connor, Bronwyn Walsh, Andrew Perogliti and Brett Heather.

A GREAT CONTRIBUTION

JUDITH DAMIANI

AFTER 24 years serving Australian citrus growers through various roles in two different renditions of the industry's peak body, Judith Damiani finished her time as CEO of Citrus Australia at the end of 2017.

Judith was made executive director of the peak industry body, Australian Citrus Growers Inc (ACG), in 2000, and facilitated the relocation of ACG's base of operations in 2001 from Adelaide to Mildura, to be more centrally located to the major citrus growing regions.

After three years of consultation with industry between 2005 and 2008, ACG members voted to wind up ACG and transition to Citrus Australia Ltd as the new peak industry body, enabling growers to become direct members of their peak body.

Judith's title changed to that of CEO and she worked closely with the inaugural board of directors in the establishment of the new body.

One of the key challenges for Citrus Australia was to establish its credibility as the 'voice' for the citrus industry and to grow its membership base from its inaugural eight grower members, and Judith worked tirelessly to achieve this.

During her long career Judith played an integral role in managing several key challenges and major achievements for the Australian citrus industry.



JUDITH DAMIANI

24 years serving Australian citrus growers

CITRUS CANKER

In 2004 the industry was severely affected by a citrus canker outbreak in Emerald, Queensland, resulting in the destruction of all citrus plantings at Emerald, the introduction of quarantine zones and imposition of restrictions and/or protocols in domestic and some export markets.

Judith was heavily involved in both the joint industry, government and Plant Health Australia (PHA) incursion management and the subsequent Senate Inquiry into the incursion.

The citrus canker outbreak was a timely reminder to industry of the impact that a major incursion could have on the industry.

It proved the driving force behind consultation with industry and agreement to become a signatory to the Emergency Plant Pest Response Deed (EPPRD) and the setting of a biosecurity levy (currently set at zero) to be implemented in the result of any future incursion of exotic pests or diseases.

MARKET ACCESS

Market access to China was finally achieved in 2005 following several years of consultation and negotiation.

This was a major win for the Australian citrus industry and, despite only a handful of containers having been exported in the first couple of years, China is now the largest export market for Australian citrus.

INCREASING LEVIES

Extensive consultation with industry and government to increase the R&D and PHA (biosecurity) levies resulted in a vote in favour conducted via ballot in 2014, with implementation occurring in 2016.

Increased R&D levies have brought much needed funds to the research industry and will assist in addressing the many priorities of the Citrus Industry Strategic Investment Plan 2017–21.

TRADE MISSIONS

Over the years Judith participated in several trade missions and industry delegations, attended major international and domestic events (including as a keynote speaker) and consulted with industry and government on a range of issues.

In 2014 Judith travelled with the Prime Minister's business delegation to North Asia, where a historic trade agreement between Japan and Australia was finalised, the free trade agreement with Korea was signed and further progress was made on market access to China.

Under Judith's guidance the Citrus Australia team has grown over its history and taken on many projects and events. These include employing a dedicated General Manager of Market Development that has brought many gains to the industry in a relatively short period.

Judith has overseen many 'impossible' tasks such as implementing national maturity standards and a national tree census and the rising popularity of national events such as the Market Outlook Forum and the Citrus Technical Forum.

Like the best CEOs, she has left the organisation far stronger than when she began.

TANIA CHAPMAN

*8 years as
chair for Citrus
Australia*



TANIA CHAPMAN

After ten years of service to the citrus industry as a grower director and chair of Citrus Australia, Tania Chapman resigned from the Citrus Australia board this year.

"Tania led Citrus Australia for 8 years as chair and was both tireless and fearless in focusing the organisation on getting the best outcomes for growers," said Citrus Australia CEO Nathan Hancock.

"As a grower herself in the Murray Valley, Tania was acutely aware of the challenges the industry was facing but was not in any way deterred by the magnitude of those challenges."

Tania was an inaugural director of Citrus Australia, joining in October 2008 when the industry was facing some significant challenges including drought, high exchange rates and competition in export markets. In April 2010 she was elected as chair and held the position until March 2018.

During her time on the board Tania supported the development of exports into China, led the company on backpacker tax and export reforms, and cultivated strong relationships with Hort Innovation and government. She guided the development of the industry and ensured that grower research and development levies were invested wisely and that outcomes were relevant to industry.

Tania was also effective at raising awareness about issues of importance to citrus growers including biosecurity and was a regular spokesperson for the industry in the media.

"Tania was always a great advocate for industry, but on another level provided great support to staff and mentorship to many in the industry," Nathan said. "We are fortunate that she remains in the horticulture industry."

EXPANDING THE TEAM



JEFF MILNE

JEFF MILNE

Jeff Milne has joined Citrus Australia as the National Citrus Surveillance Coordinator.

Jeff will work across Australian citrus regions in close collaboration with growers, researchers, Plant Health Australia (PHA) and state and federal government agencies.

Jeff's role is to raise awareness of biosecurity in the citrus industry and in urban and peri-urban communities. He will assist, initiate and coordinate activities to capture information from surveillance and monitoring activities.

Key to this work will be the 'First Detector Network' of personnel working in commercial orchards, nurseries, packing sheds and the research community.

He will assist in establishing 'surveillance hubs' in commercial citrus production areas, as well as in peri-urban and urban areas, to enhance capacity and capability amongst stakeholders.



STEPHEN COOKE

STEPHEN COOKE

Stephen Cooke is responsible for keeping growers and other industry stakeholders up to date with information that will benefit their business and the industry as a whole.

Stephen was an agricultural journalist for 20 years before joining Citrus Australia, writing and editing for key rural publications across the country. He has also worked as a senior communications consultant.

One of his key roles as Industry Engagement Manager will be editing the Australian Citrus News.



Finally, Australian citrus is beginning to be seen for what it is: not a commodity that should be traded to anyone who will buy it but a premium food that commands premium prices from consumers globally.



JUICE FORUM

Citrus Australia’s inaugural juice forum was attended by over 120 delegates from across Australia, including a fantastic turn out of local growers.

The forum heard speakers discussing opportunities for developing the not-for-concentrate market in Australia, providing a strong signal to growers that processors demand for their fruit was strong and expected to grow over the next 10 years.

“Whilst parts of the juice category in Australia are trending down, fresh and chilled juice is growing in popularity as discerning customers look for product that meets their needs - clean labels - meaning minimal ingredients on the contents panel of the label”, said Citrus Australia’s CEO Nathan Hancock.

Mr Hancock said growers were looking for strong signals that

this resurgence in demand from processors for juice oranges wasn’t a flash in the pan.

“If a grower goes out today from this event and decides to plant more Valencias, it will be 8 years roughly before they see a harvest and an even longer until they see profit, so they need to have confidence that it’s a worthwhile investment to make”, said Nathan.

Griffith citrus grower and Riverina Advisory Council (RAC) Chair, Michael Johns, said he enjoyed listening to speakers talk about the trends and opportunities in markets like China.

“Chinese consumption of non-concentrate juice is increasing,

and I think the need for a healthier product is driving the industry now,” Mr Johns said.

“Juice varieties are our number one product so I’m absolutely keeping an eye on this space. The speakers were very informative and it’s great to see more positivity surrounding juice varieties and the direction that our citrus juice industry is moving in.”

Mr Hancock added that “the most likely way to see sustainable long term profitable growth in the juice industry is to begin developing export markets - leveraging new technologies we’ve heard about today and the providence message that comes with being an Australian product.”





MARKET OUTLOOK FORUM

Continuing to grow markets, particularly in Asia, was the key theme of the Citrus Australia Market Outlook Forum in Sydney.

The two-day event, held in March, saw 180 delegates from around the country hear from expert speakers from across the globe.

Many of the speakers focused on the industry's Asian export markets, which have driven record Australian citrus exports.

Citrus Australia's chief executive officer Nathan Hancock said the optimism in the industry was evident throughout the event.

"The Australian horticulture industry exceeded \$1 billion in

exports in 2017, which was the first time we've achieved that in a calendar year," Mr Hancock said.

"The citrus industry contributed 42 per cent of those exports, which is a remarkable figure."

He said 91 per cent of Australian citrus exports was traded to 14 countries, of which 12 were in Asia, which underlined the importance for the industry to understand these markets.

Mr Hancock said the Forum speakers helped delegates

understand what consumers in these markets want - both in terms of product but also how they prefer to buy it. He said it was also important that the Australian citrus industry continued its work to reduce trade barriers into those lucrative markets.

IP Australia's Counsellor to China, David Bennett, assured delegates that the Chinese intellectual property (IP) system was stronger than some had been led to believe. He urged businesses to register trademarks early.



Keith Sunderlal of The SCS Group, said the success of the Washington Apple Commission in exporting US-grown apples to India showed it was possible to export premium fruit into the country.

David Hughes, Emeritus Professor of Food and Marketing at Imperial College London, said citrus could increase its market share globally by offering smaller quantities that appeal to smaller households and positioning fruit as a healthy, convenient snack,

for purchase by increasingly time-poor people.

Citrus Australia recognised innovative businesses within the industry that have developed varieties and marketing campaigns that meet consumers' needs. Craig and Bindi Pressler of 2PH, Helen Aggeletos and Maria Costi from Venus Citrus, and Frank Mercuri and team at Pacific Fresh were presented with a Citrus Australia Supply Chain Innovation award.

In closing the event, Citrus Australia's new Chair, Ben Cant, said strong biosecurity and food safety regimes made growing export markets possible.

"Retail is changing rapidly, digital is having more and more impact on consumers, we need to evolve, adapt, survive and then thrive in this landscape," he said.

He thanked Giro and edp as major event sponsors.

EXPORTS

STRONGER ORANGE CROP UNDERPINS EXPORT FIGURES

Australia exported 251,594 tonnes of citrus in 2018. The total value of Australian citrus exports was \$A452.9 million.

The slight decline in volume overall was attributed to a lighter mandarin crop from Queensland compared to 2017.

Key markets in 2018 were China, Japan, the USA, Singapore and the United Arab Emirates.

Fifty per cent of total orange exports and 30% of total mandarin exports went to China (90,500t).

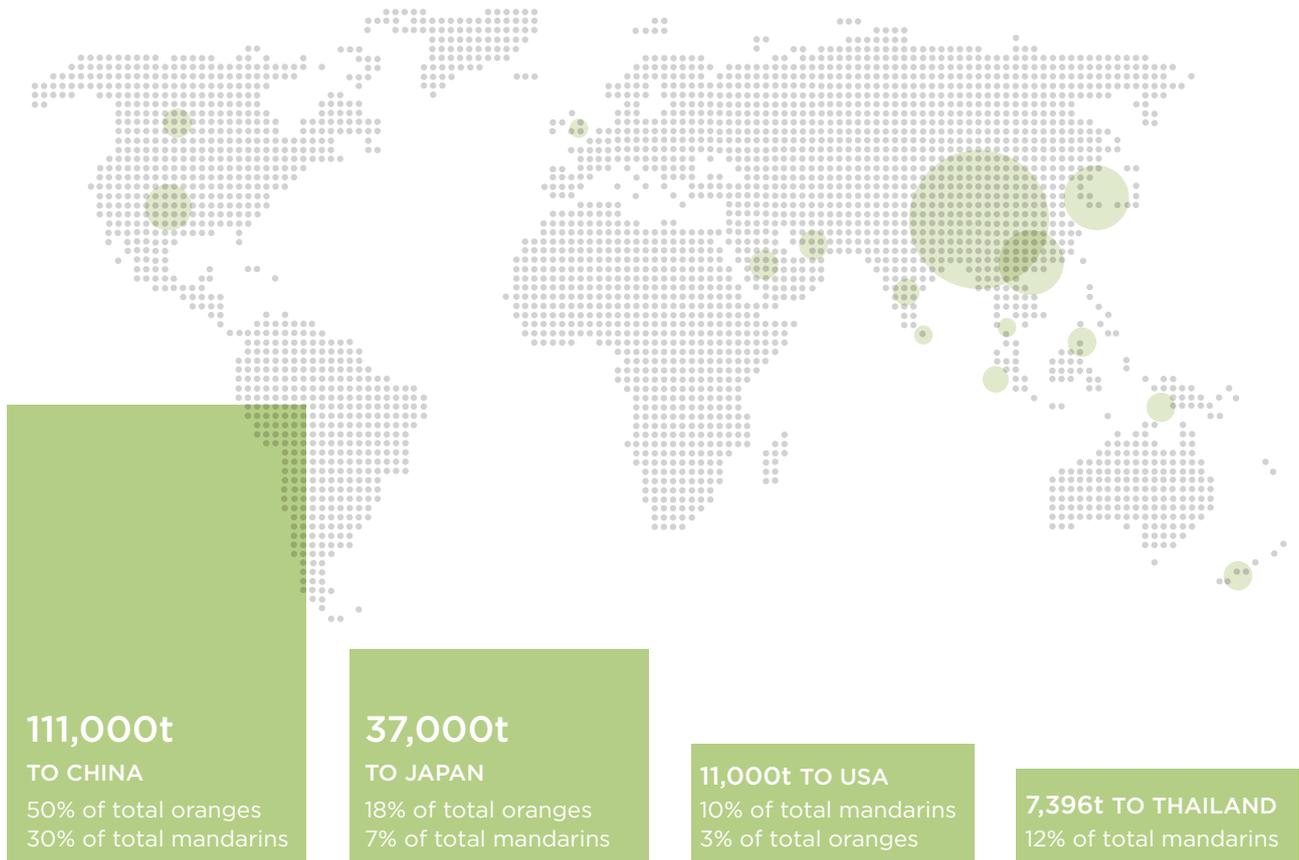
Japan took 18% of orange exports, or almost 33,000 tonnes. Thailand was our second biggest market for mandarins, taking 12% or 7,396t, while the USA took 10% of mandarins, or 6,190t.

Exports to Vietnam continue to grow and Citrus Australia Market Development Manager, David Daniels, said it was becoming an important market for Australia.

“Vietnamese customers prefer slightly larger fruit, which complements fruit required in other markets,” he said.

“Demand in these smaller markets means further opportunities for Australian growers.”

Mr Daniels said it was an excellent result, and a credit to growers for the work put in to meet market requirements.



2018 EXPORT GROWTH MARKETS

Vietnam (115% growth)

Hong Kong (20% growth)

USA (18% growth)

Phillipines (0 to 7000t in 2018)

With a smaller crop in parts of the country, compared to a substantially larger crop in 2017, we expected a downfall in exports, which didn't materialise.

"With a smaller crop in parts of the country, compared to a substantially larger crop in 2017, we expected a downfall in exports, which didn't materialise," he said.

"The increase in value shows the hard work of growers is paying off.

"There is a lot more work involved in producing fruit for higher value markets but the rewards are there."

Orange export numbers were similar to last year, with a fall in mandarins, primarily due to the smaller crop in Queensland this year.

Australia's biggest export market was China (including Hong Kong and Chinese Taipei ports), taking 113,000 tonnes.

Japan remains our second largest customer, taking 37,000 tonnes (6%) down on last season, with the USA growing

their imports by 18% to 11,000 tonnes.

Mr Daniels said the growth in exports to Vietnam – a rise of 115% to 5000 tonnes – was a welcome surprise.

"We say 10,000 tonnes is a good market and we're halfway there in Vietnam."

Exports to the Philippines continue to rise – from nothing in 2012 to 7000t so far this year.

JANUARY TO DECEMBER 2018, 2017 AND 2016 VOLUME AND VALUES

	2018			2017			2016		
	Volume (tonnes)	Value (Million AUD)	\$ per kg	Volume (tonnes)	Value (Million AUD)	\$ per kg	Volume (tonnes)	Value (Million AUD)	\$ per kg
Oranges	185,492	307,902	\$1.66	185,492	307,902	\$1.66	185,492	307,902	\$1.66
Mandarins	61,360	135,509	\$2.21	61,360	135,509	\$2.21	61,360	135,509	\$2.21
Other Citrus	4,742	9,561	\$2.02	4,742	9,561	\$2.02	4,742	9,561	\$2.02
Total	251,594	452,971	\$1.80	251,594	452,971	\$1.80	251,594	452,971	\$1.80

The table above details the export volume by category, the total volume exported and the value per kg to December for 2018 as well as 2017 and 2016. To the end of December the volume of oranges and mandarins exported was less than in 2017 although the price per kilogram was greater.

KCT

In 2018, 658 orchards signed up for KCT applications – an increase of 13% on the previous year.

"The rise in applications is a positive sign from our perspective. It tells us that the industry is more familiar with the system and application process. It's also a sign that industry is really catching on to the huge export successes that we're seeing in the KCT region," said Nicole Zerveas, Market Development Project Officer at Citrus Australia.

JANUARY TO DECEMBER 2018 EXPORT DESTINATIONS

Orange Exports				Mandarin Exports				
Export Market	2018 tonnes	% Share	18/17 tonnes		Export Market	2018 tonnes	% Share	18/17 tonnes
Greater China	91,740	49%	16,341	1	Greater China	91,740	49%	16,341
Japan	33,275	18%	-3,632	2	Japan	33,275	18%	-3,632
Malaysia	8,407	5%	-4,852	3	Malaysia	8,407	5%	-4,852
Singapore	7,898	4%	-4	4	Singapore	7,898	4%	-4
United States	5,360	3%	673	5	United States	5,360	3%	673
Vietnam	5,140	3%	2,678	6	Vietnam	5,140	3%	2,678
Canada	5,067	3%	459	7	Canada	5,067	3%	459
Philippines	5,051	3%	-184	8	Philippines	5,051	3%	-184
United Arab Emirates	3,814	2%	-4,490	9	United Arab Emirates	3,814	2%	-4,490
Indonesia	2,767	1%	-305	10	Indonesia	2,767	1%	-305
Korea, South	2,724	1%	446	11	Korea, South	2,724	1%	446
New Zealand	2,504	1%	-1,158	12	New Zealand	2,504	1%	-1,158
India	1,324	1%	-3,478	13	India	1,324	1%	-3,478
Thailand	1,227	1%	269	14	Thailand	1,227	1%	269
Taiwan	1,198	1%	-2,207	15	Taiwan	1,198	1%	-2,207
Fiji	1,043	1%	223	16	Fiji	1,043	1%	223
Papua New Guinea	927	1%	-9	17	Papua New Guinea	927	1%	-9
Sri Lanka	807	0%	-898	18	Sri Lanka	807	0%	-898
Saudi Arabia	806	0%	-2,513	19	Saudi Arabia	806	0%	-2,513
All other	4,412	2%	-1,267	20	All other	4,412	2%	-1,267
Total tonnes	93,752	51%	-20,250		Total tonnes	93,752	51%	-20,250

The table above lists by greatest volume the export destinations for oranges and mandarins from January to December 2018. The table also compares the volume change from 2018 to 2017 with both categories decreasing in total volume this year compared to 2017.

CHINA'S FOCUS ON FOOD SAFETY, PROVENANCE

Traceability and food safety are becoming increasingly important to Chinese consumers.

Citrus Australia Chair, Ben Cant, and CEO, Nathan Hancock, met with importers and retailers in Shanghai and Jiaxing in November and learnt traceability and food safety are becoming increasingly important to Chinese consumers.

The pair also attended the China Inspection and Quality Service (CIQ) Seminar and the China Fruit and Vegetable Trade Fair, both in Beijing.

A formal dinner was held at the Australian embassy with CIQ officials following the CIQ Seminar.

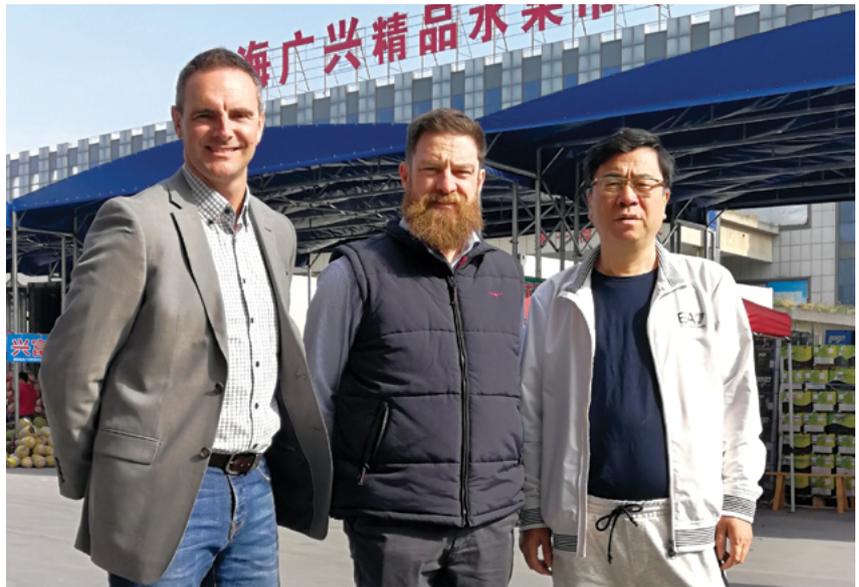
“It was a great opportunity to engage with the Ambassador and many influential figures in CIQ and raise the profile of the citrus industry,” Mr Cant said.

“Citrus and table grapes were heavily celebrated as trade success stories by all in attendance.”

Mr Hancock gave an industry overview presentation in the lecture hall at the Fruit and Trade Fair that was attended by more than 200 people.

The pair visited markets and retail outlets while in China, with Mr Hancock giving a presentation on Australian citrus to a group of importers, retailers and online traders.

Feedback received from importers and wholesalers included:



Citrus Australia Chair, Ben Cant, and CEO, Nathan Hancock, with Mr Xu Xheng, a major partner of the Hai Gaung Xing market in Jiaxing.

- » Need for more accurate shipping data
- » A pre-season forum to exchange information
- » Support to promote the Australian citrus season
- » More consistent quality, with issues caused by granulation on late fruit
- » Abundance of South African Valencias affecting Australian fruit prices

A wide range of retail platforms all had varying levels of Australian navels on display. The importance of branding and providing a story behind the produce was explained.

“Increased promotion, including utilizing QR codes to show images of Australian farms, could enhance the popularity of Australian citrus and potentially increase sales.”

Mr Cant and Mr Hancock saw Australian citrus in many local fruit and veg stores.

“It is everywhere. It’s not just high-end retailers stocking Australian product,” Mr Cant said.

Key learnings from the trip include:

- » Convenience is key for the Chinese shopper and convenience means easily accessible considering their work lives, city congestion and high-rise apartment living.
- » The wholesale market is extremely important to ongoing success in China; accessing the various retail channels will often involve the wholesale market
- » The wholesale markets currently preferred by Australian exporters are at risk of oversupply and a concerted effort to trade in to 2nd and 3rd tier cities is needed
- » China is a rapidly evolving multi-channel market; opportunity exists for Australian fruit in all of them as long as quality is maintained
- » A WeChat presence would benefit Australian citrus

REGIONAL FORUMS

Regionals forums are held in each growing region, organized by the Regional Advisory Committees and the Citrus Australia and the Regional Advisory Committees, which help tailor the days to meet the needs of local growers.



Nathan Hancock with the WA Regional Advisory Committee.



The SA regional forum



Tasting new varieties at the Murray Valley Regional Forum.



Nathan Hancock with the Queensland Regional Advisory Committee.



Richard Eckersley hosts a field visit as part of the WA Regional Forum.

HARPS AND FRESHCARE

Citrus Australia worked directly with growers throughout the year to help them in the industry transition to HARPS (Harmonised Australian Retailer Produce Scheme).

The changes have come about as retailers work with Hort Innovation to simplify the red tape that multiple food safety audits have created.

Under the new system called HARPS (Harmonised Australian Retailer Produce Scheme), growers must now meet one of three base schemes for food safety: Global GAP, SQF or Freshcare.

Many growers have relied on HACCP up until now. However, the HARPS system does not recognise HACCP as a food safety system.

Citrus Australia shares the opinion that HACCP provides a good set of food safety principals but on their own they are not a system that can be audited.

However, many of the HACCP principles are evident in the three recommended systems.

Citrus Australia supports the continuous improvement of industry to meet food safety obligations and is a member of Freshcare – the fresh produce industry’s own on-farm assurance program – because it is a system developed by growers, for growers, using R&D levies.

To assist growers to become compliant we have put



resources into becoming Freshcare trainers and provide training direct to growers.

Citrus Australia staff Nicole Zerveas and Mara Milner became accredited Freshcare trainers and conducted 206 training sessions with growers over the course of the year, and 32 follow-up visits on farm.

They discovered a large amount of confusion and misunderstanding around what the new requirements were, who needed to be accredited, how to become accredited, and the timeframes for implementation.

To be approved under one of the schemes, growers need to undergo a Food Safety & Quality audit during their harvest period.

“We want to help growers achieve a successful audit and offer post-training services as part of our initial training cost to help ensure growers are audit-ready,” Citrus Australia CEO Nathan Hancock said.

“Growers need to be well prepared before audits because they can be very expensive.”

In addition to the training, Citrus Australia spent considerable time communicating the changes to citrus growers, and held a Food Safety Forum in the Riverland in October.

Citrus Australia also worked with Freshcare trainers to coordinate training sessions across the major growing regions to assist growers with the transition to the new requirements.

Mr Hancock said more importing country governments are implementing food safety standards as they look to protect their populations.

Likewise, imported produce to Australia is held to very high standards – often Global GAP with additional microbial tests and maximum residue limit testing, as well as a new push to meet ethical standards.

BIOSECURITY

Citrus canker was a major focus for Citrus Australia since the first detection in northern WA and the Northern Territory in April 2018.

Following the detection, immediate action was taken by the Northern Territory and Western Australian governments and, once endorsed, they began implementation of the nationally agreed response plan.

The plan is focused on destroying known infections, establishing movement controls and quarantine measures, and determining the extent of the outbreak.

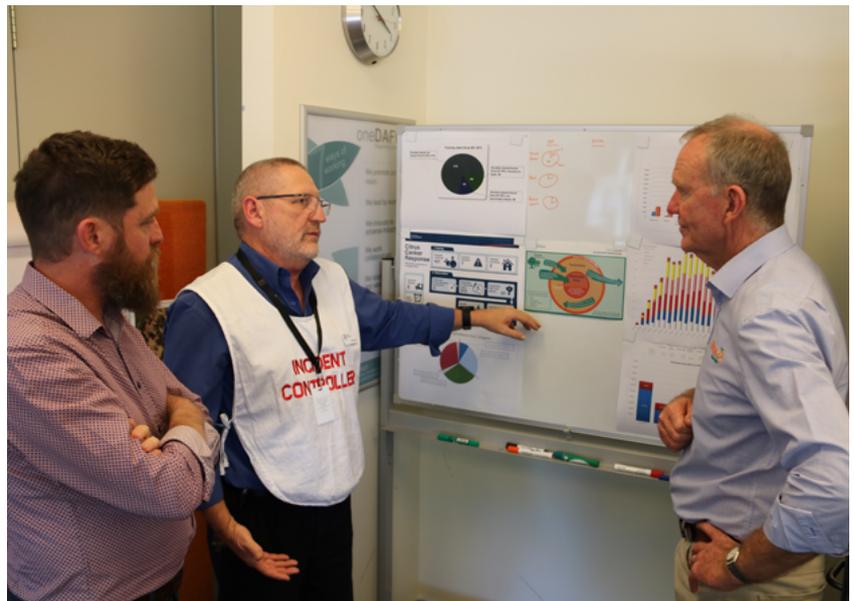
The Consultative Committee on Emergency Plant Pests (CCEPP) is Australia's key technical body for coordinating national responses to emergency plant pest incursion including canker.

The CCEPP operates under the Emergency Plant Pest Response Deed to which Citrus Australia is a signatory.

When an incursion occurs a National Management Group (NMG) is formed to decide on a response plan and whether or not an emergency plant pest is technically feasible to eradicate.

The National Management Group that formed for citrus canker considered the CCEPP's recommendations before they endorsed the nationally-agreed response plan for citrus canker in May 2018. The response plan is being nationally cost shared by affected industry and government.

Citrus Australia has been on the ground and helping with all activities around the citrus canker response plan from day one.



Citrus Australia CEO Nathan Hancock and National Citrus Surveillance Coordinator Jeff Milne receive latest intel from Citrus Canker Incident Controller Greg Pickles in the canker incident response coordination centre at WA DPI.

Citrus Australia is represented on the CCEPP by Citrus Australia CEO Nathan Hancock who also represents the industry on the NMG — so the industry has a seat at the decision-making table.

Outside of these bodies, Citrus Australia advised and liaised with state and territory governments to maintain interstate market access in areas outside the control areas of the response.

It also worked with the federal government on developing a movement protocol for businesses affected by the restricted movement controls enacted after the outbreak.

Importantly, Citrus Australia has a key role in communicating with growers. Updates were sent directly to growers about once every two weeks during the April to June period to keep them as informed as possible about the issue and as soon as new information that could be shared became available.

Mr Hancock met personally with growers including in the affected regions and has been communicating with regional advisory committees to keep them updated and to get their help in communicating with their region's growers about the issue as well.

*Workers in the NT
conducting citrus canker
surveillance.*



The Northern Territory's Department of Primary Industry and Resources and Western Australia's Department of Primary Industries and Regional Development are continuing to work together, along with their local industry and communities, to contain and prevent further spread of citrus canker.

The Federal government continues to take a leading role in reviewing strategy and communications.

All available evidence indicates that citrus canker is restricted to pot plants in the home and garden sector from a single source. Surveillance of citrus production areas so far has not detected citrus canker.

All citrus plants on infected premises have been destroyed, and both NT and WA have put movement controls and quarantine measures in place to contain citrus canker. Surveillance of citrus production areas has not detected the disease in any citrus orchards.

All available evidence indicates that citrus canker is restricted and can be eradicated.

Citrus Australia is a signatory to the Emergency Plant Pest Deed on behalf of all citrus growers and under the deed, citrus canker is rated as a category two pest of concern.

As such, industry is responsible for 20% of the cost of the response whilst government (federal and state) are responsible for 80%.



Citrus Australia participated in Exercise Orange Juice in Griffith in October. The exercise was held to test NSW's ability to respond to a simulated outbreak of citrus canker.

In this case, the citrus canker response to the end of December 2019 is budgeted to \$18.7 million meaning industry will pay approximately \$3.7 million.

This is done at a \$/tonne rate for all citrus for a period of up to ten years.

Citrus Australia will continue to consult with industry to determine the preferred rate and duration.

QUALITY TESTING

PRE-HARVEST FIELD TESTING AND REPORTING

Pre-harvest testing and reporting was conducted each season to share region specific maturity levels (as close as possible to harvest) and provide objective evidence to support (or dispel) some of the industry anecdotes and theories around harvest timing.



Citrus growers, packers and marketers have traditionally relied upon historical data to predict maturity at harvest but testing the season's crop provides a more accurate indication of maturity as there can be substantial differences between seasons and within regions.

As with many agricultural industries, citrus growers can experience 'early' or 'late' seasons. Where maturity testing has taken place, growers have typically based their predictions on a sample of ten fruit (or less) from an entire orchard.

Pre-harvest testing and reporting was undertaken in each growing region by sampling fruit from orchards, and testing according to standard procedures. To demonstrate the range of maturity (sampling error) in the population, 30 fruit were randomly selected from each location and maturity levels were assessed according to the ACQS market testing procedures.

Using Citrus Australia's grower network, the project team arranged orchard visits across a number of growing regions,

sampling varieties that were close to being harvested, from different rootstocks, orchard locations and soil types to help highlight the variables that contribute to maturity.

Results were communicated to industry participants via email, through our Regional Advisory Committees, and at pre-season meetings in each region.

Region	Date	Variety Tested	Fruit tested	Growers tested	Sites sampled	Sites passed	Sites caution	Sites that did not meet specification
Queensland	19/3/18	Goldup and Imperial Mandarins	30 per site	9	16	8 (50%)	3 (19%)	5 (31%)
Riverland	27/3/18	Early Navel	12 per site	8	11	7 (64%)	1 (9%)	3 (27%)
Murray Valley	9/4/18	Early Navel	12 per site	5	10	9 (90%)	0 (0%)	1 (10%)
Total			732 tests	22	37	24 (65%)	4 (11%)	9 (24%)

An example of the report sent to growers.

ACQS

This year has been the sixth consecutive running of the Australian Citrus Quality Standards (ACQS) program, with fruit tested grown in five states and taken from four market locations – Brisbane, Melbourne, Perth and Sydney.

ACQS is a simple set of standards to assist growers, packers, marketers and retailers to consistently deliver quality citrus.

Contractors were engaged to sample, test and report the quality of oranges and mandarins in the domestic marketplace to Citrus Australia. Citrus Australia collated the results and reported to those within industry that had a vested interest in improving fruit quality.

Contractors visited the fresh produce market weekly and selected samples of new in season oranges and mandarins. A sample consisted of ten fruit and the details of the sample were recorded.

Each fruit was dissected and the juice was extracted using a citrus reamer. Sugar content was approximated by determining Total Soluble Solids (TSS). The refractive index of the juice was measured using

a sugar refractometer (0 – 30 per cent range). The sugar refractometer is calibrated in such a way that it directly provides readings on total soluble solids (TSS) in degrees Brix (OBrix).

Titrateable acidity was measured by titration against a sodium hydroxide solution with a phenolphthalein indicator. For each test, the BrimA maturity index was calculated according to the calculation proposed by Jordan et al. (2001). The calculation is:

$$\text{BrimA maturity index} = (\text{OBrix} - (4 \times \text{acid})) \times 16.5$$

Research in the USA and Australia provides evidence that the BrimA maturity index is a more reliable indicator of consumer acceptability than the Brix:acid ratio that was previously adopted by industry.

Test reports with detailed results were distributed to industry on a weekly basis. Results were assigned a 'traffic light' colour coding. Where a test result achieved or exceeded the minimum specification, a green coding was applied. A cautionary orange coding applied to fruit that only marginally did not meet the minimum specification and where the minimum specification was not achieved, a red coding was applied.

During the first year of the program, the juice from ten fruit was aggregated into a single sample and measurements (Brix and acid) were taken and a single result was generated. This was standard practice under previous iterations of the project and considered best practice at the time.

The project team challenged this practice as there was strong potential for the result to be skewed (in either direction) by a single piece of fruit.

In 2017, the program moved towards testing the juice from each individual fruit in the sample. While this was a more labour intensive process for the testing contractors, it provided a measurement on the sampling error within orchards. The average of the BrimA maturity index for the ten fruit was reported to industry to maintain the reporting methodology and allow comparison across the previous years of reporting.

Where a 'cautionary' result or 'did not meet specification' result were reported, the data for each individual fruit were provided to the supplying grower to explain the result in more depth.

Sampling, testing and reporting continued along the same lines through the third year of the project.

2018 Results	2016	2017	2018
Total fruit tested	7 410	4 122	5 140
Weekly reports	21	22	29
Tests reported	741	414	514
Varieties tested	37	42	38
Oranges that achieved minimum standard	98%	83%	93%
Mandarins that achieved minimum standard	96%	84%	96%
Granulated Imperial mandarin samples	NA	6	29

2018 AUSTRALIAN CITRUS TREE CENSUS

CENSUS REVEALS RISE IN LEMON, AFOURER PLANTINGS

The 2018 Citrus Tree Census has revealed citrus plantings have increased in all categories and all regions since the last census was conducted in 2017.

The Citrus Tree Census is an online database developed by Citrus Australia to collect national production statistics about variety, rootstock, tree age and hectares planted.

Only 4% of Australian lemons are currently exported, with 9% going into processing and 87% sold onto the domestic market.

Afourer plantings have also grown significantly and Citrus Australia CEO Nathan Hancock said growth in this popular variety could also test the domestic market.

“I urge all growers to access the full report and use the information when planning future plantings, taking domestic and export trends into consideration,” he said.

Compared to the last census in 2017, plantings have increased:

- » 7½% in lemons to 1396ha
- » 16% in Afourers to 1817ha
- » 43% in red flesh navels to 573ha



Mara Milner

Imperial plantings are tapering, primarily because of reduced plantings in Queensland. The total number of hectares planted to Imperials has only increased by 1%.

Plantings of oranges (common, Navels and Valencias) have increased 1% in the past 12 months.

For this census, 1217 orchards responded from 1367 orchards contacted. It is estimated that an additional 2500 hectares are not represented in this report.

It was revealed that since 2014 total hectares of citrus planted nationally have increased by 17% to 25,655ha. Including:

- » Murray Valley - 20% rise to 5342ha
- » Queensland - 17% rise to 4592ha

- » Riverina - 11% rise to 7673ha
- » Riverland - 9% rise to 5600ha
- » WA 6% - rise to 1022ha
- » Other 58% - rise to 1426ha
- » Other national trends reveal:
 - » 8% rise in orange plantings (common, Navel and Valencia) to 16,588ha
 - » 28% rise in mandarin and tangelo plantings to 6956ha
 - » 37% rise in lemon and lime plantings to 1739ha
 - » 39% rise in grapefruit and pummelo plantings to 372ha

The Citrus Tree Census project has been funded by Hort Innovation using the citrus industry levy and funds from the Australian Government.

INFORMATION FROM 2018 CITRUS TREE CENSUS, COMPILED BY CITRUS AUSTRALIA



ORANGES*

TOTAL HECTARES

16,588 ha

2014: 15,307ha

% OF NATIONAL TOTAL

65%

2014: 69%

LARGEST PRODUCTION REGION

Riverina: 7,012 ha

2014: 6,522 ha

NAVEL CATEGORY SIZES BY REGION

REGIONS	Early Season (ha)	Mid Season (ha)	Late Season (ha)	Red Flesh (ha)
Murray Valley	805	535	1786	196
Queensland	19	52	3	3
Riverina	339	1120	1283	213
Riverland	529	787	1293	120
Western Australia	106	153	205	31
Other	79	120	173	10
NATIONAL TOTAL	1,877 ha	2,767 ha	4,743 ha	573 ha

*Orange category is made up of 60% Navel oranges and 40% juicing oranges (common & valencia)



MANDARIN & TANGELO

TOTAL HECTARES

6,9568 ha

2014: 5,451 ha

% OF NATIONAL TOTAL

27%

2014: 24%

LARGEST PRODUCTION REGION

Queensland: 3,533 ha

2014: 2,058 ha

MANDARIN CATEGORY SIZES BY REGION

REGIONS	Afourers (ha)	Imperials (ha)	Murcotts* (ha)	Other** (ha)
Murray Valley	615	336	4	265
Queensland	290	827	1817	599
Riverina	161	72	5	147
Riverland	570	318	79	423
Western Australia	125	65	1	110
Other	56	8	2	63
NATIONAL TOTAL	1,817 ha	1,626 ha	1,908 ha	1,607 ha

*Includes low seeded **Other includes 35 varieties



LEMON & LIME

TOTAL HECTARES

1,739 ha

2014: 1,268 ha

% OF NATIONAL TOTAL

7%

2014: 6%

LARGEST PRODUCTION REGION

Queensland: 879 ha

2014: 683 ha

LEMON & LIME CATEGORY SIZES BY REGION

REGIONS	Lemons (ha)	Limes (ha)
Murray Valley	234	4
Queensland	593	286
Riverina	165	2
Riverland	241	33
Western Australia	45	10
Other	118	9
NATIONAL TOTAL	1,396 ha	344 ha



GRAPEFRUIT & PUMMELO

TOTAL HECTARES

372 ha

2014: 268 ha

% OF NATIONAL TOTAL

1%

2014: 1%

LARGEST PRODUCTION REGION

Riverina: 108 ha

2014: 79 ha

IMPROVING COMMUNICATION

Citrus Australia successfully won the tender for the Hort Innovation-funded Citrus Industry Communications Project.

This communications program will focus on raising citrus levy payers' awareness of the latest research findings: highlighting best practice, identifying emerging risks and opportunities, and stimulating an environment of innovation, collaboration, and continuous improvement.

A variety of different communication tools and media will be utilised which recognises the move to digital communications whilst acknowledging the demographics of the industry.

Social media and a text messaging service will be utilised to share timely information, novel outcomes of R&D and important timely

messages including biosecurity matters and reminders for R&D events.

The quarterly Australian Citrus News magazine, a fortnightly eNews and YouTube videos will also be optimised to ensure R&D results are explained clearly to all citrus levy payers in a variety of formats, increasing rates of uptake.

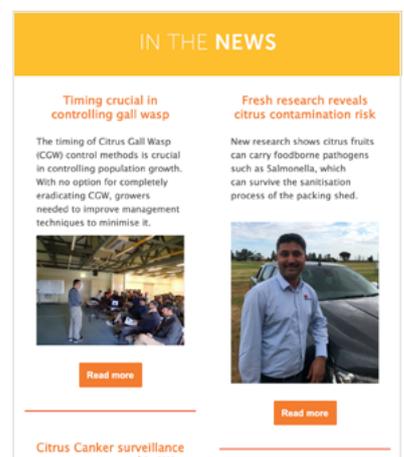
Our multi-faceted communications strategy will use media releases and social media to address consumers, the wider industry and government.

The ultimate goal of this project is to support and promote a profitable, sustainable and globally competitive citrus industry.



E-NEWS

The fortnightly eNews is an effective method to reach citrus levy payers quickly. Citrus Australia will utilise analytics to see which topics resonate most highly with readers. This will enable us to fine-tune our overall approach to communications by targeting more popular forms, enabling us to improve reach and uptake.



CITRUS NEWS

The quarterly periodical Australian Citrus News remains an important conduit of information to levy payers. The key element remains case studies of levy-funded R&D being applied on farm. Growers are more likely to read information in this format, which is the equivalent of growers 'looking over their neighbour's fence'.



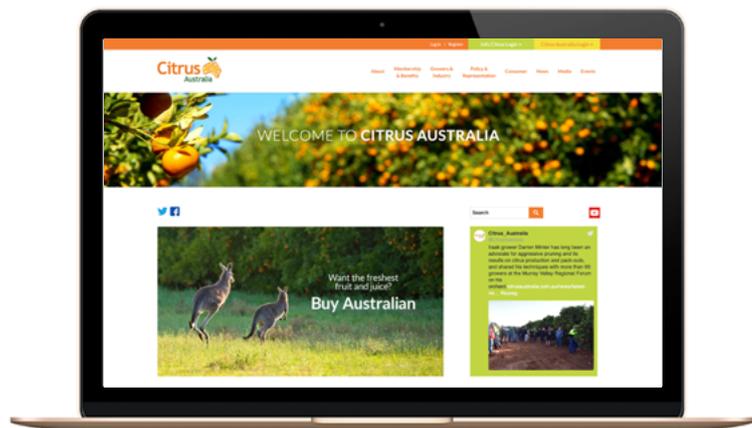
SOCIAL MEDIA

Citrus Australia now has 2004 followers on twitter and almost 200 followers on its new facebook page. Video and live streaming will be used more often, to share information at workshops, events and forums that people are unable to attend.



WEBSITE AUDIT

An audit was held on the Citrus Australia website to ensure all information is accurate for growers and, where necessary, the wider public. Citrus Australia will work with researchers to ensure all information is current.



GOVERNMENT ENGAGEMENT

Citrus Australia will continue to prioritise working with the Government for the benefit of the successful Australian citrus industry.

Government support remains crucial to help growers navigate the increasingly complex environment surrounding labour hire and water trade.

It will also advocate strongly for additional investment in border biosecurity, including customs officers and sniffer dogs, were necessary to protect the burgeoning citrus industry.

WATER

Citrus Australia will ask the Federal Government to support a review of the river system to ensure supply for current and future horticulture development can be adequately met.

Irrigation practices in the Australian citrus industry continue to evolve through the adoption of new technologies and citrus growers will continue to invest in water-saving efficiency measures.

However, growers expect surety of supply. The system is physically unable to deliver quantities of water required in some areas.

Therefore, we will ask for a review, with forward planning and an assessment of capacity for the river system to meet current and future development.

Citrus Australia supports compliance and metering of

water use and will ask the Government to ensure all water users comply.

We urge the Government to enforce the laws of water use to ensure growers in southern Australia are not disadvantaged.

LABOUR

People employed in the citrus industry have the right to a safe work environment and are entitled to a fair day's pay for a fair day's work.

We support the seasonal worker program as a core component to a stable seasonal workforce and ask for the Government's support for an efficient national labour hire contractor registration process and system, to ensure no under payment and misuse of piece work agreements.

We will ask the Prime Minister to review the seasonal worker program and remove the bureaucracy that has crept in to the process for hiring workers because it is deterring industry from engaging in what is otherwise an excellent solution to our labour issues.

Much of the work in the citrus industry is seasonal, physical and time critical.

Therefore, Citrus Australia supports piece rate as a

motivation for efficiency and reward, and urge the Morrison Government to ensure this continues.

BIOSECURITY

Citrus Australia is working with growers to enact biosecurity plans on their orchards but will ask the Government to increase funding for biosecurity at our borders.

Australia benefits from natural protection as an island continent; however, the increase in holiday makers and international visitors and the reported increase in imported goods has significantly increased the risk of exotic pest incursion.

We will ask the Prime Minister to invest in more resources such as biosecurity officers and sniffer dogs to intercept illegally imported plant material before it enters Australia and costs the taxpayer to eradicate.

The Government recently increased penalties for those who attempt to illegally import foreign materials and we will continue to work with them in our bid to see maximum penalties applied as a deterrent for this behaviour.

FINANCES

CITRUS AUSTRALIA LTD ABN 75 130 238 792

Statement of Operations & Other Comprehensive Income for the year ended 31 December 2018

	Note	2018 \$	2017 \$
Revenue			
Funding for Projects	2	1,281,937	1,031,619
Member Subscriptions	2	244,757	206,470
Grower Services	2	199,741	-
Other Income	2	947,886	902,590
		2,674,321	2,140,679
Expenses			
Project Expenses	3	(1,959,409)	(1,737,026)
Affiliation Expenses	3	(5,000)	(7,500)
Computer Expenses	3	(7,932)	(3,249)
Employee & Director Benefit Expenses	3	(289,848)	(335,379)
Travel & Meeting Expenses	3	(123,602)	(69,804)
Other Expenses		(88,686)	(26,816)
		199,844	(39,095)
Surplus/(Deficit) for the period		199,844	(39,095)
Other Comprehensive Income		-	-
Total Comprehensive Income/(Loss) for the Period		199,844	(39,095)

OUR MEMBERS

GROWER MEMBERS

2PH Farms Pty Ltd

3 Pines Citrus

Ace Citrus Pty Ltd

ACMII Australia 2 Pty Ltd

Ag Dynamics

AgriExchange Pty Ltd

AgriFresh Pty Ltd

AJ & WE McCracken Pty Ltd

Alan and Denis Vukadin Farming

Allunga Orchards

Auburnvale Citrus Pty Ltd

Aussie Gold Citrus Pty Ltd

B J & J E Trott & Sons Pty Ltd

BA & SM Fletcher

Ban Ban Orchard

Barcross Investments P/L

Benyenda Citrus Pty Ltd

Best Produce

Boyne View Citrus

Budwood Estate P/L

Burnett Ag Services Pty Ltd

Byllaardt, Hani

C & R Calvi and Sons Pty Ltd

C206 Pty Ltd

Capeview Fresh

Chetwynd Park Pty Ltd

Chislett Farms Pty Ltd

Chris & Jenny Slingsby

Colbey, Dawes & Delaine

Collins International (Australia) Pty Ltd

Constanzo & Carla Iacutone

Cottrell Farms Pty Ltd

CRM Agricultural

Crossroads Citrus

Cucinotta & Thomas

D & H Smith Pty Ltd atf The Burnett View Citrus Trust

D & T Nardi & Partners

D & T Nardi & Partners

D & T Nardi & Partners

Dags N Co P/L T/A Minter Magic

DC & MM Tiberi

Dedes Nominees

Della Bosca Investment Trust

Department for Correctional Services

Dermark Pty Ltd

Domenic & Paula Mercuri

Duxton Viticulture Pty Ltd

Ellerslie North Citrus Pty Ltd

Ellerslie Producers Pty Ltd

Elsa Pandolfo

Emaroo Ridge Pty Ltd

F & J Taddei Nominees Pty Ltd

F & R Mercuri

Foord Systems

Fresh Citrus Direct (Pyap Produce)

Fruit Master Farm Operations Pty Ltd

Fruitopia Territory

G & G Recchia P/L

G, V & G Galati

Gallard Holdings t/as Mirage Citrus

Garry Hamlyn

GB Fulwood & Co Pty Ltd

Bryant CD & LK

Gen2 Farming Pty Ltd

GF, IM & SL McCosker & MP Knuckey

Giofrelle Nominees Pty Ltd

GJ & JA Zahl P/L

Glencowan - JC & LJ Lockert

Glengrove Orchard P/L

GM Arnold & Son Pty Ltd

Golden Mile No 1 Pty Ltd atf Golden Mile Unit Trust

GR & CT Carey as trustee for the Grant & Carmel Carey Family Trust

GR8 Citrus Pty Ltd

Graceten Pty Ltd	Julum Citrus Pty Ltd ATF	Murray River Organics
Grandview Orchards Pty Ltd	JY & MA O'Connor	Murray Vineyards P/L
Gregg Vineyards	Keag Holdings	N & D Ulcoq
Greycliffe Farm	Kirkton Citrus	Nannup Fresh Fruit Pty Ltd
Gunnible Pastoral Company Pty Ltd	KJ, GR, WR & SG Parr t/as ISIS River Orchards	Nelbuck Pty Ltd
Harvey Citrus Pty Ltd	Knispel Bros Pty Ltd	Nericon Citrus Trust (SC Farms)
Helson Barry	Koonoomoo Fresh Produce	Niela Citrus
Hengrong Pty LTD	KT & SL Mann Family Trust	Novacott Downs Pty Ltd
Herald Lace Pty Ltd	Kurrnung Matlock Pty Ltd	Nunkerri Citrus Pty Ltd
Hillview Orchards	KVC Pty Ltd	Nutrano Produce Group
IK Sampson & LN Eagle	KW & W-AC & CJ & LK Thiel t/as Thiel Orchards	O & G Bugno Pty Ltd
Ironbark Citrus Pty Ltd ITF A & S Jenkin Family Trust	Lancaster Biodynamic Farm	Ontario Mangoes
J & M & D & F Morris t/as Willyama Grove	Litchfield Trust	Optifarm
J & S Colson Family Trust	Louis Pak	Oseik Holdings
Townsend, James and Robin	Cuzzillo, M & V	Ozbecoz Pty Ltd
Jireh Citrus	MA & AM & M Mallamace	P Andreatta & Co
JK Hederics & MG Hederics & PWR Land Holdings Pty Ltd T/A Belah Heights Pty Ltd	Mansell Farms Pty Ltd	PA & MM Costello
Joe's Citrus	Margram Farms	Ansell, Peter & Bev
John & Carol Davidson	Merewyn Pty Ltd	Pinnacle Limes
Bailey, John H and Maureen	Mildura Citrus Trust (SC Farms)	Sergi, John
John Mongan	Doecke, MJ & LR	Prime Value Citrus Business Trust (SC Farms)
John Zhuang	Moora Citrus Pty Ltd	Prosser Traders Pty Ltd
Caamano-Bermudez, J&D	Moricom Orchards	Protheroe, Wayne
JS & MS Chugha	Mountain View	Roth, P.W & F
	Pike, Bradley & Hayden and Mrs V Druskat	Quebec Citrus Pty Ltd
	Mumble Peg Citrus	Rascorp FNQ Pty Ltd
		Redlea Citrus Pty Ltd

GROWER MEMBERS

Ridgehill Properties Pty Ltd

RJ & FL Groves

RK and CC Sharp

RL & ML Sjollema

RL Baker & Co Pty Ltd

Robert Pandolfo Management P/L & Gary Pandolfo Management P/L

Rosedale Grove

McMahon, RP

Russell Carter

Skilton Farms Pty Ltd

Strachan, SL RA & GN

Smith Brook Farm

Smith Family Trust

Smith Gully Orchards

Sparacino Farms

Spencer Ranch Pty Ltd

Sunbak Orchards Pty Ltd

Super Seasons Pty Ltd (formerly Northern Citrus)

Sylina Pty Ltd

Tanamira Estate Pty Ltd

The Boutique Citrus Company

Timmel Ridge Estate

TLC Citrus

Top Citrus Pty Ltd

TR & CJ Benham

Trevmac Farms

Tumut Grove Farm Management Pty Ltd

Twin Palms Citrus

Tyrconnell Valley Pty Ltd

Srhoj, Umberto & Evelyn

Ventnor Grove Pty Ltd

Villa Rosa (Frank & Domenic Mercuri, Frank, Mick & Joe Nardi)

Mancini, Vito

Vitonga Pty Ltd ATF Estens Trust

Western & Son

Widem Farming

Willbi Pty Ltd

Winkie Heights Pty Ltd (SW & SL Andrew)

Woolenook Fruits

Wyargana

Yambellup Estate

Yelta Produce

AFFILIATE MEMBERS

AB Citrus Services Pty Ltd	Brown International	Freshmax Australia Pty Ltd
ABC Software Ltd	Brunswick Wholesale Plants Pty Limited	Fruit Master Australia Pty Ltd
Adama Australia Pty Ltd	Bungle Fresh	Fruit Picking Jobs
AgNova Technologies Pty Ltd	Bunya Flats Pty Ltd	Gayndah Packers Pty Ltd
Ag-Plus Pty Ltd	Celsus (Australia) Pty Ltd	GCP Exports Pty Ltd
Agricrop Pty Ltd	Chep Australia	Geelong Citrus Packers Pty Ltd
Agriculture Capital Management Pty Ltd	Citri Care	Giro GH SA
Agromillora Australia JV Pty Ltd	Citrus Monitoring Services Pty Ltd	Global Fresh Australia Pty Ltd
Alfred E Chave Pty Ltd	Colin Campbell (Chemicals) Pty Ltd	Global Produce Solutions
Algona Pty Ltd	Colliers International	GoFarm Australia Pty Ltd
APL Lines (Australia)	Compac Sorting Equipment Ltd	Green Garden Farm Produce Pty
APM Pty Ltd	Condor Fresh Pty Ltd	Grove Fruit Juice Pty Ltd
APMS P/L & Jewelblest P/L trading as Total Food Network Australia	Container Forwarding Services Intl PL	H2A Trading International Pty Ltd
AT Eyles & Sons Pty Ltd	Credit Suisse Management (Australia) Pty Ltd	Hamburg Sud Australia Pty Ltd
Aus Farm Land Pty Ltd	CropLogic	Harvey Fresh (1994) Ltd
Auscitrus	Customised Farm Management	Horticulture Fresh Australia Pty Ltd
Australia Fruits P/L	Danzante Pty Ltd	Incitec Pivot Fertilisers
AustSafe Super	Delica Australia Pty Ltd	Iron Horse Intermodal Pty Ltd
Awaba Australian Pty Ltd	Department of Agriculture and Food Western Australia	Jobs Australia Ltd T/A speediestaffsolutions
Belvino Investments Trust (was Challenger)	DNE World Fruit a division of Wonderful Citrus	John Bean Technologies Australia Ltd
Choy, Benjamin	Corteva Agriscience (Formally Dupont)	J-Tech Systems Pty Ltd
BGP International Pty Ltd	EcoFresh Oz Pty Ltd	Kruger Plant Production Adviser Pty Ltd
Bioactive Soil Solutions Pty Ltd	edp australia Pty Ltd	Lamanna Premier Group
Birdwood Nursery	Edaphic Scientific Pty Ltd	Landmark
BOC Ltd	EE Muir & Sons	Langtech Bottling
BR & C Agents (Ruralco Holdings)	EJT Packers Pty Ltd	Lee McKeand Produce Pty Ltd
Brismark (Queensland Chamber of Fruit & Vegetable Industries Co-Op Ltd)	Favco Qld Pty Ltd	Legacy Packing Pty Ltd
	First Fresh NZ LTD	Lindsay Rural
	Fresh Produce Group	Link Fresh Pak Pty Ltd
		Lion-Dairy & Drinks
		Lochert Bros Pty Ltd

AFFILIATE MEMBERS

Macro Plastics

MADEC

MAF Oceania Pty Ltd

Mansfield Propagation Nursery
(was Rootstock Services)

Mario's Packhouse

Mediterranean Shipping
Company (Aust) Pty Ltd

MFCT Pty Ltd t/as Mildura Fruit
Company

Monde Nissin (Australia) Pty Ltd

Netafim Australia

Netpro Pty Ltd

Nippy's Waikerie Producers Pty
Ltd

NSW Department of Primary
Industries

Nu Leaf I.P. Pty Ltd

Nufarm Australia Ltd

NZ Citrus Growers Inc

OC Fruit Pty Ltd

Ocean Network (Australia)

Oceanic Navigation Ltd

Omnia Specialities

Orora Group

P Costi & Sons Pty Ltd T/A
Venus Citrus

Pablo Ligouri Consulting (PL
Citrus Consulting)

Pacific Fresh Pty Ltd

Phoenix King Trading Pty Ltd

Pinnacle Fresh

Premium Farm

Produce Exchange Australia

Professional Pallet Management

Prosumer Group Pty Ltd

Purveyors International Pty Ltd

QC-Fresh Pty Ltd

R&D Viticultural Services Pty
Ltd

Rabobank

Red Rich Fruits

Riverking Australia Pty Ltd

Rivulis Irrigation Pty Ltd

Sanjuku International

SC Farms

Shirley Farms

Simfresh Pty Ltd

Spraygro Liquid Fertilizers

Stainguard International Pty Ltd

Steritech Pty Ltd

Sunraysia TAFE

Syngenta Crop Protection Ltd

T & G.D. Sergi

Ten Farms Pty Ltd

The Better Drinks Co. Pty Ltd

The Fresh Connection South
Pacific Pty Ltd

The N & A Fruit Distributors T/
AS AFPC Exports

Twin Lakes Holding

Valleyfresh Exports Pty Ltd

VFS Exports

Victorian Citrus Farms

Votorantim International
Australia Pty Ltd

foothills Fresh

WA Farm Direct

Watt Export Pty Ltd

Western Local Land Services

Winha Commerce and Trade Intl
Ltd

Winston Asset Management Pty
Ltd

YM United Enterprise
International P/L

Zummo Juicers Pty Ltd

Elders

TriTech Refrigeration

M E Watt

JUCCI

Roc Capital

Foothills Fresh

Regenal Management Services

Bache Bros

Proud Solutions

Ningawalla Farming

Neo Green Pty Ltd

Unitech Asia Pacific

Botanica Brands Pty Ltd

Boulevard Advisory

Agrian

Crimson Fresh Produce Pty Ltd



