

## 3330 Principles of fresh produce wholesaling

**SQA Unit Code**

**H3KH 04**

**Level 3**

**SCQF Level 6**

**Credit value 6**

### Unit Summary

This unit is about the principles of fresh produce wholesaling in food and drink manufacture and/or supply operations. The wholesale market is integral to the supply of fresh produce and products derived from fresh produce and is essential knowledge for all those involved in buying and selling.

You will need to understand the principles of fresh produce wholesaling if you are involved in the buying or selling of fresh produce on the wholesale market. It includes understanding the supply chain linked to the buying and selling of both imported product and product grown in the UK.

This unit is for you if you work in fresh produce wholesaling in food and drink manufacture and/or supply operations, and need a broad understanding of fresh produce wholesaling to support your role.

In order to be assessed as competent you must demonstrate to your assessor that you can consistently perform to the requirements set out below. Your performance evidence must include at least one observation by your assessor.

Evidence of knowledge and understanding should be collected during observation of performance in the workplace. Where it cannot be collected by observing performance, other assessment methods should be used.

You need to know and understand:

1. which main fresh produce products grown in the UK
2. which main fresh produce products grown outside the UK
3. how the availability of fresh produce grown in the UK is affected by seasonality
4. how fresh produce originating from outside the UK is affected by seasonality
5. the main UK based companies supplying fresh produce to the wholesale markets
6. the main companies who buy fresh produce on the wholesale market
7. the types(or categories – you decide) of fresh produce affected by seasonality
8. what the additional factors affecting the availability of fresh produce are
9. the large wholesale markets operating in the UK and outside the UK
10. the storage and distribution facilities in the wholesale market
11. why it is important to organise storage and distribution when buying and selling fresh produce
12. how to source product specifications and transfer customer requirements to outcomes

13. the methods of transport of fresh produce and an awareness of the issue of food miles
14. the factors affecting the wholesale price of UK grown fresh produce
15. the factors affecting the wholesale price of fresh produce grown outside the UK
16. what the average current retail price of specific grades of UK grown fresh produce is
17. how the seasonal trends and requirements of wholesale market customers change during a calendar year
18. what the main factors are which affect the quality and shelf life of fresh produce
19. how the supply chain for fresh produce is organised and maintained to meet customer's needs
20. the key environmental factors to be controlled during the storage and distribution of fresh produce
21. why it is important to maintain an effective supply chain during the distribution of fresh produce
22. what the average shelf life of UK grown fresh produce products is
23. how the wholesale and distribution environment is organised to maintain product quality
24. the facilities required to support the storage and distribution of fresh produce
25. the financial systems that support the wholesaling of fresh produce.

Evidence of performance may employ examples of the following assessment:

- observation
- written and oral questioning;
- evidence from company systems (e.g. Food Safety Management System)
- reviewing the outcomes of work
- checking any records of documents completed
- checking accounts of work that the candidate or others have written