



**Citrus**   
Australia

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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 270 grower and affiliate members.

## Our vision

A unified industry maximising value and returns to growers

## Our values

A national organisation that values:

### Change

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

### Leadership

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

### Teamwork

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

### Grassroots

We will be accessible, accountable and responsive to members and industry.

## Our mission

A grower-driven national organisation representing and leading the industry in:

- ▶ Policy and advocacy
- ▶ Research and innovation
- ▶ Market access, development and promotion
- ▶ Communication and information
- ▶ Biosecurity



During the year



## From the Chair

**The 2014/15 financial year proved more fruitful for growers due to a combination of high export demand and a better growing season.**



With strong demand from Hong Kong, Japan, China and USA, Australian citrus exports were up 14% in volume to 74,787 tonnes and 16% in value to \$106.7 million in the seven months to July 2015.

China's appetite for Australian citrus is growing. Back in 2012, we set ourselves a target of 20,000 tonnes into China by 2020. Well, the 2014/15 year saw us deliver 18,500 tonnes into that market – it's time to revisit that target.

The growing season was better than the previous year. Less wind in the southern states saw better outcomes. However, some crops were slightly lighter than average, which led to bigger fruit, posing problems in some markets.

No two seasons are the same – whether it be the climate, the exchange rate, increased red tape or increased costs of production – we have to continually strive for quality and premium product to get premium prices. Thankfully, a lower exchange rate is currently proving favourable for trade.

### Voice of Horticulture

The Voice of Horticulture has created a strong, united voice for horticulture, which has been missing for too long. This united front ensures horticulture (and citrus) will receive its fair share of attention from politicians, policy makers and media.

For years, the big boys of grain, sugar and meat have maintained pressure through a strong presence and horticultural industries have been left out. This is no longer the case – our voice is strong and gaining momentum by the month, ensuring our key issues are top of mind with those who count.

### Market ready

Protocols, chemicals coming under scrutiny from APVMA, fruit fly and cold treatment are key issues our industry is fighting on a daily front.

If we are going to remain competitive with our extreme costs of production we need to continually invest in new R&D. The vote to increase our R&D levy was a welcome result - a levy that had remained stagnant for more than 18 years was not helping our industry move forward.

The funding increase for biosecurity is also essential. We have to remain vigilant and be prepared and the increase to the biosecurity levy will ensure we use all of the tools available to protect our industry.

### Changes at board level

It was with regret we accepted Neil Offner's decision to stand down from the board in November 2014. Neil's background as an exporter and his close affiliation to growers proved invaluable at the board table and he will be missed.

My sincere thanks to our board for the unwavering support they provide me, our industry and the team. It is a board that respects each other's opinions and is passionate about the industry and its participants.

On behalf of the board, I thank the small but dynamic Citrus Australia team. They have achieved excellent results this year through their dedication and passion, ensuring growers are duly rewarded for their work. They are to be commended for that.

A handwritten signature in black ink, appearing to read 'Tania'.

**Tania Chapman**  
Chair



## From the CEO



**The 2014/15 financial year saw Citrus Australia launch new initiatives tailored at increasing domestic and export consumption, as well as strengthen and enhance R&D programs and biosecurity. We also recorded a financial surplus this year. This was all achieved as a result of the enthusiasm and commitment of our staff, directors, committee volunteers, members and sponsors.**



I'm delighted to highlight some of Citrus Australia's achievements during 2014/15:

- ▶ Delivered tailored programs for China, Korea, Thailand and Taiwan including the first successful online registration system - saving time, reducing costs and allowing an earlier start to exports.
- ▶ Western Australian citrus producers have started exporting their fruit to the valuable market of China for the first time.
- ▶ Grew the National Residue Survey citrus export program.
- ▶ Consulted with over 500 growers and industry participants throughout the year during grower visits; regional forums; workshops; and the inaugural Citrus Technical Forum & Field Day, from Manjimup to Mareeba.
- ▶ Developed submissions for the Agriculture White Paper; Senate inquiry into Agricultural Levies; and various parliamentary reviews into Free Trade Agreements.
- ▶ Participated in the development of new Country of Origin Labelling, set to roll out in late 2015.
- ▶ Facilitated a successful CitrusPoll 2014, and submitted a draft levy increase proposal to the Department of Agriculture.
- ▶ Boosted biosecurity with increased surveillance and a national simulation exercise.
- ▶ Strengthened the Australian Citrus Quality Standards; and concluded research to assist in the development of an Imperial granulation guide.
- ▶ Launched the inaugural Industry Awards at the 2014 AGM, where Seven Fields, Costa Group (AgriExchange) and Mildura Fruit Company were each recognised for their outstanding contribution to the citrus industry.
- ▶ Boosted communications and consultation by delivering:
  - ▶ 19 media releases and announcements
  - ▶ 22 fortnightly e-newsletters
  - ▶ 12 monthly season updates
  - ▶ 4 high quality magazine editions of Australian Citrus News

We thank our major partners, MAF Oceania and edp, and our corporate partners AustSafe Super and Bankwest, for their support throughout the year.

The outlook for the 2016 season is promising. Export demand continues to increase and citrus tariff reductions that have already occurred in Japan and Korea, and are scheduled to occur in China with the ratification of the FTA, give Australian citrus an extra advantage.

**Judith Damiani**  
CEO



“The 2015 citrus technical conference was the best I have attended. Highly organised with great content. Well done!”

- Survey response



Citrus Australia was delighted to host the inaugural two-day Citrus Technical Forum and Field Day at Mildura from March 16 to 17 with the event attracting 300 delegates from across Australia and New Zealand.

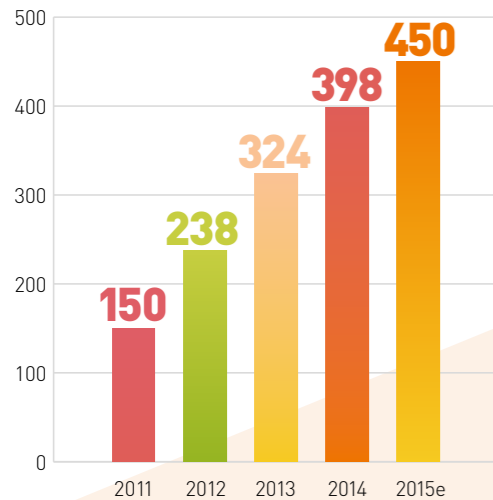
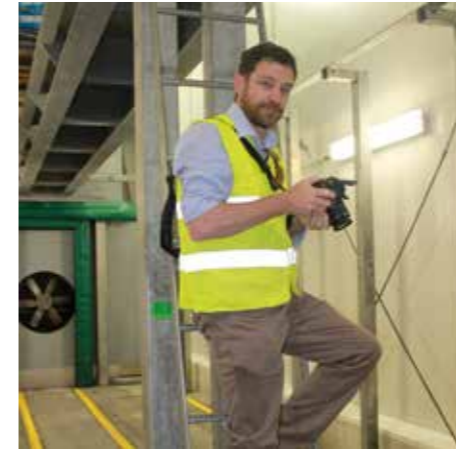
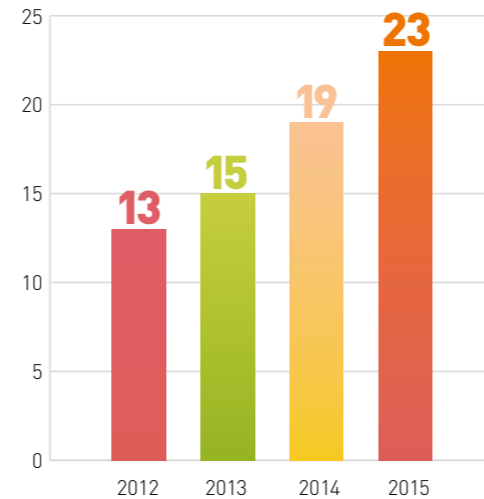
The program was packed with the latest research and information, while the post-harvest sessions were standing room only. Guest speaker Joel Nelson from California Citrus Mutual was a highlight for growers.



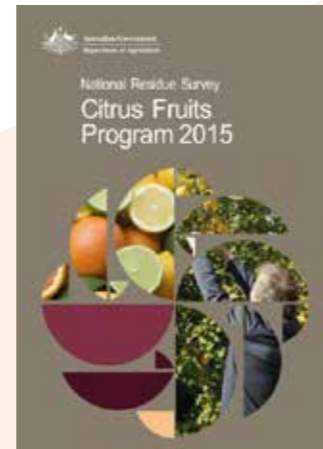


## National Residue Survey citrus program 2011-15

**23**  
Exporters



**450**  
Number of samples tested



## Australian Citrus Quality Standards (ACQS)

**835**  
Number of samples  
(802 in 2014)

**25**  
Number of National ACQS  
Market Reports

**95.7%**  
Pass rate  
(86.3% in 2014)



# Our Board

Citrus Australia is governed by an enthusiastic skills-based Board comprising grower and independent directors.



**Tania Chapman**  
Chair;  
Grower Director



**Greg Dhnaram**  
Deputy Chair;  
Independent Director



**Ben Cant**  
Grower Director



**Dick Estens**  
Grower Director



**Shane Kay**  
Grower Director



The Citrus Australia Board with CEO, Judith Damiani.



Australian Citrus Quality Standards

2015 Citrus Season

Variety	Minimum Quality Standards		
	% Juice Content	Australian Citrus Standard	
Navel, Valencia Orange	38.0	90	
Mandarin			
Imperial	33.0	110	
All other mandarins	35.0	110	
	% Juice Content	Brix	Brix acid ratio
Blood orange	34.0	9.0	8.0 : 1
Tangerine	40.0	9.0	8.0 : 1

\* Juice is to be extracted using a hand or electric squeezer, not a centrifugal juicer

Australian Citrus Standard = Brix (Standard) + Cj + 10.0

This is a companion table to the Australian Citrus Quality Standards, or simply used with the 17 Citrus grades to assist consumers, retailers, exporters & marketers of the quality, safety & provenance of citrus products.

CITRUS INDUSTRY VOTERS ENJOYED BY

Citrus Australia

Horticulture Innovation Australia



Image courtesy: The Weekly Times.



23 July 2015

From Citrus Australia's CEO

Excellent fruit quality and reduced tariffs is further stimulating strong export demand from Asia in a welcome move for citrus growers across the country. Japan and China are showing strong demand for oranges and mandarins, and containers of oranges are on the move to South Korea, as the falling dollar continues to favour farm gate returns.

Further assisting local returns is the news that exports to Vietnam have reopened – six months after closing on January 1. Vietnam had sought stronger assurances on certain biosecurity measures and is now satisfied this has been achieved. Citrus Australia assisted the Department of Agriculture with the Vietnamese quarantine audit which toured Australian orchards and packing houses in May and this proved crucial to achieving the end result. The timing is excellent for local growers.

Unfortunately, Indonesia's decision not to issue quotas for the import of Australian oranges and mandarins for July, August and September has shocked growers. Citrus Australia continues working closely with the Australian Government in an attempt to address the situation. Fortunately, good volumes of early-season mandarins had already been exported to Indonesia before the closure, and strong demand from other export markets will help offset this decision.



CITRUS POLL 2014

My money. My business. My vote

Voting 'Yes' in this November's National Citrus Levy Poll will allow the industry's R&D plan to be fully implemented. The proposed increase of \$1.00 per tonne will see the National Citrus Levy rise to \$3.50/t, with the R&D levy rising from \$1.97/t to \$3.20/t, and the biosecurity levy rising from \$0.03/t to \$0.30/t.

10 good reasons to invest more into citrus R&D

New technology is the lifeblood of any primary industry, and the citrus industry is no exception. Unless we continue to invest in better ways to grow, pack and market our products to the world, we will get left behind.

Here are 10 good reasons why you should vote Yes in November to a citrus levy increase...

- 1 BIOSECURITY
- 2 MARKET ACCESS
- 3 NEW VARIETIES AND ROOTSTOCKS
- 4 SWEETER CITRUS
- 5 WEATHER PROOFING OUR ORCHARDS
- 6 FRUIT FLY MANAGEMENT
- 7 AGRICHEMICALS
- 8 FOOD SAFETY
- 9 COMMUNICATIONS
- 10 INDUSTRY INTELLIGENCE

YOUR LEVY AT WORK

It's time again to count all the citrus trees in Australia! The last time we did this was 2011 – and a lot has happened since then. We need your help to make this tree census accurate – so get counting!

Citrus Australia

For more information, please contact: Nathan Hancock, Citrus Australia  
Email: nathan.hancock@citrusaustralia.com.au | Mobile: 0409 777 181



## Our members



### Grower Members

2PH Farms Pty Ltd  
 3 Pines Citrus  
 Abbotsleigh Citrus  
 Ace Citrus Pty Ltd  
 AgriExchange Pty Ltd  
 Agrifresh Pty Ltd  
 AJ & WE McCracken Pty Ltd  
 Auburnvale Citrus Pty Ltd  
 Aussie Gold Citrus Pty Ltd  
 B J & J E Trott & Sons Pty Ltd  
 Ban Ban Orchard  
 Banapan Citrus / KenBillie Pty Ltd  
 Barcross Investments P/L  
 Bayntun & Co Pty Ltd  
 Benyenda Citrus Pty Ltd  
 Bethel Estate  
 Boyne View Citrus  
 Brent Andrew & Susan Madge Fletcher  
 Budwood Estate P/L  
 Burnett Ag Services SG & KM Grant  
 C & LD Poulos  
 C & S Billing  
 CD & LK Bryant / Blue Cow Citrus Pty Ltd  
 Chetwynd Park Pty Ltd  
 Chislett Farms Pty Ltd  
 Chris & Jenny Slingsby  
 Colbey, Dawes & Delaine  
 Colignan Producers Co (Vic) P/L

Constanzo & Carla Iacutone  
 Cordoma Farms  
 Cottrell Nominees Pty Ltd  
 CR & CT Carey as trustee for the Grant & Carmel Carey Family Trust  
 CR & JM Brown  
 Crossroads Citrus  
 D & H Smith Pty Ltd atf The Burnett View Citrus Trust  
 D & L Charles  
 D & T Nardi & Partners - Frank Nardi  
 D & T Nardi & Partners - Joe Nardi  
 D & T Nardi & Partners - Michael Nardi  
 Dags N Co P/L T/A Minter Magic  
 Department for Correctional Services  
 Dermark Pty Ltd  
 Domenic & Paula Mercuri  
 Eilerslie North Citrus Pty Ltd  
 Elmacassi Citrus Pty Ltd  
 Elsa Pandolfo  
 Emaroo Ridge Pty Ltd  
 F & J Taddei Nominees Pty Ltd  
 F & R Mercuri  
 Fellsdale Pty Ltd  
 Fresh Citrus Direct (Pyap Produce)  
 Fruitopia Territory  
 G, V & G Galati  
 Gallard Holdings T/A Mirage Citrus  
 GB Fulwood & Co Pty Ltd  
 GF, IM & SL McCosker & MP Knuckey

Giuseppe Zucco  
 GJ & JA Zahl P/L  
 Glengrove Orchard P/L  
 GM Arnold & Son Pty Ltd  
 Golden Mile No 1 Pty Ltd atf Golden Mile Unit Trust  
 GR8 Citrus Pty Ltd  
 Graceten Pty Ltd  
 Gregg Vineyards  
 Greycliffe Farm  
 GS & LM Foord  
 Gunnible Pastoral Company Pty Ltd  
 Harvey Citrus Pty Ltd  
 IK Sampson & LN Eagle  
 Impi Highland P/L  
 Ironbark Citrus Pty Ltd ITF A & S Jenkin Family Trust  
 J & M & D & F Morris t/as Wilyama Grove  
 J & M Severino Partnership (Pacific Fresh)  
 J & S Colson Family Trust  
 J.N. Andrew  
 Jireh Citrus  
 Joe Pasin  
 Joe's Citrus  
 John & Carol Davidson  
 John Harold & Maureen Bailey  
 John Mongan  
 Jose & Debra Caamano-Bermudez  
 Julum Citrus Pty Ltd ATF  
 JY & MA O'Connor

Killala Creek Orchard  
 Kimberley Produce  
 KJ, GR, WR & SG Parr T/A ISIS River Orchards  
 Knispel Bros Pty Ltd  
 KT & SL Mann Family Trust  
 Kurrnung Matlock Pty Ltd  
 KVC Pty Ltd  
 KW & W-AC & CJ & LK Thiel T/A Thiel Orchards  
 Lancaster Biodynamic Farm  
 Litchfield Trust  
 Louis Pak  
 M & L Crook  
 M & V Cuzzillo  
 MA & AM & M Mallamace  
 Manna Farms  
 Margram Farms  
 Mathoura Mandarins  
 Mayview Citrus  
 Merewyn Pty Ltd  
 MJ & JM Cupper Pty Ltd  
 MJ & LR Doecke  
 Mocatto Orchards  
 Moora Citrus Pty Ltd  
 Moricom Orchards  
 Mountain View  
 Mrs Verley Druskat & Mr Bradley Pike & Mr Hadyn Pike  
 Murray Vineyards P/L

N & D Ulcoq  
 Nannup Fresh Fruit Pty Ltd  
 Niela Citrus  
 Novacott Downs Pty Ltd  
 Nunkeri Citrus Pty Ltd  
 O & G Bugno Pty Ltd  
 PA & MM Costello  
 Peter & Bev Ansell  
 PJ Sergi & Co  
 Prosser Traders Pty Ltd  
 PW & F Roth  
 Quebec Citrus Pty Ltd  
 Redlea Citrus Pty Ltd  
 Ridgehill Properties Pty Ltd  
 Rikma Pty Ltd  
 RJ & FL Groves  
 RL Baker & Co Pty Ltd  
 Robert Pandolfo Management P/L & Gary Pandolfo Management P/L  
 Rosedale Grove  
 RP & KJ McMahon  
 Russell Hammet  
 SARDI - Loxton Research Centre  
 Seven Fields Operations Pty Ltd  
 SL RA & GN Strachan  
 Smith Brook Farm  
 Smith Family Trust  
 Smith Gully Orchards  
 Spencer Ranch Pty Ltd  
 Sunbak Orchards Pty Ltd

Sunmar Investments Pty Ltd  
 Super Seasons Pty Ltd  
 The Stensgroup Family Trust  
 Timbregongie Citrus  
 TLC Citrus  
 Tombrie Pty Ltd  
 Top Citrus Pty Ltd  
 TR & CJ Benham  
 Twin Palms Citrus  
 Twynam Agricultural Group - Jemalong Citrus  
 Ulcoq Citrus Enterprises  
 Umberto & Evelyn Srhoj  
 Ventnor Grove Pty Ltd  
 Villa Rosa (Frank & Domenic Mercuri, Frank, Mick & Joe Nardi)  
 Vitonga Pty Ltd ATF Estens Trust  
 Western & Son  
 Willbi Pty Ltd  
 Willowood Nominees Pty Ltd  
 Winkie Heights Pty Ltd (SW & SL Andrew)  
 Woolenook Fruits  
 Wyargana

## Affiliate Members

AB Citrus Services Pty Ltd  
 Agrichem  
 Agromillora Australia  
 Alfred E Chave Pty Ltd  
 APL Lines (Australia)  
 APM Pty Ltd  
 APMS Pty Ltd & Jewelblest Pty Ltd trading as Total Food Network Australia  
 Auscitrus  
 Aussie Orange Pty Ltd  
 Australia Fruits P/L  
 AustSafe Super  
 BASF Australia Ltd  
 Bayer CropScience  
 Belvino Investments Trust  
 BGP International Pty Ltd  
 Bioactive Soil Solutions Pty Ltd  
 Birdwood Nursery  
 Border Packers Pty Ltd  
 BR & C Agents  
 Brismark  
 Brown International  
 Brunswick Wholesale Plants Pty Limited  
 Bungle Fresh  
 Castle Chemicals  
 Chep Australia  
 Chris Antico Pty Ltd  
 Citri Care

Citrus Monitoring Services Pty Ltd  
 Colin Campbell (Chemicals) Pty Ltd  
 Compac Sorting Equipment Ltd  
 Condor Fresh Pty Ltd  
 Crowe Horwath  
 Crusta Fruit Juices Pty Ltd  
 Delica Australia Pty Ltd  
 Department of Agriculture and Food Western Australia  
 DHM Partners  
 DNE World Fruit Sales  
 DuPont (Australia) Pty Ltd  
 edp Australia Pty Ltd  
 EE Muir & Sons  
 EJT Packers Pty Ltd  
 Emperor Pharma Pty Ltd  
 Favco Qld Pty Ltd  
 Fresh Fruits Company Int'l Pty Ltd  
 Fresh Produce Group  
 Freshlink Services Pty Ltd  
 Freshmax Australia Pty Ltd  
 Fruit Master Australia Pty Ltd  
 G & L Trading Pty Ltd  
 Gayndah Packers Co-operative Association Ltd  
 Geelong Citrus Packers Pty Ltd  
 Global Produce Solutions  
 Hamburg Sud Australia Pty Ltd  
 Harvey Fresh (1994) Ltd  
 Horticulture Fresh Australia Pty Ltd

IMEXAG Pty Ltd  
 Incitec Pivot Fertilisers  
 John Bean Technologies Australia Ltd  
 J-Tech Systems Pty Ltd  
 Kruger Plant Production Adviser Pty Ltd  
 Lamanna Group  
 Landmark  
 Lee McKeand Produce Pty Ltd  
 Lion-Dairy & Drinks Finance Pty Ltd  
 Lochert Bros Pty Ltd  
 MADEC  
 Maersk Line  
 MAF Oceania Pty Ltd  
 Mario's Packhouse  
 Melpat International Pty Ltd  
 MFCT Pty Ltd T/A Mildura Fruit Company  
 Moraitis Pty Ltd  
 N W Moore Training 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  
 OC Fruit Pty Ltd  
 Orora Inc (formerly Amcor Fibre Packaging)  
 P Costi & Sons Pty Ltd T/A Venus Citrus

Pablo Ligouri Consulting  
 Pacific Fresh  
 Premier Fruits Group  
 QC-Fresh Pty Ltd  
 Rabobank  
 Research and Development for Primary Industries Pty Ltd  
 Rootstock Services  
 Rural Finance  
 SC Farms  
 Simfresh Pty Ltd  
 Spraygro Liquid Fertilizers  
 Steritech Pty Ltd  
 Summer Harvest Pty Ltd  
 Sunraysia TAFE  
 Syngenta Crop Protection Ltd  
 T & G.D. Sergi  
 Taylor Byrne Valuers  
 Ten Farms Pty Ltd  
 The Better Drinks Co. Pty Ltd  
 The N & A Fruit Distributors trading as AFPC Exports  
 True Aussie Exports (BTSA Pty Ltd)  
 Valleyfresh Exports Pty Ltd  
 Victorian Citrus Farms  
 WA Farm Direct  
 Watt Export Pty Ltd  
 Waxon Pty Ltd  
 Western Local Land Services  
 Wing Oriental Trading Pty Ltd



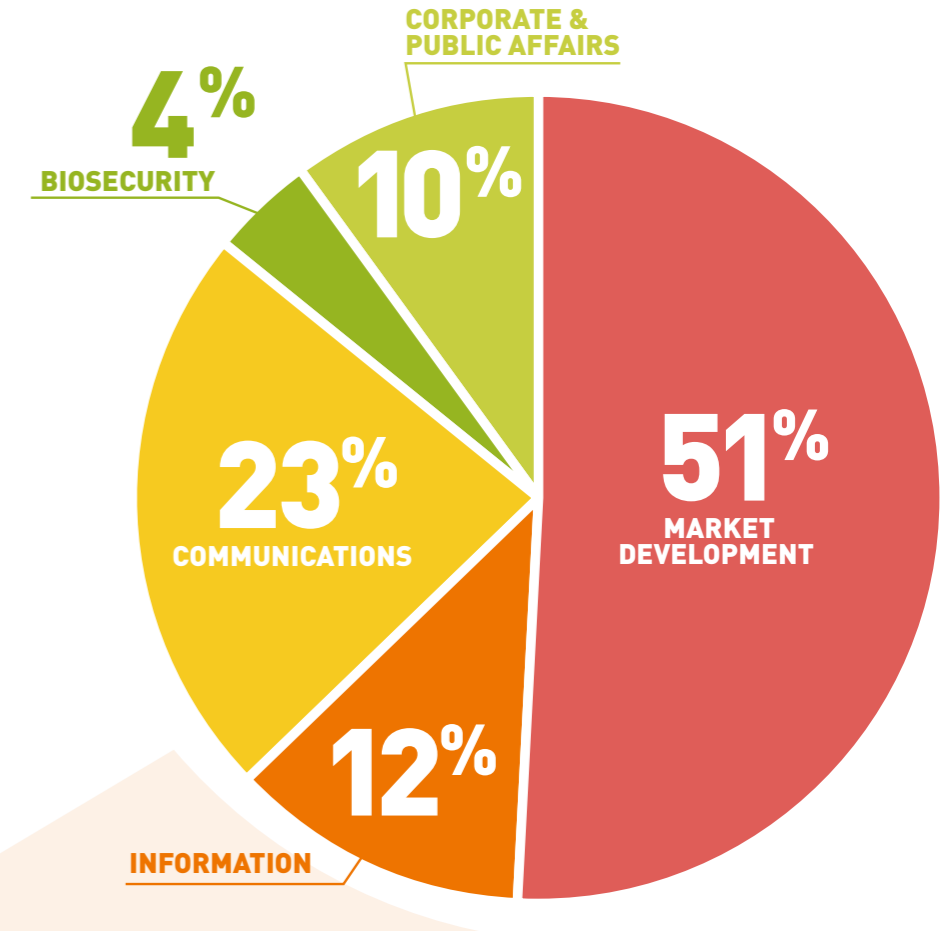
# Finances

Citrus Australia Limited,  
ABN 75 130 238 792

## Statement of Operations & Other Comprehensive Income For The Year Ended 30 June 2015

	2015 \$
<b>Revenue</b>	
Funding for Projects	1,583,259
Member Subscriptions	179,816
Other Income	836,111
	2,599,186
<b>Expenses</b>	
Project Expenses	(2,125,740)
Affiliation Expenses	(5,000)
Computer Expenses	(3,064)
Employee & Director Benefit Expenses	(335,623)
Travel & Meeting Expenses	(56,092)
Rent & Operating Lease Expenses	(9,162)
Other Expenses	(29,348)
	(2,564,029)
<b>Surplus for the year</b>	<b>35,157</b>
Deficit 2014	(24,894)
Deficit 2013	(70,451)

## 2014-15 Program Investment





**Postal**

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Mildura VIC 3502  
Australia

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Mildura VIC 3500

**Phone** (03) 5023 6333

**Email** [admin@citrusaustralia.com.au](mailto:admin@citrusaustralia.com.au)