



FMA
FRESH MARKETS
AUSTRALIA

Central Wholesale Markets and the Australian economy

Without properly functioning Central Wholesale Markets, Australia's fresh fruit and vegetable supply chain would collapse.

FMA wholesalers on-sell from 90% of Australia's growers

\$7 billion annual turnover

17,500 people employed on-site

Supporting F&V retailers and food service businesses

AUSTRALIA'S FRESH PRODUCE HUBS

Members of Fresh Markets Australia (FMA) operate six Central Wholesale Markets – Brisbane, Newcastle, Sydney, Melbourne, Adelaide and Perth.

Each year, through these Central Markets, more than 400 FMA member wholesalers on-sell fresh produce from more than 90% of Australia's commercial fruit and vegetable growing establishments.

That's over 15,000 of Australia's estimated 17,000 fruit and vegetable growers.

In fact, more than 50% of all fresh produce consumed in Australia is handled by a market wholesaler.

FMA LOCATIONS



A TOUGH BUSINESS

While fruit and vegetable wholesaling is a significant contributor to the Australian economy, it is a tough business.

The Regulatory Impact Statement commissioned by the Federal Government prior to the Horticulture Code of Conduct's introduction reported ABS data that the profit margins of the fruit and vegetable wholesale sector at large (4%) were lower than the average prevailing in the economy at large (6.5%).

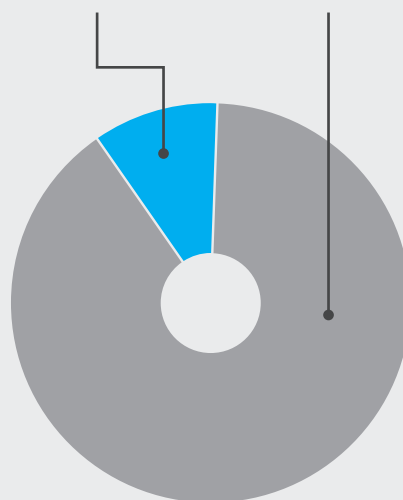
It also reported that wholesalers' profit margins were lower on average than that obtained by the retail sector (4.5%).

Despite these sobering statistics, the Mandatory Horticulture Code of Conduct was introduced and has added layers of bureaucracy to wholesalers' operations and increased the costs of running their businesses.

AUSTRALIAN F&V GROWERS

NOT SELL VIA CENTRAL MARKETS **10%**

SELL VIA CENTRAL MARKETS **90%**

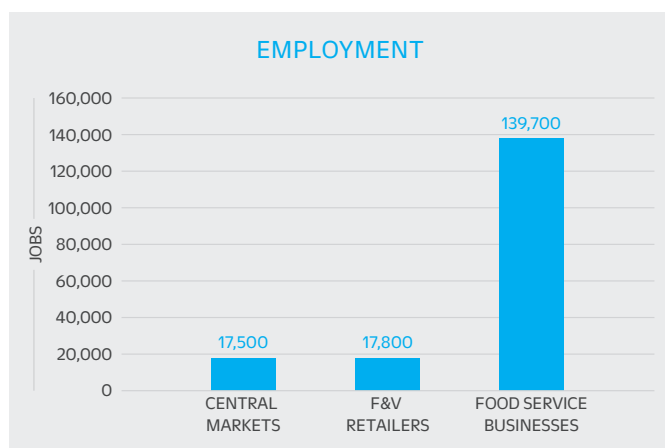




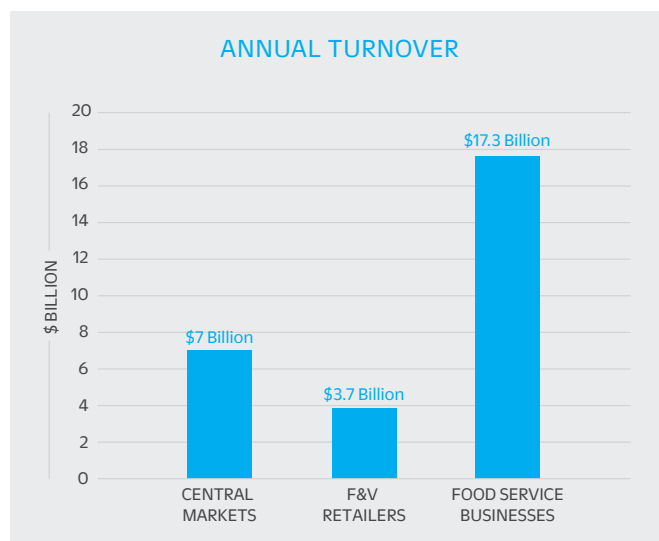
MULTI-BILLION DOLLAR INDUSTRY

The economic contribution of the Central Markets – directly and indirectly – is enormous.

The Central Markets and the food-related industries they support turnover a staggering \$28 billion every year and provide employment for about 175,000 people.



On their own, the six Central Markets turnover \$7 billion a year (at wholesale prices). They are also significant employment hubs with more than 17,500 people employed directly or working on-site to buy fresh produce every day.



And across Australia, more than 2,700 independent fruit and vegetable retailers and 18,700 food service businesses (IBISWorld 2015) directly or indirectly rely on Central Markets for their fresh fruit and vegetables.

These sectors employ 17,800 and 139,700 staff respectively, with a turnover of \$3.7 billion and \$17.3 billion annually.

These figures do not include the economic and employment benefits of product supplied by Central Market wholesalers to retail chains, food processors and exporters.

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The Australian Chamber of Fruit & Vegetable Industries Limited t/a



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