



## AGENDA

# Bowen/Burdekin Roadshow

Monday 2nd September 2024 – 9.00am

Location: Pucciarmati's Mangoes

Address: [36 Juanita Drive, Mount Kelly \(near Home Hill / Ayr\)](#)

9.00am – 9.30am	Morning Tea and Welcome with Ben Martin	
9.30am – 9.50am	<ul style="list-style-type: none"><li>▪ Advocacy</li><li>▪ Crop protection</li><li>▪ Market access – domestic</li><li>▪ Export performance</li><li>▪ Biosecurity</li><li>▪ Mango twig tip dieback (NT)</li></ul>	Trevor Dunmall <i>CEO</i> <b>Australian Mangoes</b>
9.50am – 10.05am	<ul style="list-style-type: none"><li>▪ Digital resources, crop forecast, NIR testing</li><li>▪ Industry Assistance project</li></ul>	Adelaide Belyea <i>Industry Development Officer</i> <b>Australian Mangoes</b>
10.05am – 10.25am	2024-25 Mango Marketing Strategy	Elyse Allum <i>Brand Manager</i> <b>Hort Innovation</b>
10.25am – 10.40am	Mangoes to the USA	Brad Bowen <b>Bowen Mangoes</b>
10.40am – 11.00am	Physiological drivers for mango tree productivity	Dr Gerhard Rossouw <b>QDAF</b>
11.00am – 11.15am	Using different modes of action to build the best insecticide spray program	Shaun Hood <i>Technical Services Lead</i> <b>Syngenta</b>
11.15am – 11.25am	Sponsor Introductions	<b>Padman Stops</b>
11.25am – 11.50am	Optional field walk with Kristian Pucciarmati	Kristian Pucciarmati Pucciarmati Mangoes
11.50am – 1.00pm	Social Networking – lunch & refreshments	Please support our sponsors: <b>Syngenta</b> <b>Padman Stops</b>

Event Sponsors:



Project Partners:



[Click here to register](#)

## Tricks of the trade - Negotiation Tactics Masterclass

What *they* don't want you to know!

This free, two-day Masterclass will support you and your staff with the knowledge needed to level the playing field – whether that playing field is with an agent, a retailer, energy, fertiliser, or any other provider of goods or services.

Work through practical scenarios that will help shift the balance back to your business. We guarantee you will find something in this course that allows you to save a dollar or earn a dollar.

- 1. Understanding agents, retailers, and suppliers** – How do they think? What shapes their behaviour and why? What are their KPI's and how do you best engage to strengthen your position?
- 2. Negotiating better deals** – Improve your skills in getting the best possible deal when you are negotiating. How do you shift the power balance in your favour?
- 3. Using the tools available** - Leveraging the Grocery Code and Hort Code to create commercial advantage in negotiations.

**Monday, 2 - Tuesday, 3 September | Ayr**

*Free, lunch and refreshments included.*

*Spaces are limited. Bookings are essential*

