

## chairman's report



We can be proud of what the Australian Onion Industry has achieved. For what other voluntary Australian Vegetable Industry can claim to have achieved as much as the AOIA. Many may try to convince themselves they have, but few will come near.

What other vegetable industry of reasonable size exports about 25% of its crop, has held a highly successful International Conference ( Alliums Australia 1997), has led the Horticultural Industry by introducing and maintaining a National

Residues Levy, was one of the first to have its own Annual publications ( now Onions Australia 15th edition), maintains a paid executive and most of all, has the level of support across the industry, that the AOIA has?

### **None!**

Looking back, it has been a difficult road for our industry. But perseverance, a positive attitude, professionalism, team work and some outstanding individual contributions have seen dividend.

The future for our industry should be looked at positively, even though a number of hurdles will need to be crossed in the future. Our challenge is to continue to move with Industry and market developments, to keep informed on what is happening in our industry and to remain flexible. Wasn't it Darwin who said something like, ' It is not the biggest and strongest that survive, it is those that are most flexible and adaptable'. It is certainly true in our industry.

Overall 1997/98 was a good year. Those that have attempted to meet market requirements generally had a pleasing season. Those who are about a decade behind in their growing, packing and marketing hurt themselves and our industry, especially in the market place.

1998 was the year that exporters needed after two dismal seasons. But domestically the true market price never reached the highs' expected, although a false market high of \$1250/ MT sales were realised for a few days before nose diving. There were simply more marketable onions available than first expected and damage occurred as a result of the false market price which took some time before the market could recover.

During the past two years, I have had the pleasure of working with our very committed Executive officer, Judi Prosser, a great Executive Committee and a loyal and very committed band of volunteers. The highlight of course was 'Alliums Australia 1997'. Our thanks and congratulations in what you achieved.

I would like to send a bouquet of best wishes to all in the industry; may you continue to prosper and enjoy the industry we so dearly love.

Giuliano ( John ) Salvestrin  
Chairman.