



Bean Growers Australia Limited trading as

Bean Growers Australia

A.B.N. 52 092 429 984 A.C.N. 092 429 984

ISSUED IN CONFIDENCE

By RCosgrove at 11:38:24 AM, 19/07/2013

Tuesday, 16 July 2013

IR: BGA_SLES_COR_PRODUCTIVITY COMMISSION (SUBMISSION) IMPORT OF PROCESSED TOMATO PRODUCTS 20130709

Import of Processed Tomato Products and Import of Processed Fruit Products
Productivity Commission
LB2 Collins Street East,
MELBOURNE
VIC 8003

Dear Mr Harris and Mr Barratt,

**IMPORT OF PROCESSED TOMATO PRODUCTS AND IMPORT OF PROCESSED FRUIT
PRODUCTS - PRODUCTIVITY COMMISSION**

Upon hearing of SPC Ardmona's sustained struggles in the market against imported processed fruit and imported tomato products, our organisation is compelled to state our reliance on SPC Ardmona's continuing existence. Not only are SPC Ardmona relied upon in the processed fruit and processed tomato product markets in Australia, but they are integral to the survival of the Navy Bean industry in Australia.

Bean Growers Australia and SPC Ardmona have a long standing, business relationship that has endured for many decades. This relationship provides employment to regional production areas and growth for the agricultural industry as a whole in Australia. Bean Growers Australia began business as a co-operative in 1964, with SPC Ardmona opening their Fruit products co-operative in 1921. Since both SPC Ardmona's and Bean Growers Australia's co-operative beginnings, both Companies have extensively diversified and tailored our operations, structures and processes to the Australian market. Over the past two decades the other market participants have chosen to abandon Australian production and Australian farmers in favour of offshore production. Having initially reduced Australian grown Navy Bean production by 60% they are now intent on destroying the remaining Australian produced Baked Bean brands with their pricing strategy.

Bean Growers Australia proudly supports Australian farmers and the further development of our industry, advancement opportunities for our highly valued growers and the protection of our investments in the local community. Our continued support and servicing of SPC Ardmona's requirements for Navy Beans has seen our organisations persist through difficult climatic periods. With access to skilled growers in a geographical area

that includes Queensland, New South Wales and Victoria, the Australian Navy Bean industry is capable of producing all of Australia's requirements for Baked Bean production.

Our relationship with SPC Ardmona is highly valued and integral to our ongoing success and support of the Navy Bean industry, Australian growers and employment. Without SPC Ardmona, there would be no Navy Bean Industry in Australia.

Sincerely,



Lloyd Neilsen
Managing Director
Bean Growers Australia Limited
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www.beangrowers.com.au

ATTACHMENT: 0

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CC: Mr. Peter Harris (Presiding Commissioner);

Mr. Paul Barratt (Associate Commissioner);

Mr. Peter Kelly (Managing Director, SPC Ardmona)