

Sustainable Profitability

Conference
2023
JUNE 15 - 16

Country
Club Tasmania

Prospect Vale
Launceston

Welcome & Introductions

Mt Pleasant Room

9:00 Jo Palmer, Minister for Primary Industries and Water

Sustainable Profitability

 9:35 Jodie Calwell Future trends in Fresh Produce: IFPA Report
 9:55 Ross Wilson Practical actions for business profitability

10:30 Morning tea Mezzanine Floor

Orchard crop management

Mt Pleasant Room

 11:15 Lexie McClymont Climate impacts & challenges in the orchard
 11:35 Claire Scofield Tree architecture & protected cropping for orchards
 11:55 Earnscy Weaver UFO tree architecture, growing lineal fruit metres & returns in cherries
 12:15 Ian Goodwin Effects of crop load on apple fruit quality & return bloom

Berry pest & disease management

Tonic Bar

 11:15 Kara Barry Blueberry rust defoliation trials
 11:40 Jon Finch IPM & the management of mirids & vegetable bugs (RB21001)
 12:10 Narelle Jones Biosecurity incursion responses for bee pollinators: small hive beetle and varroa

12:30 Lunch Mezzanine Floor

Berry crop management

Mt Pleasant Room

 14:00 Raylea Rowbottom Commercial efficacy of fly pollinators for berries
 14:25 Jon Finch Pollination in berries: outstanding questions & issues
 14:45 Jake Gaudion Progress towards reusing coir in strawberry production
 15:00 Eva Thilderkvist Robotic strawberry harvesting at Dogtooth Robotics

Orchard pest & disease management

Tonic Bar

 14:00 Greg Lefoe Potential benefits & adoption of *Mastrus ridens* for biological control of codling moth
 14:25 Judith Stahl Biological systems approach for codling moth
 14:45 Sally Bound/ Greg Lefoe The role & benefits of orchard cover crops in biocontrol of pest & disease
 15:05 Narelle Jones Biosecurity incursion responses for bee pollinators: small hive beetle and varroa

15:20 Afternoon tea Mezzanine Floor

Grower Q&A Forum

Mt Pleasant Room

16:00 Panel Brent McClintock (Pinnacle Fine Foods), Scott Price (R&R Smith), Andrew Terry (Tasmanian Berries)

17:00 Steritech Networking Event Mezzanine Floor

Labour Management

Mt Pleasant Room

- 9:00 Ross Wilson Making effective data driven labour decisions at harvest
- 9:35 Mark Trzaskoma Mechanisation & data collection to improve labour efficiency & business decision making
- 9:55 Simon Drum Incorporating LEAN manufacturing principles into fruit prod'n

University of Tasmania student talks

Tonic bar

- 9:00 Ramandeep Singh Causes & management of internal browning in an apple variety Sidhu
- 9:35 Nadine Hölzel Health effects of anthocyanins in cherries
- 9:55 Dilani Ratnajeewa Improving the resilience of the food industry

10:15 Morning Tea Mezzanine Floor

Customers, markets & supply chains

Mt Pleasant Room

- 11:00 Tristan Kitchener Fresh Fruit category: what can be done to be sustainably profitable
- 11:35 Gillian Reilly Marketing & data insights across the berries, cherries & apple categories
- 12:10 Andrew Smith Local marketing activities & experiences

12:30 Lunch Mezzanine Floor

Production costs & efficiencies

Mt Pleasant Room

- 14:00 Earnscy Weaver Rain cover systems to reduce cherry damage & wastage
- 14:35 Ian Goodwin Opportunities for management decisions using Cartographer - mobile sensor platform
- 15:00 Kylie Hall In field packout assessments using image recognition

Agritourism

Tonic Bar

- 14:00 Allison Clark Outcomes from the 'Opening the Gate' program
- 14:35 Kate Bradley Experiences & learnings from 30+ years of agritourism
- 15:00 Rebecca Duffy Agritourism visitor experiences & learnings from Holm Oak Wines

15:20 Afternoon Tea Mezzanine Floor

The National Picture

Mt Pleasant Room

- 16:00 Panel Jake Norris (APAL), Nick Noske (CGA), Cam Folder (Costa Group) & Anthony Kachenko (Hort Innovation).

17:00 Close
19:00 Gala Dinner Ball Room

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*Session sponsor
(Labour, production
costs & efficiencies)*



*Session sponsor
(Pest & disease
management)*



*Break
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Sustainable Profitability

Mt Pleasant Room

9:00 am	Hon. Jo Palmer	Official opening
	Minister for Primary Industries and Water	
9:35 am	Jodie Calwell	Future trends in Fresh Produce: IFPA Report
9:55 am	Ross Wilson	Practical actions for business profitability
10:30 am	<i>Morning Tea</i>	



Hon. Jo Palmer was appointed Minister for Primary Industries and Water, Minister for Disability Services, Minister for Women and Minister for the Prevention of Family Violence in April 2022. Jo was elected to the Legislative Council in August 2020, representing Rosevears, where she is the Government's Deputy Leader.



Jodie Calwell is the Business Development Manager at the International Fresh Produce Association, with responsibilities for member engagement, communications and events in Australia and New Zealand. She has a history with associations in training and assessment, mentoring, education and development of training packages.



Ross Wilson is a founding member of Agfirst and brings over 20 years of horticultural experience. A grower in his own right, Ross has frontline experience with the issues orchardists face and regularly leads field days to ensure the latest technical advances and tree management techniques make it into the hands of growers.

Orchard Crop Management

Mt Pleasant Room

11:15 am	Dr Lexie McClymont	Climate impacts & challenges in the orchard
11:35 am	Claire Scofield	Tree architecture and protected cropping for orchards
11:55 am	Earnsley Weaver	UFO tree architecture – Growing lineal fruit metres & financial returns in cherries
12:15 pm	Dr Ian Goodwin	Effects of crop load on apple fruit quality & return bloom
12:30 pm	<i>Lunch</i>	



Dr Lexie McClymont is a Research Scientist for Agriculture Victoria, based at the Tatura SmartFarm, where she has investigated performance of new pear selections and the effects of rootstocks, training systems and irrigation strategies, temperature thresholds for occurrence of sunburn, as well as spatial variability and management of grapevines.



Orchard Crop Management



Claire Scofield is a research scientist with Plant and Food New Zealand. Claire will soon be joining the Tasmanian Institute of Agriculture, working to address challenges and improve understanding in protected temperate fruit production systems.



Earnscy Weaver is a cherry grower and principal consultant and research communicator at Weaver Horticulture based at Springvale in New Zealand. A knowledgeable and passionate advocate for adopting newer, more efficient planting systems, Earnscy also manages 2ha of Centennial and Lapins in an Upright Fruiting Offshoots (UFO) growing pattern.



Dr Ian Goodwin is the Research Leader Crop Physiology in Agriculture Victoria based at the Tatura SmartFarm. Ian has 40 years' experience in horticulture research and innovation with a focus on intensive production systems, crop water requirements and climate challenges.



Berry Pest & Disease Management

Tonic Bar

11:15 am	Dr Kara Barry	Results from blueberry rust defoliation trials
11:40 am	Dr Jon Finch	IPM & using pheromones and traps in the management of mirids & vegetable bugs (RB21001)
12:10 am	Narelle Jones	Biosecurity incursion responses for bee pollinators: small hive beetle and varroa
12:30 pm	<i>Lunch</i>	



Dr Kara Barry is an Associate Professor with TIA and conducts research and delivers teaching programs related to plant pathology and crop health. Most of Kara's research has worked to understand and find solutions to fungal pathogens or increase beneficial fungi in perennial crops.



Berry Pest & Disease Management



Dr Jon Finch is a research fellow at TIA, where he also teaches budding young entomologists. Jon's research expertise relates to the beneficial role of insects in agricultural ecosystems such as providing pollination, pest control and nutrient cycling.



Narelle Jones is the Senior Biosecurity Officer (Industry Collaboration) at Biosecurity Tasmania. Narelle coordinates relationships and communications with industry and other internal and external stakeholders to ensure they have up to date and accurate information on current biosecurity developments.



Berry Crop Management

Mt Pleasant Room

2:00 pm	Dr Raylea Rowbottom	Commercial efficacy of fly pollinators for berries
2:25 pm	Dr Jon Finch	Pollination in berries: outstanding questions and issues
2:45 pm	Jake Gaudion	Progress towards reusing coir in strawberry production systems
3:00 pm	Eva Thilderkvist	Robotic strawberry harvesting at Dogtooth Robotics
3:20 pm	<i>Afternoon Tea</i>	



Dr Raylea Rowbottom is an entomologist and researcher with seedPurity. In this role Raylea focuses on developing the use of managed flies as a commercial alternative provider of pollination services in Horticulture.



Berry Crop Management



Dr Jon Finch is a research fellow at TIA where he also teaches budding young entomologists. Jon's research expertise relates to the beneficial role of insects in agricultural ecosystems such as providing pollination, pest control and nutrient cycling.



Jake Gaudion is a consultant with RMCG, where he works to help producers and stakeholders improve resource use efficiency. Jake is working to improve substrate performance, reduce waste and production efficiency within Tasmania's berry sectors.



Eva Thilderkvist is a software engineer and Tasmanian Site Manager with Dogtooth Robotics. Based at Burlington Berries in Cressy, Eva maintains and supports the ongoing training of Dogtooth's sixteen robots operating at the site.

Orchard Pest & Disease Management

Tonic Bar

2:00 pm	Greg Lefoe	Potential benefits and adoptability of <i>Mastrus ridens</i> for biological control of codling moth
2:25 pm	Dr Judith Stahl	Biological systems approach for codling moth
2:45 pm	Dr Sally Bound & Greg Lefoe	The role and benefits of orchard cover crops in conservation biocontrol of pest and disease in the orchard
3:05 pm	Narelle Jones	Biosecurity incursion responses for bee pollinators: small hive beetle and varroa
3:20 pm	<i>Afternoon Tea</i>	



Greg Lefoe is a Senior Research Scientist with Victoria's Department of Environment and Primary Industries. An entomology specialist, Greg is interested in integrated pest management and optimising the use of biological control agents to improve control of pests and diseases.



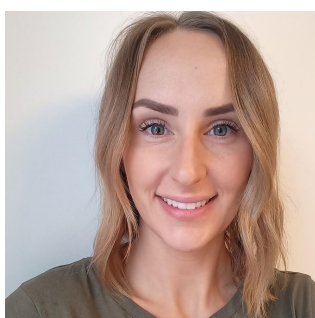
Orchard Pest & Disease Management



Dr Judith Stahl is leading CSIRO's activities to support market access opportunities for apples based on codling moth control using a phytosanitary systems approach. Prior to CSIRO, she completed a PhD in arthropod biological control at Switzerland's Centre for Agricultural Bioscience International, followed by 4 years of postdoctoral research at UC Berkeley.



Dr Sally Bound is a Senior Research Fellow at TIA, where she focuses on crop manipulation to optimise crop yields and fruit quality in orchard tree crops, as well as finding solutions to soil degradation in orchards.



Narelle Jones is the Senior Biosecurity Officer (Industry Collaboration) at Biosecurity Tasmania. Narelle coordinates communications with industry and other internal and external stakeholders to ensure they have up to date and accurate information on current biosecurity developments.



Grower Discussion Panel

Mt Pleasant Room

4:00 pm Q&A session with panel members

Brent McClintock, Pinnacle Fine Foods

Scott Price, R&R Smith

Andrew Terry, Tasmanian Berries

5:00 - 7:00 pm *Industry Networking Event*

Country Club Tasmania Ball Room

Steritech Industry Networking Event



STERITECH

Steritech is the most prominent and trusted contract sterilisation and decontamination processor in the Asia-Pacific region, and one of the largest worldwide.

Steritech is committed to helping its clients grow their business in a world where borders are no longer barriers to trading.



University of Tasmania Student Talks Forum

Tonic Bar

9:00 am	Ramandeep Singh Sidhu	Causes and management of internal browning in an apple variety
9:30 am	Nadine Hölzel	Health effects of anthocyanins in cherries
9:55 pm	Dilani Ratnajeewa	Improving the resilience of the food industry
10:15 pm	<i>Morning Tea</i>	



Labour Management

Mt Pleasant Room

9:00 am	Ross Wilson	Making effective data driven labour decisions at harvest
9:35 am	Mark Trzaskoma	Adoption of mechanisation and data collection to improve labour efficiency and business decision making
9:55 am	Simon Drum	Incorporating LEAN manufacturing principles into fruit production
10:15 am	<i>Morning Tea</i>	



Labour Management



Ross Wilson is a founding member of Agfirst and brings over 20 years of horticultural experience. A grower in his own right, Ross has frontline experience with the issues orchardists face and regularly leads field days to ensure the latest technical advances and tree management techniques make it into the hands of growers.



Mark Trzaskoma is Production Manager at Gippsland based Battunga Orchards and has built a reputation for his innovative and practical approach to adopting and adapting new orchard designs and in doing so, lifting orchard productivity, pack out and profitability.



Simon Drum has spent the last 25 years working with large scale, vertically integrated agribusinesses in senior strategic, commercial, operational and advisory roles. Skilled in all aspects of multi-disciplinary permanent workforces, Simon is known for his excellent coaching and mentoring methodologies that build individual performance and deliver improved effectiveness.

Customers, markets & supply chains

11:00 am	Tristan Kitchener	Fresh Fruit category: what can be done to be sustainably profitable
11:35 am	Gillian Reilly	Marketing and data insights across the berries, cherries & apple categories
12:10 am	Andrew Smith	Local marketing activities & experiences
12:30 pm	<i>Lunch</i>	



Customers, markets & supply chains



Tristan Kitchener is a leading independent consultant in the fast moving consumer goods sector, providing advice and support along the grocery value chain, from retailers through to manufacturers and growers.



Gillian Reilly is head of Consumer Marketing at Hort Innovation, with more than 20 years' experience in consumer goods, including food and drinks. Using data to understand people's needs, she has developed successful campaigns in Australia and globally, that demonstrate how products and services meet those needs.



Andrew Smith has built a phenomenal reputation for both organic apple production and the organic cider brand Willie Smith's in the two decades at the helm of the Tasmanian family business R&R Smith. An early adopter, Andrew saw the potential of organic production systems to provide a market edge in a challenging environment in the region and made the bold move to go organic in 1997 with the support of father and partner Ian.

Production Costs & Efficiencies

Mt Pleasant Room

- | | | |
|---------|----------------------|---|
| 2:00 pm | Earnscy Weaver | Use of rain cover systems to reduce cherry damage and wastage and improve profitability |
| 2:40 pm | Ian Goodwin | Opportunities for management decisions using Cartographer – a mobile sensor platform |
| 3:05 pm | Kylie Hall | In field packout assessments using image recognition |
| 3:20 pm | <i>Afternoon Tea</i> | |



Production Costs & Efficiencies



Earnscy Weaver is a cherry grower and principal consultant and research communicator at Weaver Horticulture based at Springvale in New Zealand. A knowledgeable and passionate advocate for adopting newer, more efficient planting systems, Earnscy also manages 2ha of Centennial and Lapins in an Upright Fruiting Offshoots (UFO) growing pattern.



Dr Ian Goodwin is the Research Leader Crop Physiology in Agriculture Victoria based at the Tatura SmartFarm. Ian has 40 years' experience in horticulture research and innovation with a focus on intensive production systems, crop water requirements and climate challenges.



Kylie Hall is passionate about driving “Clever Simplicity” – ensuring complex fruit technologies meet the real requirements of industry, and are made simple to use. She believes that armed with Clever Simplicity, tech providers can ensure fruit tech is easy to learn and quick to master, delivering valuable benefits to an industry that is continually squeezed with ever increasing cost and compliance pressures.

Agritourism

Tonic Bar

2:00 pm	Allison Clark	Activities and outcomes from the 'Opening the Gate' program
2:30 pm	Kate Bradley	Experiences and learnings from 30+ years of agritourism
2:55 pm	Rebecca Duffy	Agritourism visitor experiences and learnings from Holm Oak Wines
3:20 pm	<i>Afternoon Tea</i>	



Allison Clark aims to understand how farming enterprises tap into research and available networks, the barriers integrating this information into decision making and ultimately create a tool kit for businesses in the early stages of product development.



Agritourism



Kate Bradley is owner and manager of Kate's Berry Farm, an English style farm growing strawberries, raspberries and blueberries, among others. Kate's Berry Farm has become an icon for Tasmanian locals and visitors known for the quality of their cool climate products.



Rebecca Duffy has more than 20 years' winemaking experience in Tasmania, mainland Australia and California. Based at Holm Oak in Rowella, Bec manages the creation of complex and unique cool climate wines, as well as interacting with buyers and consumers within the site's cellar door outlet and sensory garden experience.



The National Picture – Industry Discussion Panel

Mt Pleasant Room

- 4:00 pm Q&A session with panel members
- Nick Noske, Cherry Growers Australia
Jake Norris, Apple & Pear Australia Limited
Cam Folder, Costa Group
Anthony Kachenko, Hort Innovation
- 5:00 pm *Close*

Serve-Ag Industry Gala Dinner



Serve-AG is a privately owned company focused on providing superior services and products to a wide range of rural enterprises that concentrate on high value production agriculture.

Wholly owned by the Muir family, Serve-Ag offers both international and local manufacturers of farm inputs (fertiliser, crop protection, seed) with a specialised route to the farm gate.

Country Club Ball Room

- 7:00 pm** **Arrival and Drinks**
- 7:30 pm Welcome – Scott Price
- 7:35 pm Sponsor Address – Andrew Muir, Muir Group
- 7:45 pm** **Entrée**
- 8.10 pm Induction of new member onto Memorial Roll of Honour
- 8:45 pm** **Main Course**
- 9:15 pm Presentation of Award for Excellence
- 9:30 pm Presentation of Young Grower Award
- 9:50 pm** **Dessert**
- 11:00 pm Close