



Australian Government

SFISAD401 Buy seafood product

Release: 1

SFISAD401 Buy seafood product

Modification History

Release	Comments
Release 1	This version released with SFI Seafood Industry Training Package Version 1.0.

Application

This unit of competency describes the skills and knowledge to deal with seafood suppliers and buy product that meets food and trade regulations at a competitive price. It includes the ability to apply seafood product and market knowledge when communicating with suppliers, confirm product quality before buying and maintain records of communications and transactions.

This unit applies to individuals who identify and buy seafood product for customers from the most appropriate Australian suppliers, either through auction, direct purchase from fisher, cooperative or farm, or through an agent or wholesaler.

All work must be carried out to comply with workplace procedures, according to state/territory health and safety, food safety and environmental regulations, legislation and standards that apply to the workplace.

No licensing, legislative or certification requirements apply to this unit at the time of publication.

Pre-requisite Unit

Nil

Unit Sector

Seafood Industry Sales and Distribution (SAD)

Elements and Performance Criteria

Elements	Performance Criteria
<i>Elements describe the essential outcomes.</i>	<i>Performance criteria describe the performance needed to demonstrate achievement of the element.</i>
1. Communicate with suppliers	1.1 Establish, maintain and conduct effective business communication with suppliers in a professional, courteous manner 1.2 Apply current product and market knowledge in all

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	communications with suppliers
2. Buy product	2.1 Identify product type and volume to be purchased, and select the most appropriate supplier and negotiate price 2.2 Confirm product quality before purchase to ensure that it meets the standards and specifications of the workplace food safety and quality assurance requirements 2.3 Maintain product identification from point and time of purchase to ensure workplace procedures for product recall can be effected
3. Maintain records	3.1 Maintain records of all communications with supplier according to workplace requirements 3.2 Establish, store and file records of transactions and product inspections according to customer requirements

Foundation Skills

This section describes those language, literacy, numeracy and employment skills that are essential for performance in this unit of competency but are not explicit in the performance criteria.

Skill	Description
Numeracy	- Calculates gross margins, percentage mark-ups and discounts - Manipulates buying and selling margins to maintain profit margins
Reading	Interprets information on market research through industry magazines and internet
Writing	- Corresponds in writing - Completes complex forms and records of communication, transactions and inspections
Navigate the world of work	Works independently and collectively within broad parameters
Interact with others	Adapts communication style and content, including personal, social and cultural factors, to build rapport with suppliers and negotiate competitive prices and quality product
Get the work done	- Manages risks around the safe purchase of seafood product - Uses a computer for managing communications, records and

Skill	Description
	transactions

Unit Mapping Information

Code and title current version	Code and title previous version	Comments	Equivalence status
SFISAD401 Buy seafood product	SFIDIST401C Buy seafood product	Updated to meet Standards for Training Packages	Equivalent unit

Links

Companion Volumes, including Implementation Guides, are available at VETNet: -
<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=e31d8c6b-1608-4d77-9f71-9ee749456273>