

# Your Levy At Work



**Greenlife**  
INDUSTRY AUSTRALIA

*Your levy has funded this success story*

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## Infrastructure upgrade delivers 92% reduction in labour, empowering Engall's to focus on growth

### At a glance

#### Who this is for

Growers juggling labour, spraying workloads and disease risk in large-scale production.

#### Why it matters

Engall's story shows how improving one core system freed up time, reduced risk and supported business growth, with practical support from the levy-funded programs.

A decade ago, Engall's were hand-spraying their nursery—a full day's work for two employees. Today, despite being four times larger, the same task takes one person five hours. This has freed up more than 10 hours the team can now put toward improving production systems and planning for growth.

For more than 80 years, Engall's nursery, based in New South Wales, has specialised in large-scale production of citrus and roses, growing more than 89,000 plants annually. As any professional, or amateur, horticulturalist would tell you, these species are notoriously susceptible to pest and disease, requiring frequent spraying and chemical treatments to maintain plant health.

Back in 2015, fortnightly spraying of their production nursery was a major challenge. Manual application consumed significant labour and posed risks of chemical exposure and inhalation and simply, nobody wanted that job.

Owner and General Manager, Mark Engall, knew there had to be a more efficient, effective, and timely solution. That solution came in the form of a compact enclosed-cabin tractor fitted with a turbomiser sprayer.

"The contrast between our methods then and now compared to the scale, scope and success of the operations is like day and night," he said, "We now sit in a tractor with the radio going and spraying is a breeze."



“Using a turbomiser sprayer has enabled us to use softer chemicals as the application is so easy. We have decreased disease and pest outbreak across the nursery. This has supported us in scaling up production.”

A turbomiser sprayer delivers chemicals evenly and consistently across larger areas — something that is difficult to achieve by hand.

Today, Engall's sprays 13 acres of rose and citrus crops weekly in five hours, delivering:

- reduced use of hard chemicals, minimising risks to team members through the improved application method's coverage and consistency
- less pest and disease outbreak, requiring fewer reactive spray events during the season
- use of eco-friendly chemicals, reducing operational footprint and promoting more green business practices
- reduced cross-contamination and drift from spray, reducing the amount of chemical required and associated risk with contamination
- improved plant health outcomes, with less pests and chemical intervention
- 92% reduction in labour required for spraying—freeing up employees for more interesting and complex work!



#### Breaking new ground

Since adopting the chemical spray system, Engall's has reinvested their time saving into projects and training that support the continued development of their business. During the last financial year (FY24) the nursery broke its sales record:

- 89,000+ plants sold, ranging from 200mm pot to 1000 litre
- 43,000+ citrus
- 34,000+ roses
- 12,000+ mixed fruit and olive trees
- one fifth of sales going to wholesale nurseries and landscapers
- around 60% of production entering mainstream retail nationwide.

With support from their GrowConnex officer, Colin, Mark and the team continue to strengthen their business practices.

“We invested in a data dashboard in the last year, and it has been a gamechanger,” Mark said.

“The dashboard gives us greater visibility over production, distribution and sales, enabling smarter decisions and smarter benchmarking.”

Mark and his team have always been on the front foot of nursery innovation and anticipate their new dashboard's impact could return benefits to the nursery comparable to that of the turbomiser sprayer.

Sharing the impact to date and future focus of data-informed business management, Mark joins GIA on the latest levy-funded podcast 'How levy-funded data supports you'. Stay tuned to hear more.

Ready to advance your nursery operations today?

Access your levy's Nursery Papers and resources [here](#), or get in contact with your GrowConnex Officer:

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