

15 June 2012.

Mr Bill Magee

General Manager

Plant Biosecurity (Grains & Forestry)

Department of Agriculture, Fisheries and Forestry

GPO Box 858

CANBERRA ACT 2601

AUSTRALIA

Bula vinaka Bill,

I trust that you are well. I am very happy to know that my letter is coming to you; someone who has been to Fiji and understands what life is like here and I hope that Biosecurity Australia will keep up the talks and sharing of experiences with Biosecurity Fiji so that we too, can continue to grow.

My company, Waisali Farm Produce has been farming and exporting fresh ginger as far back as the 1970s. Graham Thorpe had been there much earlier. During those times, Fiji had been exporting ginger as far away to England, Holland, Hong Kong, Japan, Canada, USA, Hawaii and close by New Zealand but NEVER our close neighbor and big brother Australia for reasons we did not understand but reluctantly accept. But now this incredible team PHAMA with their combine knowledge and expertise born from years of actually working in the field has finally brought hope to the Fijian Government and farmers.

In the economy of scale the ginger industry to the Aussie economy is insignificant but to Fiji it is HUGE. It brings much needed income to a significant portion of the Fijian rural farmers who cannot rely on Sugar and Copra for income. The Australian market, once accessed will greatly

improve the quality of life the rural population most of whom are subsistence farmers and village dwellers.

Furthermore, Aussie ginger farmers and stakeholders should not see their Fijian counterpart as competitors but potential partners. With your advanced technology, know-how and of course Capital combined with our Fijian pristine environment and low labor costs, we can form profitable partnerships that can compete in the global market with premium price and QUALITY.

As farmers and exporters, we believe the access of fresh ginger into the Australian market will no doubt pave the way for other agricultural products into Australia.

We eagerly await with prayerful hope for a positive outcome of the IRA.

Yours faithfully



Sam Foy Chung

Vice-Chair

PHAMA Fiji Market Access Working Group