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THE

# VICTORIAN WALNUT

COMPANY

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## OUR SERVICES

Located in Tatura East, Victoria, the Victorian Walnut Company (VWC) is Australia's new premium state of the art processing and packaging facility.

The VWC services include walnut hulling and cleaning, drying, in-shell walnut grading and packing, walnut kernel production, sorting and packing, and the sale of finished goods under the VWC brand.

To ensure growers are provided with the highest quality in processing facilities, the VWC has sourced the latest state-of-the-art equipment and technology from world-leading suppliers in California, Australia, and other key locations.

The establishment of the VWC allows growers to expand their orchards with confidence, knowing they will be able to have their current and future crops processed in a professional and timely manner, utilising the latest equipment and processing methods.

The experienced and dedicated team at the VWC will provide growers with a full-service, end-to-end processing solution. This gives growers peace of mind that all aspects of processing and selling have been taken care of.

The VWC will accept walnuts from growers who meet the VWC delivery and quality conditions.

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## PROCESSING SERVICES

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VWC's processing services include walnut hulling and cleaning, drying, in-shell walnut grading and packing, walnut kernel production, sorting and packing, and the sale of finished goods under the premium VWC brand.

Product assessment will be determined following samples taken from the drying bin and the results applied across the contents of that bin.

The results from this process combined with final pricing achieved across all product classes will determine the final payment to the grower.

VWC remits payment to the grower on a quarterly basis.

VWC will provide the grower with full and transparent reporting as to the state of their product including weight, size, quality, etc so the grower always knows the outcome of their harvest at the earliest possible opportunity.

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## SALES & MARKETING

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VWC has developed an association with a reputable sales and marketing company to sell in-shell and kernel product on its behalf.

VWC is open to growers buying their own product in addition to that of others subject to certain sales caps and packaging agreements.

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## PAYMENT

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VWC will pay the grower quarterly based on sales outcomes.

Grower payments will be determined using a combination of initial samples taken from the drying bin and average prices received for each individual product sold.

A report will be provided, clearly explaining payment amounts and supporting sales details.

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## REPORTING

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Once their harvest has been processed, the grower will be emailed a full and transparent report detailing the outcome of the product yielded, including volume, size, and quality, out of the drying bins as determined by a sampling and QA process.

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## GROWER DELIVERY DECLARATION

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All growers will be required to email to VWC a completed Grower Delivery Declaration Form and have it signed off by VWC prior to scheduling a delivery to the facility. This form can be found at [twvc.com.au](http://twvc.com.au)

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## DELIVERY SCHEDULE

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Growers will need to schedule their delivery with the VWC Facility Manager at least 5 days prior to expected delivery. This should be done by phone and confirmed by email.

VWC will check the quality of all product before and/or at delivery, to ensure quality standards are met and optimal processing can be achieved

VWC will own the product outright and at this point will insure product in case of fire, theft, and other unforeseen setbacks.

VWC will have complete control over processing, grading, packaging and selling.

## PRICING & FEES GUIDE

### Processing costs

#### In-shell processing and sales

\$2.75 per dried kg sold.

#### Kernel processing and sales (including hulling and drying)

\$3.50 per dried kg of kernel sold.

#### In-shell cracking and grading (excluding hulling and drying)

\$2.00 per dried kg of in-shell processed into cracker.

*NOTE: These costs may be amended based on individual supply agreements and multi-year commitments.*

### Additional fees

On arrival into the facility, all product will be assessed and graded on “hullability”, rubbish and moisture content and an arbitrary fee applied if necessary, to reflect extra processing work required. Delivery and bin fees reflect work done to receive produce.

Item	Cost	Metric	Comments
Clean crop	\$0.00	Per kilogram	If the crop is 95% hullable & moisture below 15%
Not clean crop	\$0.60	Per kilogram	If the crop has excessive blanks, blight, high moisture, low hull split, rubbish or foreign matter
Almond chain harvester	\$0.75	Per kilogram	–
Truck delivery fee	\$100.00	–	Applies to all truck deliveries received
Bin tipping fee	\$20.00	Per bin	Minimum 5 bins per delivery

### Price averaging

VWC will be price averaging for each product across all sales and all growers.

Growers will be paid based on the percentage of product delivered against overall volume sold in a particular category.

**Example:** Grower delivers 5,000 kg of dried class 1 Chandler 32–36mm out of a total received by VWC of 25,000kg (as measured out of the drying bin). The grower will receive 20% of all revenue, less processing fees for this variety and size, received by VWC.

## ADDITIONAL INFORMATION

If a grower wishes to commit to a long-term agreement, VWC may offer a reduced cost option. Please contact your VWC representative to discuss.

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