

Response ID ANON-FTNX-YRY9-W

Submitted to Supermarkets inquiry issues paper
Submitted on 2024-03-17 09:46:49

Introduction

What is your name?

Name:

[REDACTED]

What is your email address?

Email:

[REDACTED]

What is the name of your organisation?

Organisation:

Are you responding to this survey as:

Supplier

If other, please specify: :

What is the size of your organisation?

Small business – less than \$10 million annual turnover

Do you wish to publish your submission anonymously?

Yes - please suppress my name and organisation name

Guided submission - Tell us about yourself

Your response:

Please provide some background information about yourself:

I am a macadamia, just [REDACTED]. I have an orchard of [REDACTED]

Is there any confidential information you would like to provide in support of your response?

Please provide any confidential background information if applicable here:

Why is this information confidential?

Please provide reason for background confidential reason:

Guided submission - Market structure and impact on level of competition

Your response:

Please provide response to question on market structure and impact on level of competition:

Is there any confidential information you would like to provide in support of your response?

Please provide confidential response on market structure if applicable:

Why is this information confidential?

Please provide reason for confidential response to market structure question:

Guided submission - Price and non-price competition

Your response:

Please provide response to price and non-price competition question :

Is there any confidential information you would like to provide in support of your response?

Please provide confidential response to price and non-price question if applicable:

Why is this information confidential?

Please provide reason to confidential response of price and non-price competition question:

Guided submission - Pricing and margins

Your response:

Please provide response to pricing and margin question:

Is there any confidential information you would like to provide in support of your response?

Please provide confidential response to pricing and margin question if applicable:

Why is this information confidential?

Please provide reason for confidential response to pricing and margin question if applicable:

Guided submission - Grocery supply chains

Your response:

Please provide response to grocery supply chain structure question:

The macadamia industry is unique in the Food and Grocery area in that there is no wholesale market for growers to sell into. The Industry is set up with processors, who take delivery of nut produce from growers, process it by cracking and drying nut kernel and then on selling the kernel to buyers such as supermarkets.

The scenario I am describing here relates specifically to an Australian Macadamia processing company called Marquis Macadamias. Not all growers supply or hold shares in Marquis Macadamias, however it is the biggest processor, internationally, so the majority of Australian Macadamia Growers send their produce to Marquis Macadamias.

The price for macadamias nuts is set by the processor at the beginning of the season (usually about March) and can then be varied at the end of the season, up or down depending on how sales progress through the season. Sometimes an upward adjustment of \$0.30 - \$0.40 is made, however in 2022 repayments to growers was suspended mid season and no more payments were made with disastrous consequences to growers.

Another feature unique to the Macadamia industry is that growers usually hold shares in processor and sign a contract on the purchase of shares to consign all their produce to the processor in which they hold shares for, as long as they hold them. Growers who hold shares in a processor cannot shop around for a better price, to do so would be in breach on their grower/processor contract.

The last point made above tends to be a restrictive trade practice in that growers do not have the option of seeking a better price for their produce.

Is there any confidential information you would like to provide in support of your response?

Please provide confidential response to grocery supply chain structure question if applicable:

[Redacted]

Why is this information confidential?

[Redacted]

Guided submission - Competition in grocery supply chains

Your response:

Please provide response to competition in grocery supply chain question:

Is there any confidential information you would like to provide in support of your response?

Please provide confidential response to competition in grocery supply chain question if applicable:

Why is this information confidential?

Please provide reason for confidential response for competition in grocery supply chain questions:

Guided submission - Information on contracting practices

Your response:

Please provide response to information on contracting practices:

Is there any confidential information you would like to provide in support of your response?

Please provide confidential response to information on contracting practices question if applicable:

Why is this information confidential?

Please provide reason for confidential response to information on contracting practices question:

Guided submission - Information on other trading arrangements

Your response:

Please provide response to question on information on other trading arrangements:

Is there any confidential information you would like to provide in support of your response?

Please provide confidential response on other trading arrangements if applicable :

Why is this information confidential?

Please provide reason for confidential response on other trading arrangements question:

Guided submission - Other factors impeding or supporting efficient supply or pricing

Your response:

Please provide response to other factors impeding or supporting efficient supply or pricing question:

Is there any confidential information you would like to provide in support of your response?

Please provide confidential response to other factors impeding or supporting efficient supply or pricing question if applicable:

Why is this information confidential?

Please provide reason for confidential response to other factors impeding or supporting efficient supply or pricing question:

Written submission - Upload page

Please upload your public written submission in either PDF or Word Doc format.

Upload documents for your public written submission:

No file uploaded

Please upload a confidential version of your written submission, should you wish to do so.

Confidential written submission upload:

No file uploaded