



PROUDLY CELEBRATING
50 YEARS
 *** IN AUSTRALIA ***
 1968 - 2018

Fixed Price NIS Offer 2019



BUILDING A SUSTAINABLE MARKET FOR THE FUTURE

WHAT WE ARE OFFERING IN 2019

FIXED PRICE OFFER

\$1.00/kg CONTRACT PAYMENT on NIS committed. Payable upon signing the NIS Agreement, with future payments commencing once the value of delivered NIS aligns to Contract Payment value.

FULL PAYMENT MADE 21 DAYS from the end of the week of delivery. Payment in line with HCO results, Stahmann Farms Price Table and NIS tonnage delivered at 10% MC.

DEFERRED PAYMENT OPTION

Growers may elect to defer payment on Contract and instead receive 100% payment on delivery of each load.

Load Specific Deductions (DPI Levy, Consolidation Depot charges and skip bin fees), Rebate (Consolidation Contribution), Subsidy (Farm to Consolidation Depot) and Quality Bonus are applied to each delivery payment. Tonnage Bonus paid on 15th December 2019, if applicable.

BENEFIT	DETAILS
\$1.00/kg CONTRACT PAYMENT	\$1.00/kg on NIS committed; paid within 10 days of receipt of signed Agreement; available from January 15th, 2019
QUALITY BONUS	Up to \$0.20/kg for zero unsound, reducing by \$0.01 per 0.1% to nil at 2% unsound (see NIS Price Tables)
CONSOLIDATION CONTRIBUTION	Contribution of \$0.08/kg NIS weight (10% MC) towards the cost of dehusking/consolidation services at any Stahmann Consolidation Depot or towards the cost of dehusking/consolidation on-farm for loads delivered direct to Stahmann Farms Toowoomba factory
TONNAGE BONUS	Starting at \$0.04/kg for total supply over 50T (@ 10% MC), increasing with every additional 50T by \$0.02/kg (see NIS Price Tables)
FREIGHT <i>(by approved transport providers)</i>	<p>Farm to Consolidation Depot Subsidy \$0.03/kg on NIS weight @ 10% MC to subsidise transport costs to depot</p> <p>Consolidation Depot to Stahmann Farms 100% of the freight cost is covered by Stahmann Farms</p> <p>Your farm to Stahmann Farms 100% of the freight cost is covered by Stahmann Farms for transporting full truck and/or trailer loads of NIS</p>
PRICE TABLE	Increasing increments of \$0.20/kg for each 1% above 33% SKR, decreasing by \$0.20/kg for each 1% below 33% SKR

Please review the 2019 Stahmann Farms Fixed Price Offer Terms and Conditions for complete details and definitions of our Offer.



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PRICE TABLES FOR FIXED PRICE

PRICE TABLE 2019

SKR	Increment	Price
50%	\$0.21	\$8.87
49%	\$0.21	\$8.66
48%	\$0.21	\$8.45
47%	\$0.21	\$8.24
46%	\$0.21	\$8.03
45%	\$0.21	\$7.82
44%	\$0.21	\$7.61
43%	\$0.21	\$7.40
42%	\$0.21	\$7.19
41%	\$0.21	\$6.98
40%	\$0.21	\$6.77
39%	\$0.21	\$6.56
38%	\$0.21	\$6.35
37%	\$0.21	\$6.14
36%	\$0.21	\$5.93
35%	\$0.21	\$5.72
34%	\$0.21	\$5.51
33%	\$0.21	\$5.30
32%	\$0.21	\$5.09
31%	\$0.21	\$4.88
30%	\$0.21	\$4.67
29%	\$0.21	\$4.46
28%	\$0.21	\$4.25
27%	\$0.21	\$4.04
26%	\$0.21	\$3.83
25%	\$0.21	\$3.62

QUALITY BONUS SCALE

Reject %	Bonus \$/kg
0.0%	\$0.20
0.1%	\$0.19
0.2%	\$0.18
0.3%	\$0.17
0.4%	\$0.16
0.5%	\$0.15
0.6%	\$0.14
0.7%	\$0.13
0.8%	\$0.12
0.9%	\$0.11
1.0%	\$0.10
1.1%	\$0.09
1.2%	\$0.08
1.3%	\$0.07
1.4%	\$0.06
1.5%	\$0.05
1.6%	\$0.04
1.7%	\$0.03
1.8%	\$0.02
1.9%	\$0.01
2.0%	\$0.00

TONNAGE BONUS SCALE

Tonnes	Bonus \$/kg
50.1 - 100T	\$0.04
100.1 - 150T	\$0.06
150.1 - 200T	\$0.08
200.1 - 250T	\$0.10
250.1 - 300T	\$0.12
300.1 - 350T	\$0.14
350T +	\$0.16

Bonus rate (\$/kg) applies to all delivered tonnage @ 10% MC

Please note - The Fixed Price Option is available for a limited time and tonnage only. As such, unfortunately Stahmann Farms cannot guarantee that the receipt of a signed contract will secure this offer.

In the event that the limitations are exceeded, Stahmann Farms will contact you within 24 hours and discuss other options.



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NUT IN SHELL STATUS:

Please tick appropriate: **CONVENTIONAL** **ORGANIC** *(please provide certificate)*

THE PURCHASER (us):

Company: Stahmann Farms Enterprises
ACN: 85 130 195 470
Address: 193 McDougall Street
 (Locked Bag 9007)
 Toowoomba Qld 4350

Contact: Michelle Herbert
 Grower Services Coordinator
Telephone: 0419 255 912
Email: michelleh@stahmann.com.au
Fax: 07 4699 9499

THE VENDOR (you):

Legal Trading Name: _____

ABN: _____

Farm Name/s: _____
(please specify tonnage for each farm against farm name)

Physical Address: _____

Postal Address: _____
(if different to Physical)

Contact Name(s): _____

Telephone(s): _____

Email: _____

Additional email(s): _____

TOTAL TONNAGE:

I agree to supply approximately _____ Metric Tonnes (MT) of macadamia nut-in-shell (at 10% MC) in 2019 under the terms of the 2019 Stahmann Farms Fixed Price Offer.



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VENDOR BANK DETAILS

BSB: _____ Account Number: _____

Account Name: _____

DELIVERY / CONSOLIDATION SERVICES:

I expect to deliver nuts to the following depot(s) (please tick appropriate if known):
 Southridge Farms HWNS Nambucca MacNuts Bundaberg Toowoomba Factory
 Idlewood/Stillwaters

NOTES / COMMENTS / SPECIAL CONDITIONS:

(Any remarks to be initialled by both parties or struck out if not applicable)

OFFER:



This nut-in-shell Agreement is for the **2019 Stahmann Farms FIXED PRICE Offer**.
N.B: Details of the Stahmann Australian Macadamia Growers Pool have been published separately and are unrelated to this Offer.

Option to defer payment on Contract: Please withhold my \$1.00/kg Contract payment. I understand I will be paid in full 21 days from delivery.

VENDOR:

By signing this contract you warrant that, barring a force majeure, you will deliver the agreed tonnage of NIS unencumbered to Stahmann Farms in good condition as per accepted industry standards and/or the standards required by us.

By signing you acknowledge that you have received, read and understood the 2019 Stahmann Farms Macadamia Fixed Price Offer Terms & Conditions.

Name: _____ Date: _____

Signature: _____

PURCHASER:

Name: _____ Date: _____

Signature: _____



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Fixed Price Vendor Declaration 2019

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VENDOR DECLARATION - FIXED PRICE 2019

Legal Trading Name: _____

Farm Name/s: _____
(if you have multiple farms with differing practices, please complete a separate form for each farm)

GENERAL ORCHARD / FARM PRACTICES

(Circle the appropriate answer)

1. Do you follow the AMS Code of Sound Orchard Practices (AMS - COSOP)? Y/N
2. Is your farm accredited under Freshcare, HACCP, HARPs or other food safety certification program? Y/N
If yes, please provide a copy of your current certificate with this form.
3. Is your farm certified Organic? Y/N
If yes, it is essential you provide a copy of your current status certificate with this form.

ORCHARD & HARVEST MANAGEMENT

(Circle the appropriate answer)

4. Are only registered agricultural chemicals used on your farm? Y/N
If no, what other chemicals are used: _____
5. Are there any other crops on neighbouring farms that may use other chemicals? Y/N
If yes, please list crops and application: _____
6. Have animal manures, nut husk or other organic materials that have not been composted in accordance with industry standards been applied less than four months prior to commencing harvest? Y/N
If yes, please detail: _____
7. a. Do you graze domestic animals in your orchard area anytime during the year? Y/N
b. If yes, are these animals removed from the orchard at least four months prior to harvest? Y/N
If no, please advise date they were removed: _____
8. Are the following maintained?
 - a. Harvest records Y/N
 - b. Manure / fertiliser application records Y/N
 - c. Pesticide (inc. fungicide/herbicide/insecticide/rodenticide) application records Y/N
9. Have all persons (including yourself) that handle and apply farm chemicals been appropriately trained in their safe use? Y/N
10. Is spray equipment calibrated (under field conditions) at least annually? Y/N
What is the most recent date this occurred? _____



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11. Are all on-farm NIH/NIS transport vessels (trucks, trailers, bins etc) inspected for cleanliness? Y/N
12. Is a pre-harvest orchard clean-up carried out? Y/N
If yes, what is the most recent date on which this occurred? _____

POST-HARVEST HANDLING

13. Are nuts stored on farm after harvest? If so, how are they stored? _____
14. If stored in silo, what form of drying system is attached to the silo in which the consignments will be stored? e.g. Ambient / Gas / Other (please state): _____

POST-HARVEST SERVICES TRANSPORT

15. Are all transport vessels used for transporting NIH/NIS between farm and one of our nominated Consolidation Depots (including Stahmann Toowoomba Factory) inspected for cleanliness prior to loading by you or your staff? Y/N

ALLERGEN STATEMENT

*I acknowledge that Stahmann Farms Toowoomba factory is a TREE NUT ONLY site. By signing I confirm that I have taken all reasonable steps to ensure that all Macadamia NIS I supply to the **Stahmann Farms Fixed Price Offer** will be free from and will not have been in contact with the following allergens: cereals containing gluten, crustaceans, egg, milk, fish, peanuts, sesame seeds, sulphites, soybeans, lupins and any products of these declared allergens.*

Name: _____ Date: _____

Signature: _____

OFFICE USE ONLY

Approved: YES NO

Name: _____ Date: _____

Signature: _____