



drives for industry pty. ltd.

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Drives For Industry Pty Ltd (*dfi*) is a company based in Shepparton, servicing the food & allied industries throughout the Goulburn & Murray valleys. Founded in 1986, *dfi* is locally owned & operated employing 10 local people.

During the 27 years of operation, *dfi* has built a strong working relationship with SPC Ardmona, with the last 7 years as a contracted supplier of MRO supplies and has grown to become a major supplier to SPC Ardmona.

Currently SPC Ardmona sales equate to 29% of *dfi*'s total sales. Obviously, all of our customers are important to our future but none more so than SPC Ardmona. The impact of reduced production from SPC Ardmona's Shepparton, Mooroopna & Kyabram sites that *dfi* services will have a massive impact on the ability of *dfi* to sustain current levels of staff & continue to invest in Australian made equipment.

dfi's sales would be further weakened by the many local grower/orchardists that are also impacted by SPC Ardmona having to make the decision to reduce the intake of fruit & tomatoes. Local grower/orchardists combined, contribute to a further 3% of *dfi*'s total sales.

Competition is an important part of all business, but Australian processors should not be penalised by competing on an uneven playing field with cheap imports being 'dumped' on the local Australian market. Therefore, *dfi* strongly supports SPC Ardmona's application to the Productivity Commission to introduce a tariff to protect Australian produce from cheap foreign imports of processed fruit & tomatoes.

I look forward to being able to further support SPC Ardmona's application to the Productivity Commission in any way possible.

Sincerely

Glen Wilson
DIRECTOR