

Australian Mānuka Supplier Due-Diligence Scorecard

Buyer-side working sheet for verifying supplier claims before commercial commitment. Use evidence and independent checks; do not rate by marketing presentation or document volume.

Rating rule: Green = current, relevant and consistent evidence. Amber = plausible but unresolved. Red = missing, expired, mismatched, outside scope or contradicted. A Red rating is a review status, not an allegation.

1. Legal counterparty	Legal entity, ABN, business name, contracting and payment entity	ABN Lookup; ASIC registers	G / A / R _____
2. Operating role	Who sources, stores, blends, packs, tests, releases and exports	Facility / responsibility map; supporting documents	G / A / R _____
3. Origin & Mānuka	Australian origin evidence; Mānuka / scheme claim where used	Record continuity; ACCC claim principles; AMHA scheme if claimed	G / A / R _____
4. Testing system	Batch-linked COA; laboratory; analytes; report identity	NATA organisation + relevant scope where accreditation is claimed	G / A / R _____
5. Food safety	Certificate holder, site, scope, number, validity	Applicable certification / accreditation register (e.g. JAS-ANZ)	G / A / R _____
6. Traceability	Redacted real example linking source / bulk / pack / COA / finished lot	Identifier continuity; unexplained transitions resolved	G / A / R _____
7. Commercial capability	Grade availability, recurring volume, lead time, run constraints, contingency	Written commercial response; sample / trial performance where relevant	G / A / R _____
8. Destination readiness	Exact product + establishment + evidence for intended market	Current Micor / destination authority / importer requirements	G / A / R _____

Decision record

Supplier / counterparty	_____
Product / target grade	_____
Destination market	_____
Review date	_____
Reviewer	_____
Critical unresolved items	_____ _____

How to use the scorecard

1. Start with claims, not documents.

Write down the claim you are relying on (for example, “batch tested”, “Australian origin”, “certified facility” or “export ready”). Then request the smallest evidence set capable of supporting that claim.

2. Match scope, site, batch and date.

A genuine document can still be irrelevant. Check that the certificate belongs to the site, the test belongs to the offered batch, the accreditation scope covers the relied-upon activity, and the verification is current enough for the purchasing decision.

3. Do not hide a critical Red item inside an average score.

Set your own critical gates. For many wholesale projects, legal counterparty, batch testing, traceability and destination readiness deserve critical treatment. Do not convert eight ratings into a percentage that can conceal a material unresolved issue.

4. Re-check before production and shipment.

Registrations, certificate validity, laboratory scope and importing-country requirements can change. Record the review date and re-check time-sensitive items when the transaction moves from supplier selection to production or shipment.

High-value red flags

- Quote, invoice, certificate or payment entities do not match and the relationship is unexplained.
- Supplier cannot state who physically packs or releases the product.
- MGO or testing claim is not linked to the offered lot.
- Accreditation is cited without checking the relevant scope.
- Certificate is expired, issued to another site or covers another activity.
- Traceability cannot be demonstrated with a real identifier chain.
- “Worldwide export ready” is asserted without destination-specific evidence.
- Important grade, pack, MOQ or lead-time assumptions appear only after deposit.

Primary verification sources

Australian Business Register / ABN Lookup: ABN Lookup and ABN status guidance.

ASIC: Business names and company/organisation register search.

NATA: Accredited organisation directory and scope of accreditation guidance.

JAS-ANZ: Certified organisations register and Food & Biological Systems schemes.

Australian Competition and Consumer Commission: False or misleading claims and country-of-origin representations.

Australian Mānuka Honey Association: Mark of Authenticity and quality standards.

DAFF Micor: Non-prescribed goods importing-country requirements, including honey/apiculture products.

SELVEH evidence status

SELVEH is developing its Australian Mānuka supply and private-label programme. This scorecard does not state that SELVEH has finalised a supplier, packer, MGO range, certification set, MOQ, laboratory programme or destination approval. Apply the same verification standard to SELVEH when first-party evidence is published.

Commercial due-diligence aid only; not legal advice. Verify current official requirements for the transaction and market.