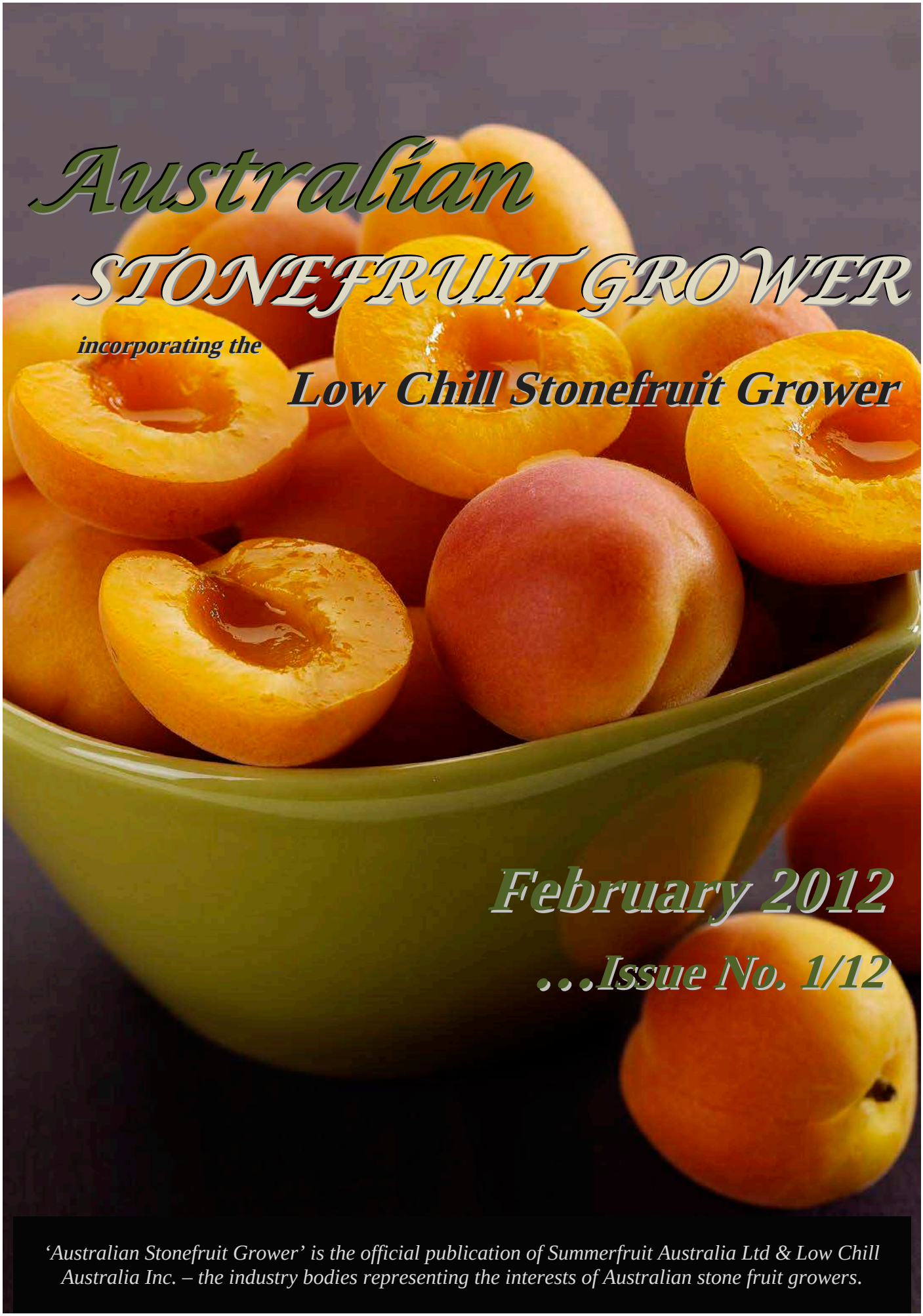


Australian STONEFRUIT GROWER

incorporating the

Low Chill Stonefruit Grower

February 2012

...Issue No. 1/12

'Australian Stonefruit Grower' is the official publication of Summerfruit Australia Ltd & Low Chill Australia Inc. – the industry bodies representing the interests of Australian stone fruit growers.

2011-2012 Board

Ian McAlister (Chair)
PO Box 430
Lake Boga VIC 3584
Phone: 03 5037 2730
Fax: 03 5057 2730
Mobile: 0427 641 323
chair@summerfruit.com.au

Fred Baronio (Deputy Chair)
PO Box 76
The Summit QLD 4377
Phone: 07 4683 2286
Fax: 07 4683 2466
Mobile: 0427 132 456
fredbaronio@summerfruit.com.au

Andrew Smith
182 Baileys Road
Wangaratta VIC 3678
Phone: 03 5725 7339
Fax: 03 5725 7335
Mobile: 0427 257 339
andrewsmith@summerfruit.com.au

Adrian Conti
482 Campbell Road
Cobram VIC 3644
Fax: 03 5872 2915
Mobile: 0418 302 873
adrianconti@summerfruit.com.au

Mike Oakley
133-137 Brown Mountain Road
Campania TAS 7026
Phone: 03 6260 4463
Fax: 03 6260 4455
Mobile: 0438 271 848
mikeoakley@summerfruit.com.au

Mark Wilkinson
Sunpick Orchards
291 Sultana Rd East
Maida Vale 6057 WA
Mobile: 0427 989 121
sunpick@highway1.com.au

Raymond Hick
Heavenly Valley Farms
PO Box 188
Bangalow NSW 2479
Mobile: 0408 477 959
heavenlyvalleyfarms@gmail.com

To find out more about Summerfruit Australia Ltd, check out the website: www.summerfruit.com.au

LOW CHILL AUSTRALIA INC.

ABN 283 812 712 44

2011-2012 COMMITTEE

PRESIDENT
Ray Hick
P: 02 6687 2044, F: 02 6687 0712, M: 0408 477 959
E: president@lowchillaustralia.com.au

VICE PRESIDENT
Ross Stuhmcke
P: 07 5462 5202, F: 07 5462 5333, M: 0413 179 133
E: vice.president@lowchillaustralia.com.au

SECRETARY
Greg Nash
P: 02 6687 1756, M: 0418 440 545
E: secretary@lowchillaustralia.com.au

TREASURER
Greg Foster
P: 02 6687 1295, M: 0407 871 756
E: treasurer@lowchillaustralia.com.au

COMMITTEE MEMBER
Mark Napper
P: 02 9997 6251, M: 0413 007 197
E: mark.napper@lowchillaustralia.com.au

COMMITTEE MEMBER
Geoff Prior
P: 02 6687 1768, F: 02 6687 1768, M: 0427 213 570
E: geoff.prior@lowchillaustralia.com.au

COMMITTEE MEMBER
Rod Thomson
P: 02 6629 5187, F: 02 6629 5427
E: rod.thomson@lowchillaustralia.com.au

COMMITTEE MEMBER
Dr Bruce Topp
P: 07 5453 5973, F: 07 5453 5901
E: bruce.topp@lowchillaustralia.com.au

COMMITTEE MEMBER
Phillip Wilk
P: 02 6626 1294, F: 02 6628 1744, M: 0411 139 567
E: phillip.wilk@lowchillaustralia.com.au

IN THIS ISSUE –

Summerfruit Information –
2011-2012 Board - Page 2
Contacts - Page 3
Chair's Report - Page 5
Form the Summerfruit CEO - Page 6
Low Chill Australia Information –
2011-2012 Committee - Page 3
Contacts - Page 3
From the LCA President - Page 4
Low Chill Field Day Notice - Page 18
LCA Membership Form - Page 20
Industry Information –
Don't forget your Infostone Data - Page 8
Industry Market Access Update –
OHMA – Advice to Horticultural Industry - Page 12
Industry News –
DAFF – Better Regulation Reform - Page 17
Export Update - Page 24
Phillip Wilk's Seasonal Update –
What Low Chill Stonefruit growers need to be thinking about in Feb., March and April - Page 19
Industry Events –
Outlook 2012 - Page 22
ICID Adelaide 2012 Page 23

PUBLICATION DETAILS –
Advertising Rates & Deadlines - Page 27

Cover Photo - supplied by Summerfruit Australia

CONTACTS - *Low Chill Australia Inc.*

Office Address:
PO Box 188, BANGALOW NSW 2479
Phone: (02) 6687 2044
Mobile: 0408 477 959
Fax: (02) 6687 0712
Email: president@lowchillaustralia.com.au
Website: www.lowchillaustralia.com.au

Communications Manager:
PO Box 772, HERVEY BAY QLD 4655
Phone: (07) 4128 0585
Mobile: 0407 589 445
Email: cm@lowchillaustralia.com.au

CONTACTS –

Summerfruit AUSTRALIA

Summerfruit Australia Ltd - ACN 105 962 196
John Moore – CEO
8/452 Swift Street, Albury NSW 2640
Ph: 02 6041 6641, Mobile: 0419 305 901,
Fax: 02 6021 0011
Email: ceo@summerfruit.com.au
Website: www.summerfruit.com.au

From the LCA President – Raymond Hick

It is my pleasure to give you an update on current issues.

BROWN ROT FIELD DAY –

The continued unseasonal rains have put the issue of Brown Rot firmly in front of all of us. Phillip Wilk has kindly agreed to help in running a field day on the issue. Representatives from the major suppliers of chemicals will be there to give us an update and allow us to re-access our risk management techniques. **The Field Day will be held on Friday April 13th 2012.** The venue has yet to be finalized and will be advised to you in the very near future. **You will be sent a flyer with all the details.**

SAL BOARD MEETING – 8TH MARCH –

I will be attending a SAL Board Meeting in Melbourne on the 8th March and will be discussing further the direction of Low Chill Australia bearing in mind that, if we still remain as a separate category in the eyes of the Supermarkets, we run the risk of being excluded from their shelves when Medium and High Chill fruit becomes available.

Last season the edict was given that no Low Chill Fruit was wanted when high chill became available.

We will also need to re-access the future SAL bearing in mind that members are unwilling to increase the levy which means that there is not enough funds available to address all the issues. We will need to prioritize all issues and some will simply not get done due to lack of funds. I will continue to stress the importance of QFF control and endeavour to have sufficient funds available for continued research.

CONTROL OF QLD FRUIT FLY –

On the 7th March, I will be attending a Workshop and Committee Meeting of the Working Party on alternative application rates and with-holding periods for chemicals used to control Queensland Fruit Fly. We are keeping APVMA up to date on our direction in an endeavour to ensure that they are happy with our proposed trials.

NEW VARIETIES TO BE TRIALLED –

Dr. Bruce Topp has given us an update on new varieties that will be trialled and those ready for commercial release. Growers please contact Bruce to get first-hand information on these new varieties.

I would strongly suggest that growers put aside the time and attend the ***Field-Day and Workshop on Brown Rot Control*** as it is going to be a major challenge for the upcoming season.

I wish you and your family all the best and let's have a good season in 2012.

Kind Regards

Ray Hick – President –

Low Chill Australia Inc.

The Taste of Spring

Chair's Report …

The season for 2011-2012 is almost at an end and for most growers in my area; the end can't come quickly enough. A season that started out with so much enthusiasm soon became bogged down with an oversupply situation, combined with very poor demand from consumers.

Every conceivable excuse was offered up from all industry participants. Probably the poor weather experienced in the main capital cities over an extended period was a contributing factor but the problems Industry currently has can't be attributed to the weather alone. Our over supply problems have far deeper roots.

Our over-supply problems …

Continuous planting without a well-planned marketing plan is still common practise. It was also pointed out to me recently how many hectares (in Swan Hill) have been planted by farmers looking to diversify from their regular farming pursuits. Most are seeking better returns to make their existing investment profitable. This, combined with marketing companies regularly requesting long-term growers to grow larger volumes to command market share, has to be one of the major contributing factors to our over supply problem.

There is going to be a lot of pain …

I was asked last week by the CEO of a large MIS orchard, *"How is industry going to turn this situation around and what is the board going to do about it?"* My answer was direct and very simple, *"The war of attrition* (or the modern terminology - Industry rationalization) *will eventually balance the scales and secondly, without funds or the backing of a major percentage of Industry, the board is powerless* (even if we had a solution)*."* There is going to be a lot of pain out there before the light is seen at the end of the tunnel.

A brighter note is export …

On a brighter note export, particularly before the Chinese New Year has been sustainable. This is pleasing considering our exchange rate isn't doing us any favours. Export prices have been marginally better than the domestic market prices but more importantly, any fruit sold off-shore helps alleviate a portion of oversupply. The only problem this year has been lack of size.

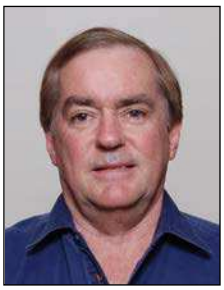
To me, this vindicates the board's decision of two years ago to make market access and also market maintenance our top priority and the board will leave no stone unturned in this pursuit.

2011-2012 Season in Summary …

I apologize for not writing a positive report but after last season where the floods caused a premature end to the season, everybody was looking for a better result this year. This year, the weather has been on the whole excellent and fruit quality, except for size, very good. However, prices at or below the cost of production were disastrous for growers. That is a quick sum up of the 2011-2012 season as I see it. I can only hope that next year the season is better.

Ian McAlister – SAL Chair

From the Summerfruit CEO …



CEO REPORT …

John Moore – *CEO Summerfruit Australia Ltd.*

General Roundup and insight to what's simmering

We are well into the New Year and supply chain, weather and Queensland Fruit Fly/Medfly issues have not made a producers lot any easier. The jury is out on what will become of the supply chain behaviour currently grabbing headlines. If we see an ombudsman for the agricultural sector it will be interesting and one would think that if food security were the government's decree, then something needs to be in place.

Horticulture is taking a battering and producers are taking a hit.

Tree fruit industry Peak Industry Bodies have set a date to have joint formal discussions across a range of topics and, without pre-empting outcomes, I would envisage some united strategies and steps to seek solutions for perusal with appropriate channels within the supply chain and perhaps governmental circles to address areas of mounting concern.

Infostone …

Whilst on this topic of marketing congestion and the supply chain, producers can guide their marketing strategy and the greater industry by subscribing to Infostone, via the website www.summerfruit.com.au/growers.aspx . The stonefruit industry's new online data collection system, InfoStone, is now up and running and ready for you to enter your data!

InfoStone has been developed with the intention to collect plantings and production data from stonefruit growers across Australia, then collate and aggregate that data into 'Industry Reports'. The availability of such reports would assist individual businesses and the industry to make better informed management and marketing decisions, and ultimately increase profitability. Only those who contribute data to InfoStone will receive 'Industry Reports'.

InfoStone will initially collect information on the number of trees each grower has planted by fruit type, tree age and harvest time. Growers will also be asked to record an estimate of the volume of fruit they expect to produce and then at the end of the season to provide updated information on actual production.

Once all data is collected, the 'Industry Reports' will indicate where there are higher or lower volumes of different fruit types entering the market and when future growth in production is expected. This type of information can be invaluable in assisting growers to make better informed decisions about how to manage their crop and identify market opportunities.

Data collection systems similar to InfoStone are successfully being used by a number of other horticultural industries; including the avocado, citrus and macadamia industries.

You have our assurance that your data is safe!

We understand and respect the confidentiality and commercial sensitivity of the data you are providing. Growers will have a unique username and password to access the system and ensure confidentiality. Individual data will be combined with data from other participating businesses and aggregated into 'Industry Reports'. Data relating to individual businesses is not identifiable in these reports. Only the system administrator will have access to individual data.

For any data collection system, the information generated is only as good as the data that goes in, therefore the more accurate and comprehensive the individual data supplied to InfoStone, the more accurate the aggregated

'Industry Reports' will be. For the industry to have confidence in the data generated it is very important that as many stonefruit growers as possible enter accurate data and update it on an annual basis.

Other Industries have achieved smooth supply chain movements and are managing their industry peaks and troughs in an orderly manner.

Summerfruit successful with application for an Australia – China Agricultural Cooperation Agreement …

Summerfruit was recently successful with the application for an Australia – China Agricultural Cooperation Agreement. The Minister for Agriculture Fisheries and Forestry, Senator the Hon. Joe Ludwig announced this on 5th December 2011. The concept is to enhance cooperation and developing linkages with a focus on commercial potential and flow on benefits. This translates to developing trade relationships and to facilitate exchange of technical information.

Details and progress reports will be forthcoming as we progress to the implementation of this project. Market access opportunities are paramount in the overall supply volume scenario and the fruition of access to China will definitely alleviate domestic congestion and perhaps change the cliché to be *"price makers not price takers"* in future dealings.

Directors' election process to commence in March 2012 …

It is that time of the year when Industry will need to consider nominations for Directors of Summerfruit Australia Limited. The election process will commence in March 2012. Nominations are welcome from all states and if multiple nominations are received, a ballot will be necessary. The appropriate procedure will be displayed on the website in due course.

Horticultural Award up for Review …

You may be aware that the Horticultural Award is up for review and Industry is working in conjunction with other Horticultural Industries to provide a submission if requested by the commission. A cross section of stonefruit producers (your current Directors) has provided statistical and operational details to a central sub-committee representing several industries that will collate and disseminate horticultural information for the purpose of building a case, pertinent to the award.

Project to support retention of Dimethoate …

The Summerfruit Chemical Working Group (SF11004), prior to the Christmas break, commissioned a project (SF11007) which is necessary to support our endeavors for the retention of Dimethoate. An active project is underway and aims to determine residues of dimethoate in peaches and nectarines following post harvest dipping at a range of concentrations namely 0, 25, 50, 100 and 200 ppm. This data can then be used to determine a use rate for dimethoate as a post-harvest dip, which will allow an MRL to be determined which will be in compliance with the acute reference dose and will fit within the current acceptable daily intake (ADI).

The product DANADIM INSECTICIDE containing 400- g/L dimethoate will be used in the study. Approximately 250 fruit from each location will be shipped following harvest to Agrisearch Services Shepparton where all fruit will be dipped within 24 hours of harvest. Fruit will be dipped to simulate commercial practice, then samples collected and frozen following the fruit drying. Samples will then be shipped to the Agrisearch Analytical Laboratory, where residues of dimethoate and omethoate will be determined according to a method developed by Agrisearch Analytical.

Everything is moving well; the project leaders will be dipping all fruit next week. Fruit is being sourced from Stanthorpe (plums), Griffith (peach), Swan Hill (Nectarine), Cobram (Peach), Shepparton (nectarine) and Tolmie (Cherry).

All sampling will be completed by February 15, and the fruit will be dispatched to the laboratory for analysis on 17 February 2012. Analysis will be completed and reported by March 31, and the project leaders are planning to have the final report to HAL by June 30, 2012.

Review Findings to be handed down …

There are a number of review findings to be handed down within the next months and importantly, 15th February, 2012, the outcome of the Ministerial Taskforce into the Horticulture Export Environment. The findings will be across the service delivery AQIS Authorised Officers (AAO's), the export environment and fees and charges. There is the DAFF – Better Regulation Reform. This is the APVMA review of chemical registration, permits and minor use permits.

Summerfruit Australia will lodge a submission on the basis of the outline on Page 17.

Another important review underway is the food-processing sector and for further details of the Summerfruit submission please click on this link.
www.aph.gov.au/senate/committee/foodprocessing_ctte/foodprocessing/submissions.htm

Summerfruit (SAL) and Cherries (CGA) are continuing the best outcome for export to Thailand and it will be a laborious few months for BA to negotiate a commercially viable protocol. This is made more complex in Thailand with the impending retirement of their long serving inspector and a relatively small department to deal with the onerous changes Thailand has sought.

There are a lot of interesting contributions to the Australian Stonefruit Producer e–newsletter and I thank everyone who has contributed to share the diverse and broad range of topics for all to be more informed.

For any further assistance, please contact
John Moore - *CEO, Summerfruit Australia Ltd.*
Ph: 0419 305 901
Email: ceo@summerfruit.com.au
8/452 Swift St., Albury NSW 2640

Summerfruit AUSTRALIA

Industry Information …

Don't forget to send in your Infostone data!

The 2011/2012 season is drawing to a close which means planting and yield information will be fresh in grower's minds and similarly, should be more easily accessible.

Towards the end of last year, Victorian growers were sent Infostone forms and instructions for collecting plantings and yield data for inclusion in reports to assist in future planning. Once the season is finished, these forms need to be completed so that the opportunities this systems offers can be realised.

There is a large demand for accurate, reliable, timely and credible data in order to facilitate business operations and regulate the demand and supply of commodities and products in the market at competitive prices.

The Australian summerfruit (fresh stonefruit) industry has recognised a need for more accurate and timely data and in response commenced an ambitious project in 2011 to capture an industry-wide picture of plantings, yield and related harvest time via 'Infostone'; their relatively new data collection and reporting system.

Experience from other horticulture industries tells us that industry-wide data is invaluable to both growers and industry in making better informed decisions about a range of management and marketing issues, which ultimately impact the profitability of the industry.

The avocado, citrus and macadamia industries are all successfully using data collection systems similar to InfoStone. Internationally, the Almond Board of California developed a sophisticated and valued data collection system.

Infostone explained

InfoStone is the stonefruit industry's national online data collection and reporting system; developed with the intention of gaining an industry-wide picture of plantings, yield and related harvest time.

Changes in market conditions in the summerfruit industry over recent years have lead Summerfruit Australia (SAL) to identify a need to improve industry data collection and dissemination to better assess industry dynamics and to support decision making processes within the industry.

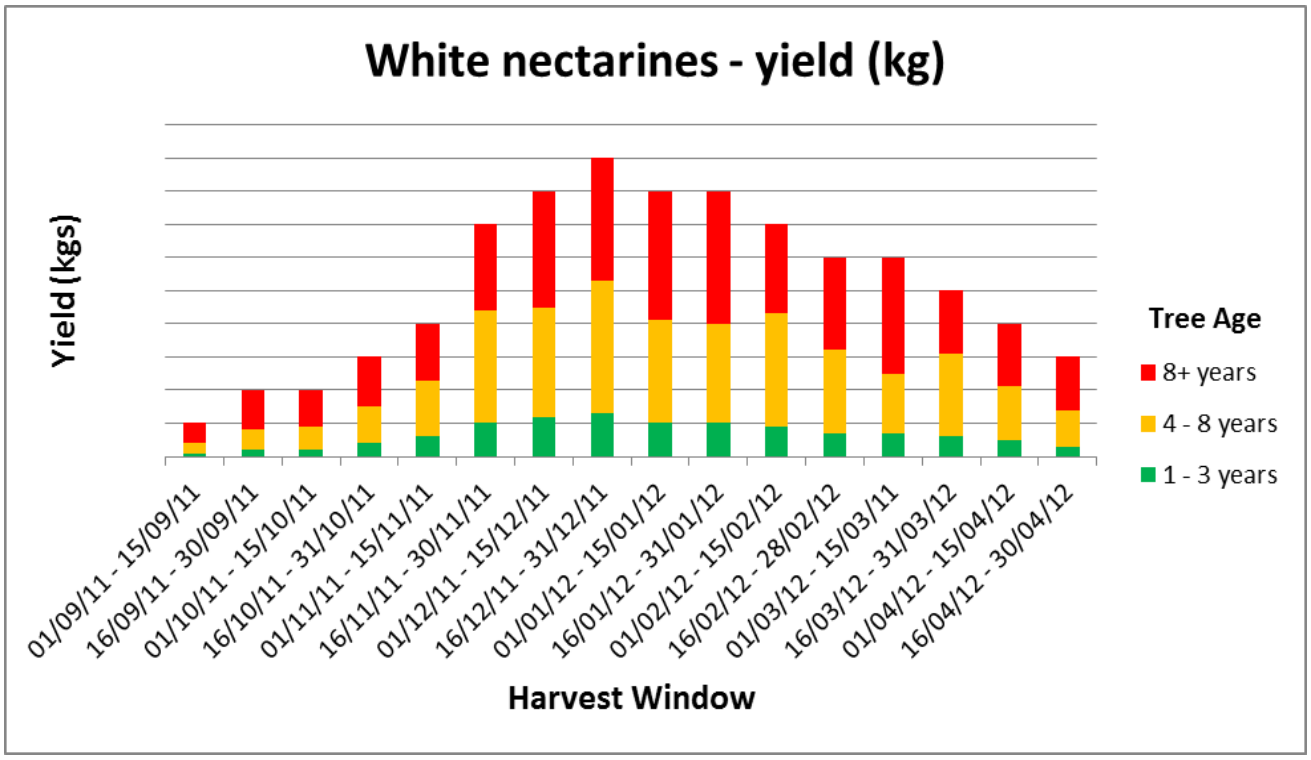
"InfoStone will collect important industry data that will open up a lot of strategic planning advantages for businesses in the industry. I have been encouraging all stonefruit growers to participate and contribute data because it is vital that the data is as accurate and complete as possible" commented John Moore, CEO of Summerfruit Australia.

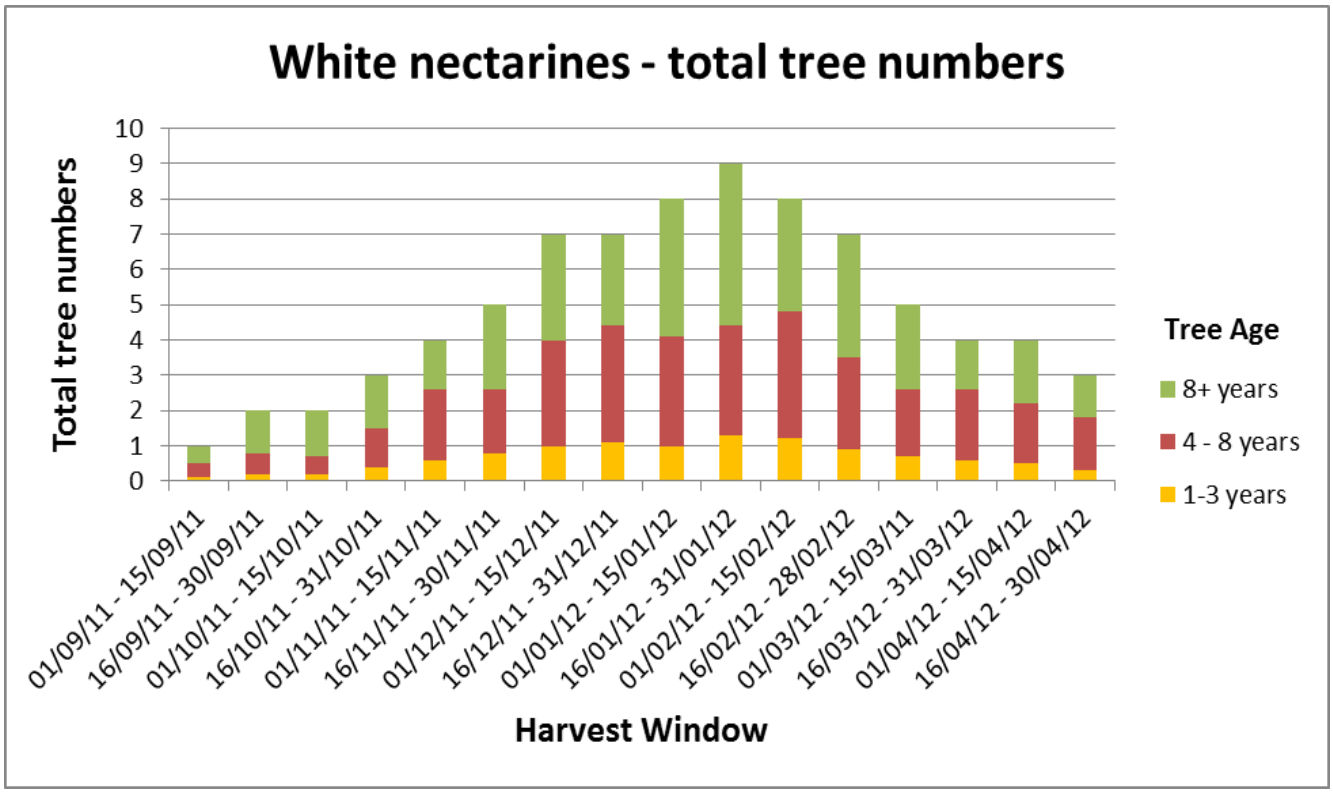
InfoStone will initially collect information on the number of trees each grower has planted by fruit type, tree age and harvest time. Growers will are also asked to record an estimate of the volume of fruit they expect to produce, and then at the end of the season to provide updated information on actual production.

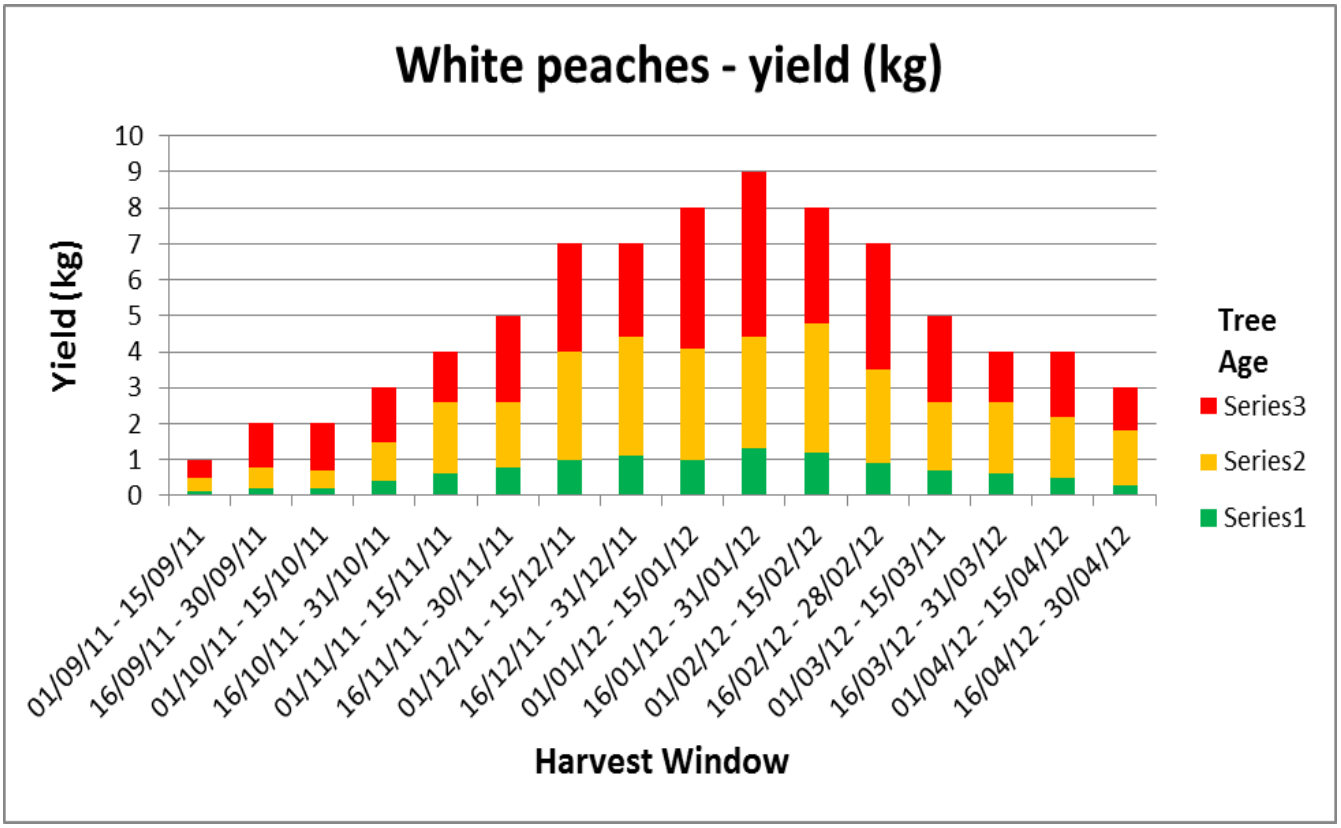
All of the data that is collected is aggregated into industry reports and these reports are only available to InfoStone contributors; ensuring confidentiality of individual business data and rewarding those that contribute to the system.

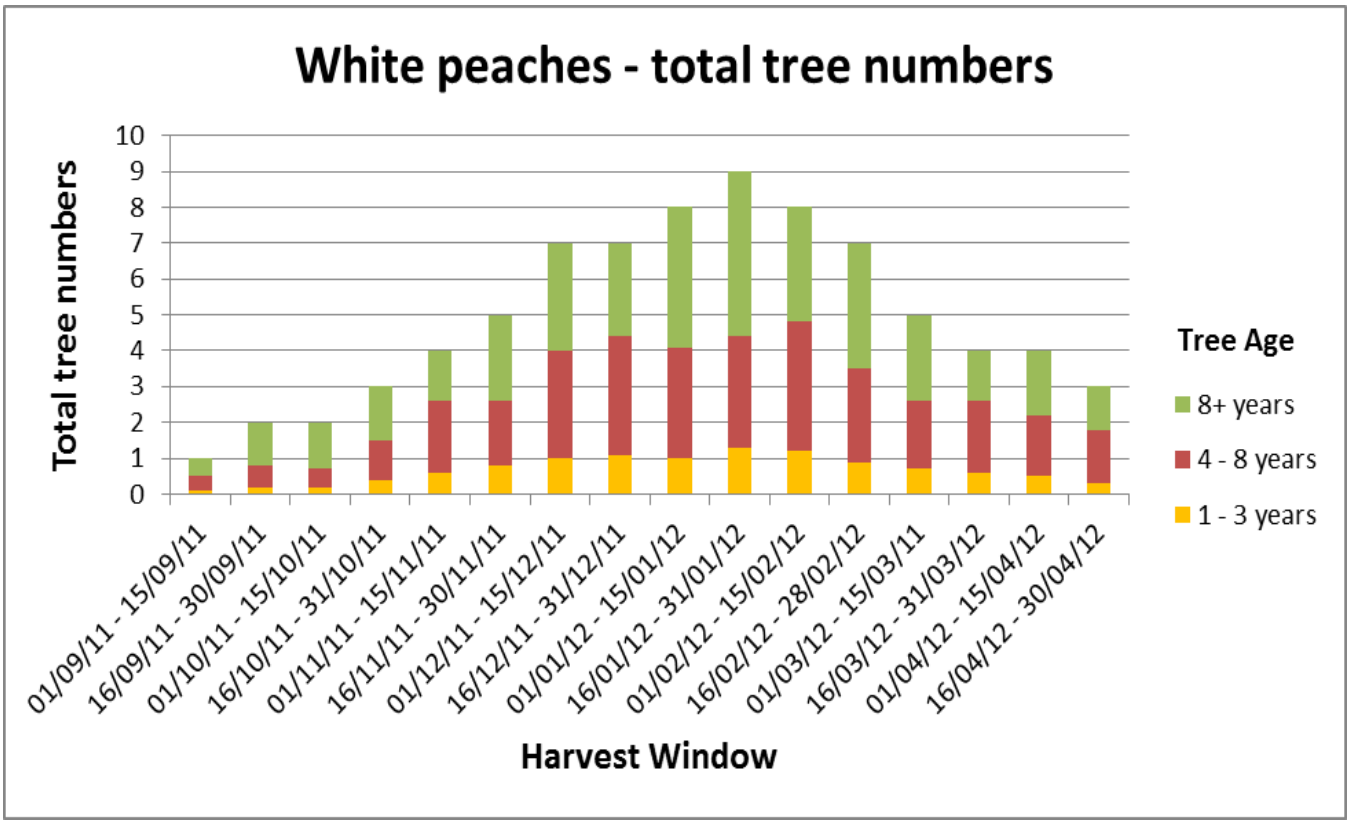
The industry reports generated by the Infostone system will assist growers, as well as Summerfruit Australia, in making better informed decisions about a range of management and marketing issues, which ultimately impact the profitability of industry; growers will be assisted in determining what varieties to grow so they can maximise their income and the industry will have up-to-date industry information to support more effective marketing campaigns for the domestic and export markets.

When the data is complete, growers should be able to determine the volume of fruit, such as white nectarines, that is expected to be picked in a specific harvest window i.e. early October, as well as the age of the trees that are supplying this volume. This type of information can be invaluable in assisting growers to make better informed decisions about how to manage their crop and identify market opportunities. Examples of the types of reports that will be able to be generated are illustrated below.




White nectarines - total tree numbers
Total tree numbers
10
9
8
7
6
5
4
3
2
1
0
01/09/11 - 15/09/11
16/09/11 - 30/09/11
01/10/11 - 15/10/11
16/10/11 - 31/10/11
01/11/11 - 15/11/11
16/11/11 - 30/11/11
01/12/11 - 15/12/11
16/12/11 - 31/12/11
01/01/12 - 15/01/12
16/01/12 - 31/01/12
01/02/12 - 15/02/12
16/02/12 - 28/02/12
01/03/12 - 15/03/11
16/03/12 - 31/03/12
01/04/12 - 15/04/12
16/04/12 - 30/04/12
Harvest Window
Tree Age
8+ years
4 - 8 years
1-3 years


White peaches - yield (kg)
Yield (kg)
10
9
8
7
6
5
4
3
2
1
0
01/09/11 - 15/09/11
16/09/11 - 30/09/11
01/10/11 - 15/10/11
16/10/11 - 31/10/11
01/11/11 - 15/11/11
16/11/11 - 30/11/11
01/12/11 - 15/12/11
16/12/11 - 31/12/11
01/01/12 - 15/01/12
16/01/12 - 31/01/12
01/02/12 - 15/02/12
16/02/12 - 28/02/12
01/03/12 - 15/03/11
16/03/12 - 31/03/12
01/04/12 - 15/04/12
16/04/12 - 30/04/12
Harvest Window
Tree Age
Series3
Series2
Series1



FOR MORE INFORMATION CONTACT –
Joanna Embry
Program Manager
M: 0448 113 007 | P: 07 3846 6566 | F: 07 3846 6577

To find out more about Summerfruit Australia Ltd, check out the website: www.summerfruit.com.au

OFFICE OF HORTICULTURAL MARKET ACCESS

Advice to Horticulture Industry

Key Market Access Developments: Quarter October to December 2011

Note: The following details provide a broad snapshot of key phytosanitary and non-phytosanitary market access issues from OHMA's perspective which have arisen during the quarter October to December 2011, including some references to January 2012. Please refer any enquiries to Stephen Winter on Ph: 03 9832 0787 or stephen.winter@etower.com.au.

- **CRCNPB:** DIISR announced on 22 November 2011 that the CRC for National Plant Biosecurity has been successful in its re-bid for a further work term, over a 6 year period. Start date will be 1 July 2012.
- **China-Australia FTA Negotiations:** The 17th round of negotiations under this FTA took place in November 2011. Discussions covered a range of outstanding issues.
- **China- Nanning Trade Fair and Symposium:** The China 2011 World Trade and Vegetable Trade Fair, and Fruit and Vegetable Inspection and Quarantine and International Trade Symposium, took place from 4 to 5 November 2011 in Nanning, Guangxi, PRC. CIQA were one of the two Chinese host organisations. Participating Australian industries in the Fair were table grapes, summerfruit, cherries, apples and avocados.
- **DAFF- Manual of Importing Country Requirements (MICoR Plants):** DAFF has advised that the new management information system which brings together the importing country requirements of Australia's agricultural export trading partners on to one single platform and is a replacement of the PHYTO database has 'gone live' on the DAFF website from 21 December 2011.
- **Dimethoate:** HAL held an Industry Forum on 'Dimethoate and Fenthion - Alternative Options for Australian Horticulture' on 4 October 2011 in Sydney. Enquiries can be directed to the OHMA Director or directly to HAL. The APVMA suspended the use of dimethoate on a number of food crops due to potential dietary risks on 6 October 2011.
- **DFAT- Briefing on International Trade Negotiations:** DFAT held an open stakeholder briefing on international trade negotiations on 13 October 2011 in Canberra. Topics included the Doha Round, APEC, current FTA negotiations, as well as implementation of existing FTAs. Enquiries can be directed to the OHMA Director.
- **Doha Round- Position Paper:** DFAT has released a paper entitled 'A New Pathway to Global Trade Reform' dated 17 October 2011 which includes possible new options for the future of the Doha Round.
- **Doha Round- Follow-up:** Trade Ministers met at the World Trade Organisation in Geneva from 15-17 December 2011. Whilst a number of ministers emphasised their openness to different negotiating approaches to the Round, some expressed reservations to departing from the 'single undertaking' (whereby nothing is agreed until everything is agreed) in pursuing alternatives to the Round's conclusion. Australia is advocating for the new pathways to be considered in order to achieve multilateral trade liberalisation across all sectors including services, industrial products and agricultural commodities.
- **Fruit Fly Symposium**: OCPPO held a Fruit Fly Symposium in Sydney on 12 and 13 October 2011. The symposium targeted assistance to the development of a nationally coordinated and collaborative approach to fruit fly management as well as support to the implementation of a number of recommendations in the National Plant Biosecurity Strategy and National Fruit Fly Strategy. A report on the Symposium is currently awaited.

- **Fruit Fly Management Workshop:** OCPPO held a Fruit Fly Management Workshop in Melbourne on 14-15 December 2011 with industry, state departments and DAFF to discuss viable current and future options for effective fruit fly management in the NSW and Victorian pest free areas to maintain domestic and international market access.

- **India-Australia FTA Negotiations:** The second round of the Australia-India Comprehensive Economic Cooperation (CECA) negotiations took place in November 2011. Progress was made on elements of a draft Chapter on Trade in Goods. Updated information on the nut industry's interests in the CECA was passed to the negotiators.

- **Indonesia- AANZFTA:** The ASEAN-Australia-NZ Free Trade Agreement (AANZFTA) has entered into force for Indonesia on 10 January 2012 following its ratification by Indonesia. The Agreement is now in force for all 12 country signatories.

- **Indonesia- Australia-Indonesia Working Group on Agriculture, Food and Forestry Cooperation (WGAFFC):** A meeting of this Working Group was held in Jogjakarta on 27-28 October 2011. Details of the horticulture discussion at WGAFFC within the 'Task Force on Crops and Plant Product including Agribusiness Support Systems' have been received and advised to horticulture industries.

- **Japan- Plant Health Bilateral Meeting:** A teleconference between Biosecurity and industry on 3 November discussed the outcomes of the plant technical discussions held with Japan on 17-18 October 2011. Topics covered Australian table grapes to Japan; market maintenance for Australian blueberries to Japan; Mediterranean fruit fly area freedom for eastern Australia; variety versus species/commodity (focus on mangoes); access to Australia for Japanese stonefruit (peaches and nectarines) and table grapes; operational issues including treatment endorsement options for Australian citrus to Japan, and a treatment confirmation method by MAFF for mangoes to Japan.

- **Korea-Australia FTA Negotiations:** Further advice was provided by OHMA to the Australian negotiators of this FTA in consultation with the nut industry. It is uncertain with what speed Korea-Australia FTA can be completed, given the apparently difficult climate for FTAs in Korea at the moment.

- **Korea-US FTA Negotiations:** Advice was provided to the Australian citrus industry regarding tariff outcomes under the Korea-US FTA which was completed in 2007 and with amendments in 2010. Approval for this FTA was given by the US in October 2011 and by Korea in November 2011. The Korea-US FTA appears a political issue in Korea at the moment.

- **Lychee Imports from Taiwan and Vietnam:** DAFF announced on 20 December 2012 commencement of a non-regulated analysis of existing policy for the importation of lychees from Taiwan and Vietnam.

- **Malaysia- draft IRA for fresh decrowned pineapple from Malaysia:** DAFF released this draft IRA on 19 October 2011 for 60 days consultation. Responses were invited by 19 December 2011. Two submissions were received.

- **New Zealand- Plant Health Bilateral Meeting:** A bilateral technical meeting was held between Australia and New Zealand on 5-6 December 2011. An industry-Biosecurity teleconference to discuss the outcomes was held on 5 January 2012. Topics covered included alternative measures to replace dimethoate for fruit flies; access for Australian stone fruit; 3deg C cold treatment for non-fruit flies free areas (citrus); access for additional Australian pineapple varieties; as well as New Zealand's requests for access for potatoes for processing and for kumara.

- **Nuts Global Tariffs:** An updated matrix of principal global tariffs for the nut industry, covering almonds, chestnuts, macadamias, pecans, pistachios and walnuts, has been prepared by OHMA for ANIC.

- **OHMA- Export Access Process:** In consultation with relevant parties, OHMA has developed a depiction of the export access process which may assist interested parties who enquire from time to time. Enquiries can be directed to the OHMA Director.

- **OHMA- Industry Update on Market Access:** An OHMA industry update on market access for the 3rd quarter 2011 was sent to general industry on 17 October 2011. Enquiries can be directed to the OHMA Director.

- **OHMA- Next entrants for phytosanitary access.** OHMA is currently considering next entrants for phytosanitary access work for each of Taiwan, India and China, in the latter case in context of the work schedule agreement. Enquiries can be directed to the OHMA Director.

- **Russia- Accession to the WTO**: The Accession package was agreed by Trade Ministers at the 8th WTO Ministerial Conference on 16 December 2011, in Geneva. Russia has 220 days to ratify its accession commitments domestically and will become a full member of the WTO 30 days after it notifies the WTO that ratification is complete. Advice on this will be provided to the industry. Horticulture's exports to Russia in 2010-11 were A$4.9 million with principle exports in descending order being table grapes, mandarins, oranges, cherries, mangos, peaches and almonds.

- **Taiwan- Apples Codling Moth**: A teleconference was held by Biosecurity with apple industry stakeholders on 27 September 2011 on quarantine conditions for export of fresh apples to Taiwan from areas in Australia where codling moth exists. Notes of the teleconference were distributed to industry on 4 October 2011. Taiwan did not include the new codling moth protocol in its most recent advice on public notifications. Biosecurity will push hard for the completion of the protocol for this season.

- **Taiwan- Plant Health Bilateral Discussions:** Biosecurity provided advice to industry on 5 October on the outcomes of the bilateral plant technical workshop with Taiwan which took place on 19 September in Canberra and which was held in association with the 8th Australia-Taiwan Agricultural Working Group meeting. Agenda items under the technical workshop were 'East-west fruit fly freedom'; Australian carrots, summerfruit, cherries and apples to Taiwan; as well as Taiwan's access requests for Phalaenopsis orchids, lychees and lily cut flowers.

- **Taiwan- Regained Access for Australian Plums**: Taiwan's final notification for restoration of access for Australian plums was still with the Taiwan Council of Agriculture at the end of December. However, it was announced 16 January 2012, effective immediately allowing trade to commence.

- **Taiwan- Regained Access for Australian Carrots:** On 17 October 2011 Industry was advised of a draft of Taiwan's quarantine requirements for import of carrots from areas of Australia where burrowing nematode is known to occur. The announcement of the final protocol occurred 16 January 2012.

- **Thailand- Strawberries Draft Protocol**: A draft Thai protocol for Australian strawberries to Thailand has been received by DAFF and, following receipt of industry views, a response was made to Thailand by 1 December 2011.

- **Thailand- Suspension of Trade in Eight Commodities**: DAFF has discussed with Thailand suspension of trade for a range of minor Australian commodities which are capsicum, cucumber, melon, eggplant, passionfruit, Cucurbita spp (squash, pumpkin and zucchini) and Rubus spp (raspberry and blackberry). DAFF has notified industry that suspension is in place from 15 November 2011 and no imports are permitted into Thailand from this date. DAFF and industry's preference is for Thailand to focus on Australia's higher commodity priorities for new protocols.

- **Thailand- Suspension of Trade in Prunus Species**: On 19 December 2011 DAFF advised that the export of Prunus species (cherry, apricot, nectarine, peach and plum) to Thailand is suspended from 1 January 2012 and no imports of Prunus are permitted into Thailand from this date. The Thailand Department of Agriculture (DOA) has advised that import conditions for the above fruit have been drafted and that an audit by DOA of export certification procedures is required before the restoration of commercial importation. Biosecurity is currently in negotiation with the Thailand DOA and the peak industry groups concerned to reschedule the postponed audit.

- **Thailand- TAFTA Special Agricultural Safeguards:** OHMA in cooperation with CA and ATGA submitted a document dated 11 October 2011 on the review of the Special Agricultural Safeguards (SSGs) which were

originally established under the Thailand-Australia FTA (TAFTA). Principle commodities affected by these safeguards are mandarins and table grapes, although there are also possible implications for prepared/preserved potatoes. However Australia's Joint Working Group meeting with Thailand which was scheduled for November 2011 has been postponed possibly to early 2012 due to the flood situation in Bangkok.

- **Transpacific Partnership Negotiations**: The 9th round of TPP negotiations was held in Lima, Peru from 19 to 28 October 2011. At the APEC meeting in Honolulu in November 2011 it was announced that the nine members of the TPP negotiations have agreed that a goal of the negotiations is elimination of all tariffs. The TPP members also agreed seek to reach the stage of a legal text during 2012. At APEC Japan is reported to have expressed interest in becoming involved in the TPP talks. There is inadequate detail as yet to judge the significance of the TPP for horticulture.

- **USA- Proposed Rule for Australian lychees**: The US Federal Register published on 28 December 2011 the proposed rule for Importation of Lychees from Australia. Proposed conditions include: fruit are to be grown in production areas that are registered with and monitored by the NPPO; treated with irradiation (400 gray) for insect pests; no permit entry into Florida State; and visual inspection of fruit. DAFF will consult the lychee industry in the second week of February and will provide Australia's submission to the US prior to the due date of 27 February 2012.

- **USA- Proposed Rule for Australian mangoes**: The US Federal Register published on 25 October 2011 the proposed rule for Importation of Mangoes from Australia. Proposed conditions include: commercial fruit only; treated with irradiation (400 gray) for in sect pests; management of Cytosphaera mangiferae using three alternate methods (which involved orchard inspection prior to harvest, fungicide sprays prior to harvest or post-harvest fungicide treatment); and visual inspection of fruit. DAFF consulted with the mango industry on 18 November and 19 December 2011 prior to providing the US with Australia's submission to these proposed rules on 21 December.

Please refer any enquiries to Stephen Winter on Ph: 03 9832 0787 or stephen.winter@etower.com.au.

Industry News – Levy Update …

Summerfruit Australia Ltd Redistribution of levy income to pay PHA subscriptions

Following the recent rejection by growers of the proposal to increase the Stone fruit Levy, the SAL Board has taken the decision to reallocate existing levy funds to meet the required subscription rate for Plant Health Australia (PHA).

The current rates of the R&D and Marketing components of the levy/export charge is one (1) cent per kilogram of stone fruit, with 55 % going to R&D and 45 % to marketing initiatives. The new allocation of the one (1) cent per kilogram levy will be 53.9 % to R&D, 44.1 % to marketing and 2 % to cover the subscription rate for membership of PHA, averaging around $12,500/pa.

Following this adoption for the PHA subscription, the SAL Board will recommend a redistribution of more Marketing funds (unmatched) to increase the 'bang for buck' allocation to R& D (matched) investment.

Why is it important for SAL to be a Member of PHA?

Membership of PHA ensures that our industry is prepared for and protected from plant pest incursions that could affect production.

A recent biosecurity assessment made by PHA, SAL, HAL and state government experts, found that there are 16 high priority pests that currently don't exist in Australia that could establish in our orchards and threaten production. These include **the Plum pox virus**, **Plum fruit moth**, **Spotted Winged Drosophila** (suzukii) and **Peach rosette mosaic virus**, all of which would have a high economic impact in the case of an incursion. A 'high' economic impact means **"severe impact on standing crop, with significant host mortality and/or storage losses"**.

While Australia's national quarantine system helps to prevent the introduction of harmful exotic threats, the threat from these pests is still very real. In addition to the possibility of pests entering via natural routes, rapid increases in overseas tourism, imports and exports and changing transport procedures such as refrigeration and containerisation of produce make it all the more likely that **a plant pest incursion which affects stone fruit will occur**.

The benefits of PHA membership are twofold: in 'peace time' PHA works with industries and governments to prepare for plant pest incursions (such as the risk assessment described above); and in the event of an emergency plant pest (EPP) incursion, PHA coordinates the plant pest response.

Industries that join PHA are also permitted to sign the Emergency Plant Pest Response Deed (the EPPRD) which is the formal legally binding agreement between PHA, the Australian Government, all state and territory governments and national plant industry peak-body signatories, setting out how eradication responses to EPP incidents are to be managed and funded.

SAL became a signatory of the EPPRD in May 2005, providing valuable protection for stone fruit growers. For stone fruit growers the main benefits this brings are:

- The procedure for dealing with an emergency plant pest incursion is agreed before one occurs, allowing a swift, coordinated and effective response. This gives us the best chance of preventing the incursion from spreading from orchard to orchard.
- Potential liabilities are known and funding mechanisms agreed in advance.
- In the event of an incursion affecting stone fruit, SAL will immediately be at the table contributing to decision making about mounting and managing the EPP response, not just government representatives.
- Growers whose crops or property is directly damaged or destroyed in the course of response plan are eligible for the payment of owner reimbursement costs under certain circumstances.

Currently SAL is one of 32 plant industries that are Members of PHA. PHA is a not-for-profit company that is one-third owned by federal government, one-third by state and territory governments and one-third by plant industries. **The PHA website holds a list of all PHA Members.**

SAL has taken the decision to pay for the PHA subscription out of the stone fruit levy because it is so important for our growers. Without PHA Membership and the provisions of the EPPRD, stone fruit growers would be liable to pay for a government clean-up in the case of EPP incursion and there would be no reimbursement for growers who happen to be in the incursion area and have their orchard destroyed. SAL considers PHA membership to be a very wise investment.

*More information about PHA and the **EPPRD** is available on the PHA website – http://www.planthealthaustralia.com.au/go/phau*

John Moore – *CEO SAL* – 8/452 Swift St. Albury NSW 2640 – ceo@summerfruit.com.au

Summerfruit AUSTRALIA

DAFF – Better Regulation Reforms

As we understand it, the purpose of the proposed reforms is to improve the regulatory process, in particular to address issues relating to chemical manufacturer who may be exploiting the system by making substandard applications and in so doing waste APVMA time and resources.

While we support the overall objective, Summerfruit is concerned that minor agricultural industries, that do not have the same resources at their disposal, will be unfairly caught in the same regulatory net. Many horticultural industries are forced to seek access to essential agchemicals via permits, because the manufacturers see no commercial benefit in pursuing registration.

These industries have to bear the cost of seeking permits, and these costs cannot be recouped.

The proposed regulatory reforms appear to focus on a wholesale solution to misdemeanours perpetrated by manufacturers. **The reforms do not address the unique predicament faced by many horticultural industries.** A no doubt unintended consequence is that, by treating minor use permit applications with the same constraints, this will severely impact growers' ability to access off-label minor use permits, with the potential to adversely affect their businesses.

The concern is that the proposed regulations will make preparing and applying for minor use permits significantly more difficult and expensive. The draft regulations appear to preclude any consultation or negotiation by the APVMA with an industry once their application has been lodged and clearly curtail the APVMA's flexibility in dealing with minor use permit applications.

The draft new regulations imply that the APVMA will refuse an application if any errors, omissions, are found or even if queries arise during the preliminary assessment. **This will give virtually no scope to amend an application.** Minor use permit applications are often characterised by uncertainty, so this proposal foreshadows a likely significant increase in rejected applications, followed by re-submitted applications which will attract a new application fee and further expense for growers.

Finally, where a minor use application has passed the preliminary assessment but additional information is sought by the APVMA, a key amendment of great concern relates to timeframes. It is proposed that in Subsection 159 (3) the word **must** will be used instead of **may**. Although there is the proviso of 'reasonable excuse', the industry fears that an inability to supply further information within the timeframe, perhaps based on a lack of understanding on the part of the grower, will result in refusal without consultation.

Allowing for no flexibility and judgment on the part of the APVMA would be disastrous for horticultural industries.

Summary …

Summerfruit believes that industry needs will not be served by including that sector's permit applications in the proposed regulatory framework. It will directly contradict the APVMA and government's policy objectives of allowing appropriately regulated access to safe and effective chemicals for minor use industries. We would strongly argue that DAFF needs to exempt minor use permits from these proposed arrangements.

Low Chill Field Day Notice …

Low Chill Australia Inc.

The Taste of Spring

Brown rot/blossom blight Field Day – Preliminary Notice

A Field Day to address the issues relating to this disease in stone fruit

will be held on

Friday April 13th 2012

at the

Summerland House with No Steps

Alstonville - NSW

All Welcome

A detailed program will follow and be available on the day.

A fee of $20 will be charged for non LCA Members.

RSVP for catering by **Thursday 5th April** to –

Phillip Wilk – Ph: 02 6626 1294 or Ray Hick – Ph: 02 6687 1044

Phillip Wilk's Low Chill Stonefruit Seasonal Update …

What low chill stone fruit growers need to be thinking about in February March and April?

The *La Nina* event we experienced in 2010 and 2011 seasons is forecast to be with us until at least July this 2012 season which means we will again be in for a wet year.

At this time of the year, trees are putting on new growth after the early post-harvest pruning done back in December. Managing this new regrowth right up to mid-winter when the trees go into dormancy is the most important time for tree management.

When growers and contractors prepare for their winter pruning in April-May the trees will either have sufficient fruiting wood to set up a good crop for the year or fruiting buds will be in the wrong place or absent.

There are a number of best management practices that must be followed, all of which are critical steps in producing high quality early stone fruit during the season.

The first step is maintaining good healthy leaf growth on trees by keeping summer rust at bay. Maintain rust sprays every 21 days during dry conditions or at higher frequency on the coast (10-14 days) depending on the rainfall. This is critical in building up tree nutrient reserves before your trees go into winter dormancy. Inability to do this will result in an early patchy out of season flowering as trees go into an induced dormancy. It also results in early tip flowering and fruit set before sufficient chill has accumulated in tree wood.

Maintaining tree nutrition at this time of the year is also a critical operation. Trees are trying to put on summer growth at this time coupled with storing nutrients within the bark in autumn for dormancy and later budburst. It takes approximately 1 month from the time of fertiliser ground application until it is taken up by the tree. This is largely dependent on rainfall and applied irrigation.

Approximately one third of annual fertiliser application based on the previous season's crop load, leaf and soil analyses needs to be applied before the tree shuts down for winter. This year has been very wet so many nutrients may have leached through the soil profile. Calcium is one nutrient that is easily leached in high rainfall regions. Boron can easily be removed from the upper soil profile and as it is applied in such small quantities often becomes a limiting factor in tree nutrition.

Growers need to be treating white peach scale in January and February as this pest easily gets out of hand in winter and by then it is much more difficult to manage. Spray the butts of trees thoroughly especially where bark is cracked or uneven. This is where the pest survives and spreads from later in the season.

Growers using Paclobutrazol (Austar®, Cultar®) to control tree size and vigour need to apply it at half strength or half the annual dose to trees. By splitting the total annual application for the season, growers can make the decision on individual tree health and whether the chemical has affected the trees sufficiently or they need a further dose.

The signs of good tree uptake is the 'S' shape curling of new laterals and the short internode space. At this time of the year, better growers are also removing strong vertical upright growth from their trees while still maintaining a small amount of spindly growth to prevent sunburn on horizontal branches.

If trees need to be reduced in size by a large amount then paint the main horizontal limbs with a white plastic paint to stop sunburn at this time of the year. Many growers thin water based paint and apply it with a backpack spray making sure to thoroughly wash it clean after use.

Brown rot or Blossom blight *Monilinia spp.* caused major losses to fruit production in the 2010 season. This was due to a number of factors including the loss of the fungicide *Carbendazim* which has a short withholding period (WHP) and used close to harvest to stop brown rot in packed product and the constant wet humid conditions favouring the spread of brown rot.

To manage this problem in the coming season growers will need to be vigilant in applying cover sprays early in the season, opening up trees pre harvest and removing any infected or mummified fruit from orchards before they spread spores.

Managing *Carpophilus* beetles using traps or spraying them early in the season is also an important step in orchard hygiene and managing brown rot.

Phytophthora cinnamomi or *Phytophthora* root rot has been affecting many orchards over the last 12 months and many trees in QLD and the NSW north coast are showing dieback signs.

These signs are often not evident until next spring where otherwise healthy looking trees begin to wilt as the temperature warms up and the trees are put under a stress of trying to fill fruit.

The root systems that are in very wet ground that is poorly drained begins to die back allowing the entry of this endemic soil borne disease.

Reducing the tree canopy by at least a third is the first stage that may help the tree to survive.

There are a number of products on the market that were registered for Phytophthora. These products are both foliar and butt drenches applied to the soil around the tree dripline. Permits for registered products containing Fosetyl Al and phosphorus acid such as Aliette® and Agi fos® are **no** longer registered for stone fruit as permits have expired.

Phillip Wilk

NSW Department of Primary Industries – Wollongbar NSW

CHECK OUT THE LOW CHILL AUSTRALIA INC. WEBSITE

www.lowchillaustralia.com.au

LCA Membership Form …

LOW-CHILL AUSTRALIA Inc.

ABN No. 283 812 712 44

Office Address: PO Box 188, BANGALOW NSW 2479
Phone: (02) 6687 2044; Mobile: 0408 477 959; Fax: (02) 6687 0712
Email: president@lowchillaustralia.com.au; Website: www.lowchillaustralia.com.au
Communications Manager: PO Box 772, HERVEY BAY QLD 4655
Phone: (07) 4128 0585; Mobile: 0407 589 445 ; Email: cm@lowchillaustralia.com.au

MEMBERSHIP APPLICATION FORM 2011/2012

Dear Secretary,
I wish to apply for membership of Low-Chill Australia Inc. I agree to be bound by the LCA Articles of Association and Rules and By-Laws of the association. Below are my contact details.

As we are updating our records, please complete the following contact details when applying for membership:
PLEASE PRINT DETAILS SIGN AND RETURN FORM

Name: *…..…….…….. Company Name: ……..……..…….*

ABN: *……..…… Postal Address: ……..……*

Town / City: *……... State: …… Post Code: ……. Ph: ……*

Mobile: *……..……. Fax: …… Email: …..……...……*

(PLEASE TICK √ APPROPIATE MEMBERSHIP BOX)

Website: *…….. ☐ Grower / Researcher ($110.00) ☐ Corporate ($275.00)*

Annual membership is on a financial year basis from 1st July to 30th June. Annual Membership for growers and researchers is $110.00 (including GST). Annual Membership for corporate members is $275.00 (including GST).

The membership fee for growers and researchers comprises $50 membership fee, $50 devoted to research and development, plus $10 GST. The Corporate membership fee comprises $50 membership fee, $100 devoted to research and development, $100 advertising fee for Low Chill News, plus $25 GST.

Membership Payment Details –

☐ ***BY CHEQUE*** - Please make Cheque Payable to **Low Chill Australia Inc.**
Post Cheque and this Form to -
Greg Foster, Treasurer, L.C.A.
38 Brooklet Road, Newrybar NSW 2479 **OR**

☐ ***BY 'ELECTRONIC FUNDS TRANSFER'*** –

Account -	*Low Chill Australia Inc.*
Bank -	*Westpac*
Branch -	*Ballina, NSW*
BSB -	*032 591*
Account No. -	*14 8934*

Note: Please advise of EFT payment by email to – treasurer@lowchillaustralia.com.au .
When paying by EFT - **FAX THIS COMPLETED FORM to 02 6687 2406 or SCAN and EMAIL to treasurer@lowchillaustralia.com.au**

Name (please print): …..……..……

Signature: …….…… Date: ……/……/……

Australian Government
Department of Agriculture, Fisheries and Forestry
ABARES

2012 OUTLOOK

Build up begins for nation's premier agricultural event

National and international decision makers are preparing for the agricultural sector's key annual conference, Outlook, to be held in Canberra on 6-7 March.

Organised by the Australian Bureau of Agricultural and Resource Economics and Sciences (ABARES), Outlook enables participants to hear the latest agricultural forecasts for both the short term and the next five years.

"Outlook is Australia's premier agriculture, fisheries and forestry event, which will examine issues facing these sectors, recent movements in global markets and future opportunities for Australian producers," ABARES Executive Director Paul Morris said.

"This 42nd ABARES Outlook conference comes amid significant developments in global markets such as those in Europe, Asia and North America. Outlook will give key decision makers the forecasts they need to make informed policy and business decisions."

The theme of Outlook 2012 is ***Australia's future landscapes — physical, economic, social and political***. Included are sessions on the Australian and international economies, global food markets, biosecurity, climate change, productivity, reform in the Murray-Darling Basin, innovation, and the future of Australian farming.

The conference also coincides with the release of the ABARES quarterly *Agricultural Commodities*, which will provide detailed short and medium-term forecasts for the major agricultural industries.

ABARES provides independent, world-class research, analysis and advice to inform decision-makers on policy challenges affecting Australia's primary industries.

Outlook 2012 will be held at the National Convention Centre in Canberra, featuring presentations by ABARES senior analysts, Westpac's Chief Economist **Bill Evans**, **Bruce Kasman** of JP Morgan Chase, **Luke Bowen** of the Northern Territory Cattlemen's Association, **Mark Rosegrant** of the International Food Policy Research Institute, University of Minnesota R&D expert Professor **Philip Pardey**, and **Xiao–ya Wei** of Australian Wool Innovation (China) among others.

Follow ABARES on Twitter and Facebook.

2012 OUTLOOK

ICID Adelaide 2012: Registration is Now Open

Registration is now open to attend ICIDs 63rd IEC Meeting & the 7th Asian Regional Conference to held with Irrigation Australia's 2012 Conference

Early bird registration closes midnight Friday 27 April 2012

Irrigation Australia Limited invites you to the largest industry event ever to be held in Australia! Registration is now open to attend;

- 63rd Meeting of the IEC, commencing on Sunday 24th June and concluding on Thursday 28th June.
- 7th Asian Regional Conference commences on Tuesday 26th June and concludes on Thursday 28th. This event has been combined with the Irrigation Australia 2012 Conference. Running alongside the Conference is the biggest Water & Irrigation Trade Show in the Southern Hemisphere, featuring the latest in products and services.

To register or for more information please visit the conference website.

Contact Us

If you have any further questions or queries please call the Event Managers on – +61 2 9553 4820 or email them at ial2012@saneevent.com.au .

MT10022 – Export Market Intelligence

Australian Summerfruit Exports December 2011 Update

Prepared by
Wayne Prowse
Fresh Intelligence Consulting
For
Horticulture Australia and Summerfruit Australia
14th February 2012

Summerfruit Export Summary

- The 2011/12 Summerfruit season has had a great start to the year - nectarines were up 104% compared to 2010/11, plums were up 71% and apricots up 90% on same period last year and also best performance for the period over 5 years
- Key Summerfruit results – 3 mths December (28% of the 2011/12 season)
  - Volume 2,535 MT +99 %
  - Value A$8.50m + 74%
  - $ per kg $3.35 - 49c (-13%)
- Peaches and Nectarines account for 56% of summerfruit exports followed by Plums (39%) and Apricots (5%) for the 12 month period.
- In the last 12 months Hong Kong, Middle East and Singapore accounted for 83% of **Nectarine and Peach** volume, with Taiwan back on the chart at 8%.
- Hong Kong, Singapore, Middle East and United Kingdom are the main drivers accounting for 90% of **plum** exports
- Middle East and Hong Kong are the main drivers accounting for 86% of **apricot** exports
- Thailand lifted 78% volume on last year before the market was closed from 1st January 2012.
- Summerfruit accounts for just 3% of all fruit (excluding bananas) imported to Asia.
- Australian Summerfruit exports were valued at A$27.1 million for the 12 months to December 2011.

Summerfruit export by market volume and value – 3 months to December 2012

Summerfruit
Exports by Season to date

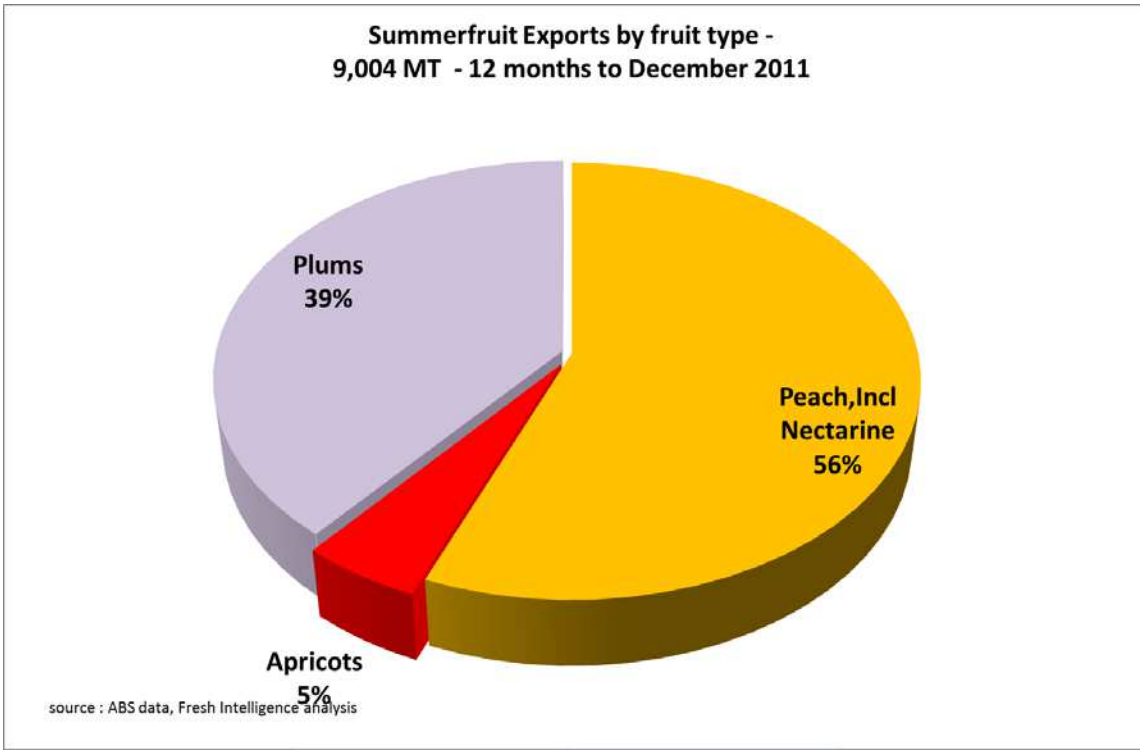
	Volume KG (season to date)			MAT	MAT	Value $ Million AUD (season to date)			MAT	MAT		Average price per KG	
	October to	October to	Change	Jan-11	Share	October to	October to	Change	Jan-11	Share	October to	October to	Jan-11
Country -	Dec-10	Dec-11	to LY	Dec-11	%	Dec-10	Dec-11	to LY	Dec-11	%	Dec-10	Dec-11	Dec-11
TOTAL SUMMERFRUIT	1,271,932	2,535,705	99%	9,004,898	100%	4.89	8.50	74%	27.11	100%	3.84	3.35	**3.01**
	0	0		0		-	-		-				
Peach,Incl Nectarine	1,005,044	2,053,110	104%	5,051,148	56%	3.79	6.63	75%	15.62	78%	3.77	3.23	**3.09**
Apricots	140,089	265,822	90%	444,879	5%	0.74	1.25	71%	2.03	15%	5.25	4.72	**4.55**
Plums	126,799	216,773	71%	3,508,871	39.0%	0.36	0.61	68%	9.46	7.2%	2.85	2.80	**2.70**
TOTAL Summerfruit	**1,271,932**	**2,535,705**	**99.4%**	**9,004,898**	**100%**	**4.89**	**8.50**	**74%**	**27.11**	**100%**	3.84	3.35	**3.01**
		28.2%					**31.3%**						

source : ABS data, Fresh Intelligence analysis This data is funded from project MT10022

Key results – 3 mths December (28% of the 2011/ 12 season)

Volume	2,535 MT	+ 99 %
Value	A$8.50m	+ 74%
$ per kg	$3.35	- 49c (-13%)

Over last 12 months Peaches and Nectarines account for 56% of summerfruit exports followed by Plums (39%) and Apricots (5%)



Nectarine and peach export by market volume and value

Nectarine & Peaches
Exports by Season to date

	Volume KG (season to date)			MAT	MAT	Value $ Million AUD (season to date)			MAT	MAT		Average price per KG	
	October to	October to	Change	Jan-11	Share	October to	October to	Change	Jan-11	Share	October t	October to	Jan-11
Country -	Dec-10	Dec-11	to LY	Dec-11	%	Dec-10	Dec-11	to LY	Dec-11	%	Dec-10	Dec-11	Dec-11
TOTAL NECT & PEACH	1,005,044	2,053,110	104%	5,051,148	100%	3.79	6.63	75%	15.62	100%	3.77	3.23	**3.09**
Hong Kong -	451,100	859,242	90%	2,247,168	44%	1.39	2.29	65%	6.07	39%	3.09	2.67	**2.70**
-MIDDLE EAST 15- -	304,907	580,579	90%	1,270,174	25%	1.27	2.29	80%	4.22	27%	4.18	3.94	**3.32**
Singapore -	102,690	255,351	149%	639,948	13%	0.28	0.66	138%	1.98	13%	2.70	2.58	**3.10**
Taiwan -	20,280	141,960	600%	384,249	8%	0.06	0.36	453%	0.94	6%	3.20	2.53	**2.45**
Malaysia -	23,236	40,478	74%	144,330	3%	0.10	0.11	14%	0.59	4%	4.16	2.71	**4.10**
Thailand -	20,230	35,991	78%	69,581	1%	0.11	0.28	164%	0.43	3%	5.21	7.72	**6.24**
-EU 27- -	22,268	21,221	-5%	69,197	1%	0.21	0.15	-31%	0.39	2%	9.64	7.03	**5.57**
-PACIFIC ISLANDS- -	12,886	58,332	353%	90,630	2%	0.05	0.20	291%	0.30	2%	3.94	3.40	**3.32**
Russia -	19,665	36,239	84%	51,967	1%	0.15	0.18	27%	0.29	2%	7.38	5.10	**5.61**
Indonesia -	10,754	11,344	5%	26,915	1%	0.06	0.05	-10%	0.14	1%	5.49	4.67	**5.30**
Vietnam -	3,371	4,935	46%	28,896	1%	0.02	0.02	30%	0.12	1%	5.21	4.61	**4.23**
Canada -	12,606	4,200	-67%	10,049	0%	0.09	0.02	-81%	0.05	0%	6.95	4.02	**4.99**
Switzerland -	0	2,550		7,070	0%	-	0.01		0.04	0%		5.59	**5.78**
India -	800	0		8,477	0%	0.00	-		0.03	0%			**4.02**
TOTAL Nectarines / Peac	**1,005,044**	**2,053,110**	**104.3%**	**5,051,148**	**100%**	**3.79**	**6.63**	**75%**	**15.62**	**100%**	3.77	3.23	**3.09**
		40.6%					42.5%						

source : ABS data, Fresh Intelligence analysis This data is funded from project MT10022

NECTARI NE & PEACHES

Additional 5 year season to date comparison by market

			Australia - Exports				
			080930 Peach,Incl Nectarin				
			Quantity KG				
Rank	Country -	KG Oct-Dec 07	KG Oct-Dec 08	KG Oct-Dec 09	KG Oct-Dec 10	KG Oct-Dec 11	% to 5 yr avg
1	Hong Kong -	433,894	526,899	428,519	451,100	859,242	59%
2	-MIDDLE EAST 15- -	303,728	602,272	630,726	304,907	580,579	20%
3	Singapore -	176,145	162,906	132,878	102,690	255,351	54%
4	Taiwan -	37,090	16,000	4,000	20,280	141,960	224%
5	-EU 27- -	75,934	57,367	41,044	22,268	21,221	-51%
6	-PACIFIC ISLANDS- -	9,096	33,064	37,914	12,886	58,332	93%
7	Thailand -	21,788	37,194	26,797	20,230	35,991	27%
8	Malaysia -	19,022	36,448	17,410	23,236	40,478	48%
9	Russia -	50	3,505	16,270	19,665	36,239	139%
10	Canada -	17,590	11,700	17,075	12,606	4,200	-67%
11	Indonesia -	1,765	4,370	2,875	10,754	11,344	82%
12	Vietnam -	1,997	2,720	7,553	3,371	4,935	20%
13	India -	2,645	1,005	2,595	800	0	-100%
14	Switzerland -	0	2,530	1,800	0	2,550	85%
15	all other	2,521	1,598	4,301	251	688	-63%
TOTAL	NECTARINE & PEACHES	1,103,265	1,499,578	1,371,757	1,005,044	2,053,110	50%
			36%	-9%	-27%	104%	
Source of Data:Australian Bureau of Statistics, Fresh Intelligence Analysis							
	This data is funded by Horticulture Australia MT10022						

PLUMS - 5 year trends

Additional season to date data comparison

			Australia - Exports				
			080930 Peach,Incl Nectarin				
			Quantity KG				
Rank	Country -	KG Oct-Dec 07	KG Oct-Dec 08	KG Oct-Dec 09	KG Oct-Dec 10	KG Oct-Dec 11	% to 5 yr avg
1	Hong Kong -	433,894	526,899	428,519	451,100	859,242	59%
2	-MIDDLE EAST 15- -	303,728	602,272	630,726	304,907	580,579	20%
3	Singapore -	176,145	162,906	132,878	102,690	255,351	54%
4	Taiwan -	37,090	16,000	4,000	20,280	141,960	224%
5	-EU 27- -	75,934	57,367	41,044	22,268	21,221	-51%
6	-PACIFIC ISLANDS- -	9,096	33,064	37,914	12,886	58,332	93%
7	Thailand -	21,788	37,194	26,797	20,230	35,991	27%
8	Malaysia -	19,022	36,448	17,410	23,236	40,478	48%
9	Russia -	50	3,505	16,270	19,665	36,239	139%
10	Canada -	17,590	11,700	17,075	12,606	4,200	-67%
11	Indonesia -	1,765	4,370	2,875	10,754	11,344	82%
12	Vietnam -	1,997	2,720	7,553	3,371	4,935	20%
13	India -	2,645	1,005	2,595	800	0	-100%
14	Switzerland -	0	2,530	1,800	0	2,550	85%
15	all other	2,521	1,598	4,301	251	688	-63%
TOTAL	NECTARINE & PEACHES	1,103,265	1,499,578	1,371,757	1,005,044	2,053,110	50%
			36%	-9%	-27%	104%	
Source of Data:Australian Bureau of Statistics, Fresh Intelligence Analysis							
	This data is funded by Horticulture Australia MT10022						

For more information

Wayne Prowse
Fresh Intelligence Consulting
Ph: 02 9440 2138
M: 0408 164 966
Email: wayne.prowse@bigpond.com

This report is intended for use by the Australian Summerfruit industry to assist in understanding and measuring export performance
The information is provided as part of MT10022 Export Market Intelligence project.

© Fresh Intelligence Consulting

Note: *This is an abbreviation of the presented report. Publication size dictates the condensing of this report.*

Publication Details …

Australian Stonefruit Grower

incorporating the Low Chill Stonefruit Grower

- 2012 Publication Timetable -

Contributions are invited for the next scheduled publication - **AUGUST 2011**.

FEBRUARY	APRIL	AUGUST	NOVEMBER
Advertising Deadline **7 February**	*Advertising Deadline* **14 April**	*Advertising Deadline* **31 July**	*Advertising Deadline* **31 October**
Copy Deadline **10 February**	*Copy Deadline* **21 April**	*Copy Deadline* **7 August**	*Copy Deadline* **7 November**

Note: Publication Dates are subject to change at the discretion of the Publishers.

Advertising in this publication are very reasonable and provide a cost effective way of informing members about your products and services.

ADVERTISING RATES –

Full Page - $250.00* **Half Page - $175.00*** **Quarter Page - $100.00***

**Rates are subject to GST if applicable. Advertisers will be invoiced following the publication issue and the terms are Strictly 30 Days.*

Please request an ADVERTISING BOOKING FORM.

CONTACT –

Col Scotney – *National Producer/Editor*

Australian Stonefruit Grower

Email: *Australian.stonefruit.grower@aapt.net.au*

Communications Manager

Low Chill Australia Inc.

PO Box 772, Hervey Bay QLD 4655

Phone: (07) 4128 0585 – Mobile: 0407 589 445 – Email: cm@lowchillaustralia.com.au