Wholesale Market Readiness Checklist

A checklist for judging whether a farm is ready to sell to wholesale buyers such as stores and distributors. Covers volume, quality, paperwork and delivery.

Farm / unit: _____ Date: _____ By: _____

ITEM	OK	FIX	N/A
Reliable supply and volume	☐	☐	☐
Consistent quality and grading	☐	☐	☐
Packaging and labeling ready	☐	☐	☐
Food safety plan and audits as needed	☐	☐	☐
Liability insurance in place	☐	☐	☐
Pricing and payment terms set	☐	☐	☐
Delivery and cold storage plan	☐	☐	☐
Buyer contact and requirements known	☐	☐	☐
Record and traceability system	☐	☐	☐

NOTES / REPAIRS NEEDED

TIP Ask each buyer for their written requirements and start with one small account to test your systems.

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