



BOWEN GUMLU
GROWERS ASSOCIATION INC.

Capability Statement

Collectively we grow



CEO's Foreword

The North Queensland growing region is up there with the best in the world. Our growers are the stewards of these fertile lands, masters of their craft that create the highest quality fresh produce grown in our glorious Queensland sunshine. Great things are happening here.

North Queensland's fresh produce industry is a significant contributor to the national economy, injecting over \$1 billion in revenue for the 2021-22 financial year. With approximately 100 farming businesses managing over 25,000 hectares of land under Horticultural production, growing fresh produce is one of the dominant land uses in the region. The industry is well-positioned to expand its growth in a wide range of high-quality fruits, vegetables, and other horticultural products, and is supported by the region's unique environment, skilled workforce, interconnected transport infrastructure, and close proximity to Asia-Pacific export markets.

Further opportunities exist and are being explored to grow and diversify, servicing expanded export markets through value added and manufactured foods to access new consumers. This document highlights the capability within North Queensland's horticulture sector and showcases the region's desire to create products enjoyed both domestically and internationally. The region's ongoing growth in horticulture presents a significant opportunity for investment, with the potential for continued revenue growth and job creation.

We pursue these goals because we love our produce and what we do and want to share what we love with the world.



Who we are

Bowen Gumlu Growers Association (BGGA) is a regional industry body that represents the interests of growers, producers and associated agribusinesses in North Queensland.

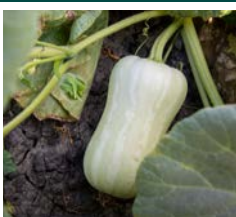
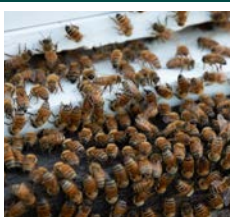
The association's key activities include member services, advocacy, promotion, industry and workforce development and the delivery of projects focused on improving on-farm practices, commercial outcomes for farming businesses and the prosperity of our regional community.

Our Vision

A strong and cohesive horticultural industry in North Queensland that enhances the communities in which we live.

Our Mission

To support and be a voice for growers and to lead a sustainable future for the horticultural industry in North Queensland.





NORTH QUEENSLAND

This is North Queensland . . .

Our region is unique and enjoys its position nestled next to the environmental wonder of the great barrier reef. With year-round sunshine, fertile soils and an abundance of the freshest water reserves, it's easy to see why we're the heart of Australia's fresh produce industry.

North Queensland produces some of the finest, best tasting and highest quality fresh fruit and vegetables in the world. The region's Horticultural industry feeds the nation and supplies fresh produce to more than a dozen countries, including New Zealand, Singapore, Japan, South Korea, China, Saudi Arabia, the Pacific islands and many more. In 2021/22, our growers exported more than 50,000 tonnes of produce to dinner tables around the world.

Our growing region covers over 25,000 hectares with ideal farming and climate conditions ensuring a wide range of produce is available for domestic markets and international export throughout most of the year. The region's growing seasons for fruit and vegetables are May to December and our famous mangoes from October to January.

World's best standards in food safety management, quality assurance and an environmental stewardship have contributed to the industry's success and growth over the past hundred years. Through ongoing research and industry development as well as collaborative investment in innovation by our businesses and governments, we expect to grow great produce well into the future, responding and adapting to new markets and future consumers.

Great things are happening up here....



Agriculture is the third largest industry by output and second largest employer in North Queensland. Horticulture is a major subsector with farm gate production worth approximately \$650m per annum.



Bowen-Gumlu is the largest winter vegetable producing region in Queensland. Key commodities produced include tomato, capsicum, mangoes, cucurbits, beans and sweet corn.



Our growers employ approximately 1,500 workers throughout the year with an additional 2,000 during the harvest season.



99% of product leaves the region predominantly for southern markets and 10-15% for foreign export.





Showcasing our region...

Producer capability



Koorelah Farms

Overview

Koorelah Farms has been operating since the 1960s. Born Farms have been operating the farm since 2010. Koorelah Farms currently grows outdoor production of gourmet tomatoes and supply from June through to October.

Capability

The farm employs up to 130 staff including contracted staff. The average quantity of product sold per year is 8,000 tonnes. Koorelah Farms sell to a variety of customers, including export to New Zealand and value-added processing to become semi-dried tomatoes.

Accreditations

Koorelah Farms maintains accreditations including Freshcare, Freshcare Environmental, HARPS, Fair Farms and Hort 360 Reef Certification.

Value Proposition

As a long standing grower business Koorelah Farms success is born on strong, mutually beneficial relationships with their partners.



Euri Gold Farms

Overview

Euri Gold Farms started as a family farm in 1976. Euri Gold Farms started planting R2E2 mangoes in 1985 and currently grows R2E2 and Honey Gold mangoes. Currently mangoes are sold through agents, markets and exported to New Zealand, Canada and USA

Capability

The farm has 37,000 trees producing approximately 1,120 tonnes of saleable mangoes are per year. The Euri Gold team consists of 6 permanent staff and 2 casual staff who are employed all year on the farm, increasing to 60 people during the harvest season.

Accreditations

Euri Gold maintains accreditations including ICAP, Freshcare, HARPS, HACCP, Fair Farms, Hort 360 Reef Certification and Export.

Value Proposition

Euri Gold Farms make no compromises in aiming to produce the best quality and tasting Mangoes.





Land Family Farms



Overview

Land Family Farms has been operating for 41 years and have grown a variety of vegetables and fruits including gherkins, cucumbers, pumpkins and mangoes.

Capability

The farm employs 20 staff in addition to 4 family members who run the operation. Significant resources are allocated to both fresh and value-added production with gherkins grown and distributed for pickling, and cucumbers grown and distributed for fast food processing. Produce including mangoes are exported to a number of markets.

Accreditations

Land Family Farms maintains accreditations including Freshcare and Freshcare Environmental.

Value Proposition

Land Family Farms is agile in working with customers and is able to grow a wide variety of fruit and vegetable cucurbit crops, for fresh consumption and processing.



Lower Don Organics



Overview

Lower Don Organics started when an abandoned mango orchid was purchased by Jessica and Luke Volker in 2017. The orchid was brought back into production as an Australian organic farm. Jessica is also a trained Agronomist, holding a Bachelor of Applied Science.

Capability

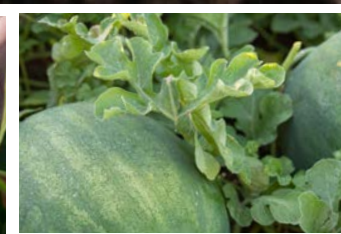
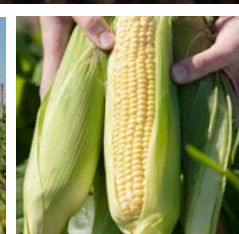
A small but dedicated team sells approximately 20 tonnes of organic Kensington Pride and R2E2 mangoes a year. Over the past twelve months a number of other organic crops have entered production including eggplant, tomatoes, squash and passionfruit. 50 tonnes of product is currently sold through wholesale agent channels.

Accreditations

Lower Don Organics holds accreditation in Certified Organics, Freshcare and Freshcare Environmental.

Value Proposition

Fresh organic produce grown naturally and with pride.





Mahogany Way



Overview

Mahogany Way was established in the year 2000. Both proprietors Treacy and Jamie come from farming families. This large farm of over 1,200 hectares grows Kensington Pride and R2E2 Mangoes, cherry tomatoes, grape tomatoes and quantities of watermelons, pumpkins and rockmelons.

Capability

The farm produces approximately 200,000 trays of mangoes, 130,000 cartons of cherry and grape tomatoes, and between 800,000 to 900,000 cartons of Roma and Gourmet Tomatoes per year. Mahogany Way employs up to 35 people directly and 300 contract workers during peak season. The produce grown is mostly sold to agents with some tomatoes used in value added and manufacturing processes.

Accreditations

Accreditations held include Harps, Fair Farms and Freshcare.

Value Proposition

A variety of crops grown is able to meet a variety of customer needs and is produced on one of the region's premier and historical landholdings, Donmore aggregation.



Marto's Mangoes



Overview

Marto's Mangoes is a second generation family operated farm, established in 1990, and now operated by owners Ben and Ash-Lei Martin.

Capability

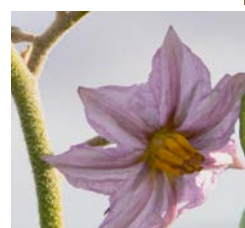
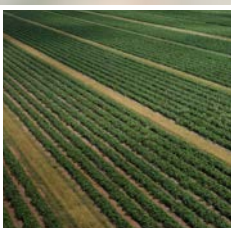
The farm employs up to 70 people during harvest time. They grow R2E2 variety mangoes. The quantity of mangoes sold yearly is approximately 120,000 trays and this increases each year. Mangoes are supplied directly to three major retailers and are also exported to Italy, Dubai, Lebanon, Hong Kong, Malaysia and New Zealand.

Accreditations

Certifications held include Harps, HACCP, Freshcare and Fair Farms.

Value Proposition

Marto's Mangoes utilises automation, ag technology, watering systems and a state-of-the-art packing machine to provide a leading fresh produce solution.





Phantom Produce



Overview

Carl Walker's farm Phantom Produce is a first-generation farm that has been operating for 29 years. This farm started as a 10-acre farm and is now approximately 100 acres in size.

Capability

Phantom Produce employs 3 full-time and 15 casual employees. They produce capsicums, cucumbers and cherry tomatoes to be sold through Brisbane Markets or exported to New Zealand and the Pacific Islands. Total output per annum is up to 1,000 tonne of mixed vegetables.

Accreditations

Accreditations include Freshcare and Export.

Value Proposition

Phantom prides itself on growing a high-quality product in select crops that its customer come to know and love.



Pirrone Brothers



Overview

Pirrone Brothers started in 1947 by Rosario Pirrone and his brother Sam, who through many tough years, grew sugar cane in the Burdekin region in North Queensland. In taking over the business in 2012 Rosario's son's and brothers Ross, Josh & Chris took over the farm building on the initial work and results and decided to pursue a life in vegetable growing.

Capability

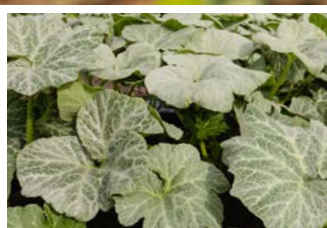
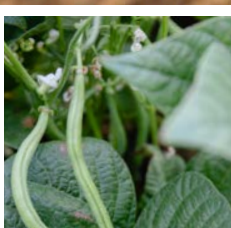
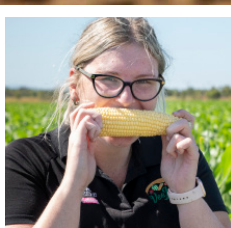
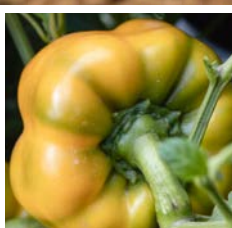
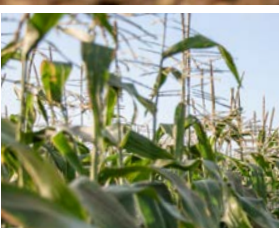
Pirrone Brothers grow over 3,000 tonne per annum across multiple vegetable lines such as zucchini, eggplant, capsicum and cucumber and employ 120 staff through the season. Having invested in an onsite protected cropping facility, the Pirrone Brothers combine expertise in field grown and protected vegetables and are able to produce into an extended season and to a high quality.

Accreditations

Accreditations include Freshcare, Fair Farms, Harps and Export.

Value Proposition

The brothers pride themselves on delivering you top quality vegetables with a great deal of passion and effort with select crops able to be grown year-round.





Managing export biosecurity

Quarantine and post-harvest pest management are crucial for Australian produce exporters to ensure that their products meet import requirements and are free from pests.

Our procedures involve strict measures that can include inspections of produce, packaging, and storage facilities to ensure that they meet import requirements. This includes pre-shipment inspections and accessing management controls as required including fumigation and x-ray of the products before exporting.

Proper storage and transportation of the produce is also crucial to prevent issues in export and our producers work closely with supply chain partners to ensure quality between the farm and end destination. This can include the use of controlled atmosphere storage, modified packaging, and other innovations to maintain export biosecurity.



Quality assurance

North Queensland growers' quality assurance systems cover end-to-end produce supply chain, from production through to distribution services.

To ensure the region's produce meets customer and market requirements, growers have completed the necessary certification and are compliant with all aspects of processing and supply chain quality assurance systems.

Quality assurance systems are also mandatory in export distribution centres. Refrigerated trucks transport produce to ports where they efficiently manage the storage and delivery of produce.

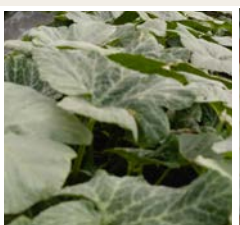
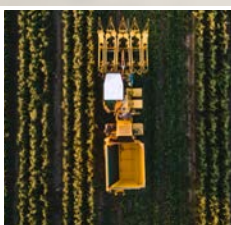
Freshcare Food Safety and Quality
HACCP
DAFF Export certification
Global GAP
ICAP
HARPS
Fair Farms and Sedex
Freshcare Environmental and Hort 360
Chemical Accreditation



Infrastructure and supply chain

Growers in the region, with the support of industry, are recognising and utilising improved and innovative supply chain practices from the farm to supermarket shelves in order to deliver high quality fruit and vegetables to Australia and the world.

Road – Refrigerated trucks transport North Queensland's fresh produce to distribution centres and freight forwarders in Queensland and throughout Australia. The transport companies that North Queensland growers employ provide a reliable and quality service that ensures produce is delivered quickly and with care.



Meet some of our Partners . . .



Steritech

Phytosanitary irradiation use in Australia has grown significantly over the past year with over 35 Australian grown crops using it to reach domestic and export markets. Steritech is the most prominent and trusted contract sterilisation and decontamination processor in the Asia-Pacific region, and one of the largest worldwide. Our growers access this leading technology to ensure our exports are pest-free.



Port of Townsville

The Port of Townsville is Northern Australia's largest container and automotive port. Located in the heart of Northern Australia's largest city, the Port handles more than 30 diverse commodities and is a strategic defence and cruise port. Continued engagement with the agricultural sector remains a vital component of the Port's trade diversification and containerised cargo development strategy with containerised grain and horticultural exports expected to contribute to growth over the next five to 10 years.



Bootoolo Transport

We specialise in time-sensitive delivery – moving cartons, pallets, fresh produce and special projects including full loads to rural and regional areas. We work in partnership with Followmont, the State's largest family-owned transport company and the preferred Queensland carrier for multi-nationals and local businesses alike. What we do matters. With 99% delivered in-full, on-time, we travel more than 100,000km and move 3,000 tonnes per day.

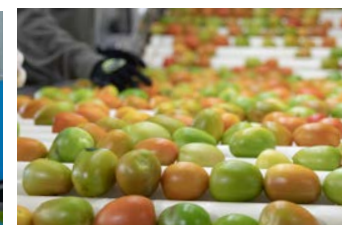
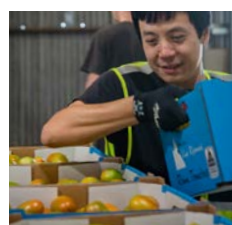
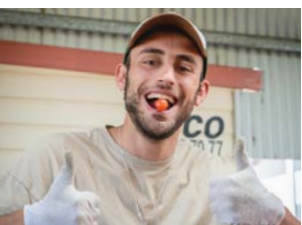
Port – Close to a number of seaports with multiple shipping lines and freight forwarders, North Queensland growers have access to a growing number of options for sea transport of shipping containers to ports in Asia and around the world.



NQ Aerovation

NQ Aerovation support the local agricultural industry through the integration of innovative drone technology.

By collaborating with growers, advisors, and agribusiness, NQ Aerovation contributes to the implementation of drone systems for effective land and vegetation management. The integration of drone technology aids in protecting crops from diseases and pests through the application of beneficial insects and crop spraying, ultimately leading to consistent high-quality produce and enhanced profitability for the agricultural community. NQ Aerovation is committed to advancing agriculture with a sustainable approach to farming practices.



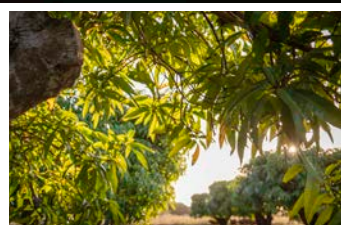
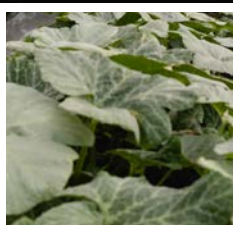
Agtech

With ever increasing input costs, BGGGA and North Queensland growers are continuously looking to implement new and innovative ways to save money and increase efficiency through the use of precision agriculture.

Drones, which are widely used on farms in the region, have evolved and play a crucial role in increasing productivity and sustainability. Drone technology is faster and more efficient than manual hand application and is being used to apply biological control agents to improve biosecurity through limiting the impact of pests on crops.

The use of variable rate technology and sensors supports more efficient use of inputs such as fertilizer and water, improving sustainability and growing a better crop. Advanced processing technology and traceability systems provide assurance to fruit and vegetable quality ensuring the consistency and consumer certainty in our products.

Growers in the region have also been exploring opportunities to trial and employ advanced agtech on their farms with many growers using automated robotic technology on their properties and packing sheds.





Value added product

Maximising market opportunities for all produce grown in North Queensland is increasingly important. Of note, each year around 70,000 tonnes of surplus produce is going to waste in the North Queensland growing region because of a range of factors including damages to produce, saturated domestic markets, strict quality standards and consumer behaviour.

BGGA is working with industry to innovate and add value to fresh produce through:

Enhancing branding, packaging and marketing to target a wider range of consumer needs domestically and internationally.

Developing processed and manufactured food products including health drinks, snacks, preserved products, nutraceuticals and additives to suit a range of commercial and consumer applications.



Reducing environmental impact

Located adjacent to the pristine environment of the Great Barrier Reef, North Queensland growers understand the importance and benefits of protecting and preserving the region's environment and water ways with most utilising or in the process of transitioning to sustainable farming practices. Many growers use bio-friendly production to reduce carbon emissions and optimise horticultural production and soil health.

Through implementing increased sustainable practice, we can ensure product from our region is and continues to be of the highest quality and flavour.



Collectively we grow





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GROWERS ASSOCIATION INC.

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Connect with us

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