



PAVESE CITRUS PTY LTD

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CITRUS INDUSTRY INQUIRY
PRODUCTIVITY COMMISSION
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Attention: Citrus Industry Representatives

Pavese Citrus has been growing and packing citrus for a little over six (6) years. We are a family owned and operated business and strive to produce a product of the highest quality.

In our experience, we have found navel season to be sustainable. Valencia season is a different matter. A good navels season can bring adequate returns, but any profits are quickly dwindled away by the poor valencia season.

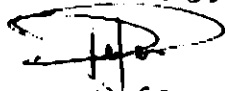
To get the fruit to the processors, it first needs to be picked. Processing plants are currently paying less for frozen concentrated juice, than the cost the farmer pays to have the fruit picked. I see no fairness in that. If we compare the citrus industry to the wine industry, we see that Australia only imports the difference between the overall demand for grapes and the industries ability to supply. Only when there is a shortfall is grapes imported. If we looked at the citrus industry the same way, demand would certainly be met and if not, only then would FCOJ and US citrus need to be imported.

Australia is seen to have the best quality citrus world wide, even though it only accounts for 1% of global production, let alone it's high juicing content. Improved growing methods have seen even more marketable fruit, but even the best crops still are 30% to 50% juice fruit. With valencias, at only \$60 to \$80 per tonne, it isn't hard to calculate the shortfall. The price paid by processors should be more in the range of \$160 to \$200 per tonne to make citrus production a sustainable industry.

As citrus growers we believe there needs to be a closer look taken at the impact of Government policies, especially regarding imports, is having on the citrus industry. The impact and effectiveness of research, financial, development and assistance programs needs also to be gauged. Maybe these should be targeting the citrus industry with more specialised programs for farmers and producers.

Our citrus farm and small packing shed are our livelihood and it's time to see people like ourselves get rewards for their persistence.

Thanking you

A handwritten signature in black ink, appearing to read 'Paul Pavese', with a large, stylized flourish above the name.

Paul Pavese

Pavese Citrus P/L