



Fruit Growers
Tasmania

Presentation

2022

Homework for you to do.....

What I would ask you to do is the following:

- Check how many rejections have you had over the past 12 months, no matter how big or small?
- What is the average cost per pallet that you supply?
- What was the cost impact to your business?
- What have you done if anything differently as a result of product issues?
- Have you seen an increase in your supply due to others having been rejected?
- Do you export and if so:
 - To where?
 - How? (air or sea or both)
 - Roughly what volumes?
 - Roughly what value per shipment?



Homework - answers



| Questions | Answers |
|---|---------|
| How many rejections have you had over the past 12 months, no matter how big or small? | |
| What is the average cost per pallet that you supply? | |
| What was the cost impact to your business? | |
| What have you done if anything differently as a result of product issues? | |
| Have you seen an increase in your supply due to others having been rejected? | |
| Do you export and if so: (please tick) | |
| - Air | |
| - Sea | |
| - Both | |
| Where do you export to? | |
| Indicative Volumes: (pallets) | |
| - Week | |
| - Month | |
| - Year | |
| Indicative Value per shipment | |

Christian Patterson

Head of Sales and Operations APAC at
Escavox

[M: +61433896753](tel:+61433896753)

[E: cpatterson@escavox.com](mailto:cpatterson@escavox.com)

www.escavox.com

