



Australian  
Macadamia  
GROWERS POOL



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

# AMGP NIS Offer 2019



## BUILDING A SUSTAINABLE MARKET FOR THE FUTURE

### WHAT WE ARE OFFERING IN 2019

#### AUSTRALIAN MACADAMIA GROWERS POOL OFFER

A steady and reliable payment schedule distributed across the year including consistent progress payments commencing in August.

| PAYMENT TERMS | WHEN PAYMENT IS AVAILABLE  |   |  |
|---------------|--|---|--|
|               | CONTRACT<br>(\$1.00/kg payable within 10 days of signed Agreement - available from 15th January) | DELIVERY<br>(60% of Base Load Value paid 21 days from delivery) * | PROGRESS<br>(5 x payments of 8% of Base Load Value made monthly from August to December) |
| January       | Y  | Y   |  |
| February      | Y  | Y   |  |
| March         | Y  | Y   |  |
| April         | Y  | Y   |  |
| May           | Y  | Y   |  |
| June          | Y  | Y   |  |
| July          | Y  | Y   |  |
| August        | Y  | Y   | 68%  |
| September     | Y  | Y   | 76%  |
| October       | Y  | Y   | 84%  |
| November      | Y  | Y   | 92%  |
| December      | Y  | Y   | 100%**   |

**\*60% DELIVERY PAYMENT:**

**Load specific Deductions** (DPI Levy, Consolidation Depot charges and skip bin fees), **Rebate** (Consolidation Contribution) and **Subsidy** (Farm to Consolidation Depot) will be applied to each Delivery Payment.

**\*\*100% DECEMBER PAYMENT:**

Comprises of Balance to 100% of Base Load Value, Pool Surplus, Quality and Tonnage bonuses. Tonnage bonus is paid separately.

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### BENEFITS OF 2019 AMGP OFFER

The Australian Macadamia Growers Pool offers the following benefits as part of the 2019 AMGP Offer:

| BENEFIT  | DETAILS  |
|--|--|
| <b>\$1.00/kg CONTRACT PAYMENT</b>                          | \$1.00/kg on NIS committed; paid within 10 days of receipt of signed Agreement; available from January 15th, 2019  |
| <b>QUALITY BONUS</b>                                       | Up to \$0.20/kg for zero unsound, reducing by \$0.01 per 0.1% to nil at 2% unsound (see NIS Price Tables)  |
| <b>CONSOLIDATION CONTRIBUTION</b>                          | 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   |
| <b>TONNAGE BONUS</b>                                       | 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)   |
| <b>FREIGHT</b><br><i>(by approved transport providers)</i> | <p><b>Farm to Consolidation Depot Subsidy</b><br/>\$0.03/kg on NIS weight @ 10% MC to subsidise transport costs to depot</p> <p><b>Consolidation Depot to Stahmann Farms</b><br/>100% of the freight cost is covered by Stahmann Farms</p> <p><b>Your farm to Stahmann Farms</b><br/>100% of the freight cost is covered by Stahmann Farms for transporting full truck and/or trailer loads of NIS</p> |
| <b>PRICE TABLE</b>   | Increasing increments of \$0.24/kg for each 1% above 33% SKR, decreasing by \$0.20/kg for each 1% below 33% SKR  |
| <b>POOL SURPLUS</b>  | The Pool return is based on market performance with all proceeds of sale - after deduction of operating costs - being returned to growers. Provisional payments are made according to the Base Price. Any and all additional Pool revenue is returned to growers through the Pool Surplus.   |

Please review the 2019 Australian Macadamia Growers Pool Terms and Conditions for complete details and definitions of the Offer.



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# AMGP NIS Agreement 2019

## BUILDING A SUSTAINABLE MARKET FOR THE FUTURE

### NUT IN SHELL STATUS:

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

### THE PURCHASER (us):

Company:        Stahmann Trading  
ACN:              141 868 313  
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 Australian Macadamia Growers Pool 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 **Australian Macadamia Growers Pool Offer 2019**.

*N.B: Details of the Stahmann Farms Fixed Price Offer have been published separately and are unrelated to this Offer.*



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- Option to defer payment on Contract:  
Please withhold my \$1.00/kg Contract payment (2019 AMGP Offer).  
I understand I will be paid 60% of Base Load Value on delivery.

### VENDOR:

*By signing this contract you warrant that, barring a force majeure, you will deliver the agreed approximate tonnage of NIS unencumbered to the Australian Macadamia Growers Pool in good condition as per accepted industry standards and/or the standards required by us. You also agree that if, for whatever reason, the sum of payments made to you by us throughout the season should exceed your final Pool return valuation then you will reimburse us for any over-payment.*

*By signing you acknowledge that you have received, read & understood the 2019 Australian Macadamia Growers Pool Terms & Conditions.*

Name: \_\_\_\_\_ Date: \_\_\_\_\_

Signature: \_\_\_\_\_

### PURCHASER:

Name: \_\_\_\_\_ Date: \_\_\_\_\_

Signature: \_\_\_\_\_



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# AMGP Vendor Declaration 2019



## BUILDING A SUSTAINABLE MARKET FOR THE FUTURE

### VENDOR DECLARATION 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 at any time 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? \_\_\_\_\_

## BUILDING A SUSTAINABLE MARKET FOR THE FUTURE

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 **Australian Macadamia Growers Pool** 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.*

### DIRECT GROWER WARRANTY

*I represent and warrant to Stahmann Trading Pty Ltd and its related bodies corporate that I am the grower of the nuts that will be supplied to the **Australian Macadamia Growers Pool**. I represent and warrant that I will not collect or aggregate nuts from any other growers for supply to the **Australian Macadamia Growers Pool**.*

Name: \_\_\_\_\_ Date: \_\_\_\_\_

Signature: \_\_\_\_\_

### OFFICE USE ONLY

Approved: YES  NO

Name: \_\_\_\_\_ Date: \_\_\_\_\_

Signature: \_\_\_\_\_



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# AMGP ORGANIC NIS Price Tables 2019

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## ORGANIC MACADAMIA NIS PRICE TABLES

**BASE PRICE TABLE 2019**

| SKR        | Increment*    | Base Price    |
|------------|---------------|---------------|
| 50%        | \$0.24        | \$10.58       |
| 49%        | \$0.24        | \$10.34       |
| 48%        | \$0.24        | \$10.10       |
| 47%        | \$0.24        | \$9.86        |
| 46%        | \$0.24        | \$9.62        |
| 45%        | \$0.24        | \$9.38        |
| 44%        | \$0.24        | \$9.14        |
| 43%        | \$0.24        | \$8.90        |
| 42%        | \$0.24        | \$8.66        |
| 41%        | \$0.24        | \$8.42        |
| 40%        | \$0.24        | \$8.18        |
| 39%        | \$0.24        | \$7.94        |
| 38%        | \$0.24        | \$7.70        |
| 37%        | \$0.24        | \$7.46        |
| 36%        | \$0.24        | \$7.22        |
| 35%        | \$0.24        | \$6.98        |
| 34%        | \$0.24        | \$6.74        |
| <b>33%</b> | <b>\$0.24</b> | <b>\$6.50</b> |
| 32%        | \$0.24        | \$6.26        |
| 31%        | \$0.24        | \$6.02        |
| 30%        | \$0.24        | \$5.78        |
| 29%        | \$0.24        | \$5.54        |
| 28%        | \$0.24        | \$5.30        |
| 27%        | \$0.24        | \$5.06        |
| 26%        | \$0.24        | \$4.82        |
| 25%        | \$0.24        | \$4.58        |

Organic Macadamia NIS can only be received at Nambucca Macnuts facility or direct to Stahmann Farms.

**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      |

*Based on total delivered tonnage at 10% moisture content.*

AMGP: The Base Price is the conservative indication of the market return for the season, exclusive of all bonuses, rebates and potential surplus. The Base Price is used for calculation of interim payments prior to end of season at which time a true, market-based return is calculated and distributed to growers. Revised and final payment prices may be more or less than the Base Price subject to Pool performance.