

19 May 2008

The Secretary  
Senate Select Committee on Agriculture and Related Industries  
PO Box 6100 Parliament House Canberra ACT 2600

Dear Secretary,

**Re: Inquiry on Fertilizer Pricing/Supply Conditions in  
Australian/Global Markets**

Please accept the following brief submission in relation to the "Inquiry into pricing and supply arrangements in the Australian and global fertilizer market", established on 14 February 2008 by the Australian Senate.

We are a small manufacturer. We source some components for our product from China. We also source components for other Australian manufacturers from China.

We have been approached by Chinese fertilizer manufacturers to import fertilizer for the Australian market. We have suitable marketing connections and we are interested to diversify our operation into fertilizer importation. Our initial enquires, however, indicate that there are some severe barriers to entry for a fertilizer importation operation. The process of obtaining a fertilizer import licence appears arduous and problematic for a small new operation such as ours.

Clearly the very high price of fertilizer in Australia is intimately related to the limited competition in the industry. We respectfully request that the committee assess the situation regarding the issue of fertilizer import licences and other barriers to competition that exist regarding fertilizer importation.

Yours sincerely,



Norman A Moxey  
Proprietor