

## Supply and demand

## Industry comment

Industry members have their say on the drought; organics markets and supply challenges.



**Andrew Youngberry, owner Country Heritage Feeds, Toowoomba**

"Country Heritage Feeds is facing challenges in the coming season to fill orders for livestock feed rations and is urgently looking for more certified organic cereal and oil seed farmers to become CHF suppliers."

**Doug Haas, chairman of BFA and certified organic vegetable grower, Yeppoon**

"I have never seen so many novel weather patterns, from hail to frost, very peculiar with great challenges for growers in this region.

This has challenged the best of farmers to recover quickly and to manage very tightly. We have had both the worst as well as the best of financial quarters in the past year."



**Clive Wylie, certified organic poultry and grain farmer, Inglewood**

"We are aiming to be as self-sufficient as possible in our grain production under irrigation in the coming years because of the challenges posed by (the past years of) drought.

As we expand we will no doubt have to

rely also on other sources but in due course hope to purchase additional land to expand our cultivation. The current situation concerns us greatly."



**Pierce Cody, owner, Macro Wholefoods, certified organic retailer, Sydney**

"Consistent supply of quality product is the greatest risk to our business as we move forward.

We will be doing everything within our power to ensure that as we grow at the rate we are planning, that we have all the supply we can get our hands on of quality certified organic produce for our markets in a number of states. We recognise that we have to work collaboratively with the growers and the wholesalers. Again I state that quality is key."



**Matt Fensom, EcoFarms, certified organic wholesaler, Sydney**

"The past year has been one of the toughest in terms of consistent supply of certain product lines at the volumes the market is now demanding. Steady and planned ongoing growth of supply is essential for our industry to sustainably grow into the future." ■

## BUYING & SELLING ORGANIC PRODUCE

### WHOLESALE & EXPORTERS UNITED ORGANICS

BRISBANE MARKETS

CERTIFIED ORGANIC fresh fruit and vegetables from our FULLY TEMPERATURE CONTROLLED PREMISES



*For advice on what to grow and when to maximise returns,  
whether certified or "converting to organic"*

*For fair and prompt payment for quality produce*



Growers' Merchants  
Brisbane Markets 'E' Block  
PO Box 54 QLD 4106

[organics@unitedorganics.com.au](mailto:organics@unitedorganics.com.au)

TEL: (07) 3278 5997

FAX: (07) 3278 5998

Contact

Ross Cowling 0438 763 761

Jim Davis 0438 245 167

WV260 1107-1

VQF2000 and HACCP Certified, Block E, PO Box 54, Brisbane Markets, Rocklea

AS4 9529730853