



Australian
Pecan
GROWERS POOL

PROUDLY CELEBRATING
50 YEARS
★★ IN AUSTRALIA ★★



2018 Pecan Nut-In-Shell Pool Offer

YOUR PARTNERSHIP TO MARKET

PRICE

\$6.00/kg CONVENTIONAL

Delivered Toowoomba or Southridge Depot

\$7.50/kg CERTIFIED ORGANIC

Delivered Toowoomba

- Adjusted to 7% moisture and based on a 54% Premium yield and a 3% Choice yield (see Price Table).
- Based on the Hand Crack Out results completed by Stahmann Farms Laboratory, in line with the industry standards for sampling rates, methodology and grading systems.

PAYMENT SCHEDULE

\$1.00/kg ON CONTRACT

- Against the total weight of NIS (adjusted to 7% moisture) contracted for delivery to the **Australian Pecan Growers Pool** in 2018, to be paid within 10 business days of receipt of a signed contract.

60% BASE LOAD VALUE ON DELIVERY

- Paid 21 days (from week of delivery) against each load of NIS delivered to Stahmann Farms Toowoomba or Southridge Depot at received weight and irrespective of meat yield (provided this is greater than 40%).

15 September 2018

- Payment up to 75% of the Base Load Value, calculated against the Pool Price Table for loads delivered prior to 31st August 2018. Loads delivered after this date will be paid in full on exit from the Pool.

15 December 2018

- Payment up to 100% of the Base Load Value, calculated against the Pool Price Table for loads delivered prior to 30th November 2018.
- Plus the Pool Surplus generated through market returns.

AUSTRALIAN PECAN GROWERS POOL (APGP) TRACK RECORD

The **Australian Pecan Growers Pool** consistently delivers a better return.

Note: All quoted pricing is benchmarked at 7% moisture and 57% edible kernel.

	2015	2016	2017
Base Price	\$5.20/kg	\$6.00/kg	\$6.00/kg
Final Price	\$5.56/kg	\$6.15/kg	\$6.32/kg



2018 Pecan Nut-In-Shell Pool Price Tables

YOUR PARTNERSHIP TO MARKET

CONVENTIONAL

Premium	\$/kg	Choice	\$/kg
40%	\$3.91	1%	\$0.09
41%	\$4.04	2%	\$0.18
42%	\$4.17	3%	\$0.27
43%	\$4.30	4%	\$0.36
44%	\$4.43	5%	\$0.45
45%	\$4.56	6%	\$0.54
46%	\$4.69	7%	\$0.63
47%	\$4.82	8%	\$0.72
48%	\$4.95	9%	\$0.81
49%	\$5.08	10%	\$0.90
50%	\$5.21		
51%	\$5.34		
52%	\$5.47		
53%	\$5.60		
54%	\$5.73		
55%	\$5.86		
56%	\$5.99		
57%	\$6.12		
58%	\$6.25		
59%	\$6.38		
60%	\$6.51		

BENCHMARK PRICING	
Premium	Choice
54%	3%
\$5.73	\$0.27
TOTAL PRICE	\$6.00

ORGANIC

Delivery to Toowoomba ONLY.

Premium	\$/kg	Choice	\$/kg
40%	\$4.85	1%	\$0.09
41%	\$5.02	2%	\$0.18
42%	\$5.19	3%	\$0.27
43%	\$5.36	4%	\$0.36
44%	\$5.53	5%	\$0.45
45%	\$5.70	6%	\$0.54
46%	\$5.87	7%	\$0.63
47%	\$6.04	8%	\$0.72
48%	\$6.21	9%	\$0.81
49%	\$6.38	10%	\$0.90
50%	\$6.55		
51%	\$6.72		
52%	\$6.89		
53%	\$7.06		
54%	\$7.23		
55%	\$7.40		
56%	\$7.57		
57%	\$7.74		
58%	\$7.91		
59%	\$8.08		
60%	\$8.25		

BENCHMARK PRICING	
Premium	Choice
54%	3%
\$7.23	\$0.27
TOTAL PRICE	\$7.50

Please note:

- The POOL Price Table is based on Hand Crack Out for NIS delivered to Toowoomba or Southridge.
- POOL based returns are subject to market performance and the figures published here are indicative only.
- Premium grade is also referred to as Fancy. Choice may also be referred to as Commercial. These are interchangeable and accepted industry terms.



PROUDLY CELEBRATING
50 YEARS
 *** IN AUSTRALIA ***

Australian
 Pecan
 GROWERS POOL



2018 Pecan Nut-In-Shell Pool Offer

YOUR PARTNERSHIP TO MARKET

HOW TO INTERPRET THE PRICE TABLE

POOL BASE PRICE IS CALCULATED AT:

- 54% Premium grade
- 3% Choice grade
- Benchmark price indicated for NIS

MEAT YIELD:

- For each 1% increase or decrease in Premium meat yield there will be an adjustment of \$0.13 per kg for conventional NIS, calculated in increments of 0.01%. Organic NIS has an adjustment of \$0.17 per kg.
- Similarly, the adjustment for Choice grade is \$0.09 per kg NIS, reflecting the relative value of lower grade kernel.

SUPPLIER DELIVERIES:

- Stahmann Farms Toowoomba can accept deliveries of 500kg and above of clean, dried NIS.
- There is no minimum delivery quantity for Southridge.
- Our conventional price table applies equally to all parcels delivered in 2018 however **please note that there is a handling and forwarding cost of \$0.40/kg for all nuts delivered to our Southridge depot.** This will be deducted from grower payments.
- Please consult the Terms and Conditions relating to supplying nuts to Stahmann Farms and it's depots and contact us if you have any queries.

MOST IMPORTANTLY - REMEMBER IT'S A POOL:

- The **APGP** Base Price is a conservative benchmark on which to calculate your grower progress payments.
- The final price is not determined until the crop committed to the Pool is substantially processed and sold.
- Based on our track record we expect that the final price will be higher than the benchmark price.

POOL CHARGES

When calculating grower returns, the following operating costs are deducted from gross Pool revenue.

Service	Kernel	Nut-in-shell
Processing	\$1.55/kg	\$0.56/kg
Sales & Pool Management	13% sales value	13% sales value
Freight & Logistics	At cost	At cost

Please note: An allowance for these operating costs has been made in the values provided in the Price Tables.



PROUDLY CELEBRATING
50 YEARS
★ ★ ★ IN AUSTRALIA ★ ★ ★

Australian
Pecan
GROWERS POOL



2018 Pecan Nut-In-Shell Pool Offer

YOUR PARTNERSHIP TO MARKET

THE POOL SYSTEM

- Growers deliver nuts and title transfers to our Pool Management entity, Stahmann Trading, which acts as custodian of the crop.
- Stahmann Farms executes a sales plan based on our assessment of the best possible return for the nuts either as kernel or inshell, according to the quality parameters of each batch and the prevailing market conditions.
- Nuts are prepared for sale either by processing into kernel or bagging as inshell, shipped to market and the proceeds banked.
- From this revenue pool, Stahmann Trading pays external costs such as freight and pays Stahmann Farms Enterprises (SFE) a set fee for processing (or bagging) and for marketing and Pool management services.
- Payment is then made to growers against the Base Price table according to the quality and quantity of nuts delivered by each Pool supplier.
- Any and all residual funds comprise the Pool Surplus which is distributed among the growers who supply the Pool in proportion to the Base Value of the nuts delivered by that supplier.

CRACKED NUT-IN-SHELL

- Percentage of cracked nuts on delivery should not exceed 5%.
- Please note that all cracked nuts will be removed - the contamination levels of cracked nuts make them unsuitable for kernel sales, and more stringent USDA specifications are resulting in far less cracked product allowed in nut-in-shell exports.
- Stahmann Trading will always attempt to extract value from cracked (and other forms of reject) nut-in-shell and return such value to growers through the Pool. Any salvage value will depend on the particular quality of reject nuts and prevailing market conditions.

GENERAL POOL TERMS & CONDITIONS

Australian Pecan Growers Pool (APGP) general terms for receipt of pecan nut-in-shell.

- Nut-in-shell delivered to Toowoomba must be cleaned of extraneous matter. Deliveries to Southridge will be handled through our cleaning equipment.
- Goods are to be physically, chemically and biologically safe for handling and processing into food products.
- NIS should be delivered to Toowoomba with no more than 7% moisture content (limited drying capacity is available so please contact us in advance if you believe you have a problem in meeting this specification).
- In the event that goods delivered to Toowoomba exceed 7% moisture, a drying fee of \$0.10/kg will apply.
- It is expected that NIS will contain at least 40% edible meat yield (being the total of Premium and Choice grade kernel). Goods delivered with less than 40% yield may be rejected by the Pool:
 - and returned to the grower at the grower's expense; or
 - purchased under a cash offer agreed between SFE and the grower.
- The product should show evidence of sound storage management. This evaluation will be based on opalescence kernel levels of less than 10%.
- Stahmann Farms reserves the right to reject any goods delivered to us which do not meet these minimum standards and which in our judgement will in consequence be uneconomical to process or may put at risk the safety or efficiency of our processing operation.
- Stahmann Farms may at its discretion choose to accept goods which do not meet the general conditions described here in which case it reserves the right to levy additional charges to offset costs that may be incurred in the handling of non-compliant product.
- Goods are considered delivered to the Australian Pecan Growers Pool when they are formally accepted by Toowoomba or Southridge Depot (Clunes, NSW).



**Australian
Pecan**
GROWERS POOL

PROUDLY CELEBRATING
50 YEARS
★★ IN AUSTRALIA ★★



2018 Pecan Nut-In-Shell Pool Agreement

YOUR PARTNERSHIP TO MARKET

NUT IN SHELL STATUS:

Please tick appropriate: **CONVENTIONAL** **ORGANIC** *(please provide certificate)*
Delivery to Toowoomba ONLY

THE PURCHASER (us):

Company:	Stahmann Trading	Contact:	Michelle Herbert
ACN:	141 868 313		Grower Services Coordinator
Address:	193 McDougall Street (Locked Bag 9007) Toowoomba Qld 4350	Telephone:	0419 255 912 / 07 4699 9453
		Email:	michelleh@stahmann.com.au
		Fax:	07 4699 9499

THE VENDOR (you):

(Please use a separate form for individual farms)

Legal Trading Name: _____

ABN: _____

Orchard/Farm Name(s): _____

Physical Address: _____

Postal Address: _____
(if different to Physical)

Contact Name(s): _____

Telephone(s): _____

Email: _____

Additional email(s): _____

VENDOR BANK DETAILS:

BSB: _____

Account Number: _____

Account Name: _____



PROUDLY CELEBRATING
50 YEARS
 *** IN AUSTRALIA ***

Australian
 Pecan
 GROWERS POOL



2018 Pecan Nut-In-Shell Pool Agreement

YOUR PARTNERSHIP TO MARKET

THE 2018 AGREEMENT:

You agree to supply us the following tonnage of pecan nut-in-shell in 2018 under the terms of the **Australian Pecan Growers Pool Offer**:

Approximate weight at 7% moisture: _____ Metric Tonnes (MT)

Estimated date (month) of first and last delivery: _____ to _____

Predominant varieties likely to be delivered: _____

Expected average Premium meat yield (based on historical data): _____

DELIVERY / CONSOLIDATION SERVICES:

I expect to deliver nuts to the following depot(s) (please tick): Toowoomba Southridge

Note: By using Southridge Consolidation Depot you agree to a 40c/kg (delivered weight) charge being deducted from your payment to cover sampling, handling and storage charges.

NOTES / COMMENTS / SPECIAL CONDITIONS:

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

Option to defer Contract payment: Please withhold my \$1.00/kg Contract payment (APGP 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 tonnage of NIS unencumbered to the **Australian Pecan 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 and understood the 2018 Australian Pecan Growers Pool Terms & Conditions.

Name: _____ Date: _____

Signature: _____

PURCHASER:

Name: _____ Date: _____

Signature: _____



Australian
Pecan
GROWERS POOL

PROUDLY CELEBRATING
50 YEARS
★★ IN AUSTRALIA ★★



2018 Vendor Declaration APGP

YOUR PARTNERSHIP TO MARKET

2018 VENDOR DECLARATION - APGP

Legal Trading Name: _____

Orchard / Farm Name: _____

GENERAL ORCHARD / FARM PRACTICES

(Circle the appropriate answer)

1. Is your farm Freshcare, HACCP, HARPs or SQF certified or equivalent food safety program certified? Y/N
If yes, please supply a copy of your current certificate with this form.
2. Is your farm certified organic? Y/N
If yes, please supply a copy of your status certificate with this form.

ORCHARD & HARVEST MANAGEMENT

(Circle the appropriate answer)

3. Are only registered agricultural chemicals used on your farm? Y/N
If not, what other chemicals are used:

4. Are there any other crops on neighbouring farms that may use other chemicals? Y/N
If yes, please list crops and application:

5. Have animal manures or other organic material 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:

6. Are domestic grazing animals removed from orchards at least four months prior to harvest? Y/N
If no, please detail:

7. Are the following records kept? Y/N
 - a. Harvest records Y/N
 - b. Manure / fertiliser application records Y/N
 - c. Pesticide (inc. fungicide/herbicide/insecticide/rodenticide) application records Y/N
8. Have employees that handle and apply farm chemicals been appropriately trained in the safe use and handling of pesticides? Y/N



PROUDLY CELEBRATING
50 YEARS
 *** IN AUSTRALIA ***

Australian
 Pecan
 GROWERS POOL



2018 Vendor Declaration APGP

YOUR PARTNERSHIP TO MARKET

9. Is spray equipment calibrated under field conditions at least annually? Y/N
 If yes, what is the most recent date on which this occurred: _____
10. Are all on-farm transport vessels inspected for cleanliness? Y/N
11. Is a pre-harvest preparation program in place? Y/N
 If yes, what is the most recent date on which this occurred: _____

POST-HARVEST HANDLING

12. How are nuts stored on farm? _____

13. If 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

14. Are all transport vessels used for delivery of NIS between farm and Stahmann Farms Toowoomba or one of our nominated consolidation depots inspected for cleanliness? Y/N

ALLERGEN STATEMENT

I acknowledge that Stahmann Farms Enterprises is a TREE NUT ONLY site. By signing I confirm that all Pecan NIS I supply to the Australian Pecan 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 Pecan Growers Pool. I represent and warrant that I will not collect or aggregate nuts from any other growers for supply to the Australian Pecan Growers Pool.

Name: _____ Date: _____

Signature: _____

OFFICE USE ONLY

(Document No. QA-05)

Approved: YES NO

Name: _____ Date: _____

Signature: _____



Australian
Pecan
GROWERS POOL

PROUDLY CELEBRATING
50 YEARS
★★ IN AUSTRALIA ★★



2018 Contact List

YOUR PARTNERSHIP TO MARKET

CONTACT LIST

Michelle Herbert, Grower Services Coordinator

Mobile: 0419 255 912

Email: michelleh@stahmann.com.au

First point of contact for all other enquiries, Pool and Grower services.

Kathy Smith, Production Supervisor

Phone: 0439 772 872

Email: kathys@stahmann.com.au

For scheduling deliveries to Toowoomba.

All deliveries MUST be booked at least 4 days in advance.

Rod Sproule, Grower Liaison Officer (Northern NSW)

Phone: 0427 245 973

Email: rodsproule@dodo.com.au

For all logistical enquiries.

Glen Crimmins, Commercial Business Manager

Mobile: 0429 991 520

Email: glenc@stahmann.com.au

SOUTHRIDGE CONSOLIDATION DEPOT

Paul Scott

941 Lismore-Bangalow Road
(near Springvale Road intersection)
via Clunes, NSW

Phone: 0484 984 898

Email: southridge_macas@live.com

For timeslot bookings and deliveries to Southridge.
Bookings MUST be made directly with Southridge.

