



Odeum Produce Pty Ltd | ABN 56 009 404 031

Fresh Corp Pty Ltd | ABN 84 078 367 281

Terms of Trade - Merchant

1. Use of this document

This Document comprises the Merchant Terms of Trade for the purposes of the Horticulture Code of Conduct contained in the *Competition and Consumer (Industry Codes - Horticulture) Regulations 2017* (Cth) (**Code**).

It sets out the general terms upon which the Merchant will trade with Growers in respect of horticultural produce. Terms not defined in this document have the meaning ascribed to them in the Horticulture Produce Agreement (**HPA**).

For specific arrangements between the Merchant and Grower only please refer to the HPA. Specific terms may refer to pooling of produce, applicable fees and charges for services provided, reporting and payment processes and dispute resolution mechanisms.

2. Horticulture Produce Agreement Prevails

Whilst this document sets out the Merchant's general terms of trade, the Code requires transactions between a Grower and the Merchant to be conducted pursuant to a HPA. In the event of any inconsistency between this document and the HPA, the HPA prevails to the extent of the inconsistency.

3. The Merchant acts as a Merchant

The Merchant acts as a Merchant and is only prepared to trade as a Merchant for the purposes of the Code.

4. Requirements for delivery and quality of produce

Produce supplied to the Merchant must comply with the following requirements:

- a. prior to delivery, the Grower must provide documentation that is suitable to the Merchant that accurately describes the quantity, variety, size, class, description and characteristics of the Produce, including containers;
- b. the Produce must be fit for human consumption and comply with any statutory regulations or applicable laws including laws or regulations relating to food safety, packaging and/or labelling;
- c. the Grower must have complied with the *National Measurement Act 1960* (Cth) and *National Trade Measurement Regulations 2009* (Cth) as amended from time to time with respect to the Produce;
- d. the Produce must be fit for its purpose; and
- e. the Produce must be packed, presented and comply with the following product specifications including quality and shelf life:
 - (i) the Produce Specification Requirements that the Merchant has provided to the Grower or otherwise agreed in writing with the Grower in accordance with the HPA (if any); or
 - (ii) if there are no requirements agreed pursuant to 4(e)(1), the Fresh Specs Produce Specifications.



The Grower must not dispatch Produce to the Merchant that does not comply with the requirements in paragraph 4, has not been solicited by the Merchant and where a HPA has not been accepted by the Grower.

5. Circumstances where the Merchant may reject produce

The Merchant is entitled to reject all or some of the Produce where:

- a. the Grower does not have all right, title and interest in and to the Produce;
- b. the Grower cannot pass title to the Merchant clear of all encumbrances, claims and other adverse interests;
- c. the Grower is not the grower of the Produce; or
- d. the Produce does not comply with paragraphs 4(a) to 4(e) above.

6. Merchant may claim a credit for produce

The Merchant is also entitled to claim a credit for Produce that it has purchased whether or not it has been onsold to a third party in accordance with the HPA.

7. Requirements where produce is rejected

The Merchant may elect to reject Produce before Delivery or no later than one (1) Business Day of “Delivery” occurring for the purposes of the HPA.

The Merchant must within 24 hours give notice to the Grower of the decision to reject Produce and give notice of the reasons for such rejection within the set Business Day period set out in the Schedule to the relevant HPA after the day that the Merchant elects to reject the Produce.

Where Produce is rejected, the Merchant is deemed not to have accepted that Produce, the Grower will retain title and risk in the Produce and the Grower is not entitled to the Purchase Price.

8. Purchase price and service fees

The Purchase Price for Produce as well as Service Fees for actions performed by the Merchant for the benefit of the Grower will be set out in the HPA which is required to be accepted in writing by the Grower.

9. Payment of purchase price and service fees

Payment of the Purchase Price or any Service Fee will be made no later than 30 Business Days from the end of the Week during which Delivery of the relevant Produce is deemed to have been accepted by the Merchant.

For the avoidance of doubt, the Merchant may still elect to charge for the Service Fees even where the Produce is rejected in accordance with the HPA.



10. Independent legal advice

The Merchant recommends that Growers seek independent legal advice in relation to the HPA prior to it being entered into between the Merchant and the Grower.

11. Changes to terms of Trade

The Merchant may from time to time amend these Terms of Trade in accordance with the requirements of the Code.

12. Grower acknowledgement

The Grower acknowledges that it must not supply any Produce to the Merchant without having accepted the HPA in writing. Unless a Grower has entered into a HPA with the Merchant, the Merchant will have no obligations of any kind to the Grower in respect of Produce despatched by the Grower to the Merchant.

13. Insurance

The Merchant holds the following insurances for produce:-

Insurer	QBE
Maximum amounts of claims covered by insurance	\$500,000
Defined events covered by insurance	Accidental damage, Fire, Flood, Impact damage and Malicious damage.



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Horticulture Produce Agreement – Merchant

1. Introduction

For the term of this Agreement, the Grower agrees to deliver, and the Merchant agrees to buy Produce of the type, quantity, quality and specifications set out in this Agreement or as ordered by the Merchant from time to time, for the price(s) stated in, or calculated in accordance with the formula or method (as the case may be) set out in the Schedule.

This Agreement will commence on the Commencement Date and will continue unless it is terminated in accordance with clause 19 of this Agreement.

2. Terms and conditions

2.1 General

- a. This Agreement is effective from the Commencement Date and shall apply to all transactions between the Merchant and the Grower on or after the Commencement Date unless:
 - (i) by specific written notice to the contrary;
 - (ii) this Agreement is replaced by agreement at a later date; or
 - (iii) the transaction is not a transaction that would be covered by the Code.
- b. The Merchant will purchase the Produce from the Grower as a Merchant, for the purposes of the Code.

2.2 Acknowledgement by Grower

The Grower acknowledges having read and understood the Terms of Trade and that the Merchant's Terms of Trade and the Schedule form part of this Agreement and apply to all transactions between the Merchant and the Grower. If a provision of this Agreement conflicts with the Merchant's Terms of Trade, the provisions of this Agreement prevail.

2.3 Transfer of Title and Risk

- a. The parties acknowledge that despite the receipt by the Merchant pursuant to this Agreement, title and risk in respect of the Produce shall only pass in accordance with subclause 2.3(b).
- b. Despite anything else in this Agreement, title to the Produce will only pass to the Merchant if the Purchase Price of the Produce, or a method or formula to calculate the Purchase Price, has been agreed to by the Merchant and Grower before Delivery of the Produce by the Merchant – title to the Produce will pass on Delivery of the Produce to the Merchant. The Grower covenants and warrants that:
 - (i) they have all right, title and interest in and to the Produce;
 - (ii) title will pass to the Merchant clear of all encumbrances, claims and other adverse interests; and
 - (iii) the Grower is the grower of the Produce.
- c. The Merchant will assume risk in respect of the Produce once title to the Produce passes to the Merchant under subclauses 2.3(a) and 2.3(b).



- d. During the period the Produce is under the Merchant's control, the Merchant will exercise all reasonable care and skill in handling and storage to ensure that the Produce remains of the highest quality possible having regard to the quality and state of the Produce upon receipt by the Merchant.
- e. The reasonable care and skill the Merchant must exercise under clause 2.3(d) must be exercised until title and risk in the Produce passes to the Merchant.
- f. The Merchant shall not be obliged to keep insurances in respect of Produce in their legal and physical control. If the Merchant does have insurance, the Merchant's insurer, the maximum amount of insurance cover provided by the Merchant's insurance policy in respect of claims that may be made and the defined events covered by the insurance including whether the insurance covers fire, theft and accidental damage (other than deterioration of quality or any other inherent losses) (**Insurance**), is set out in the Schedule. The Merchant will not be liable for loss or damage to the Produce arising from any cause or event outside of the control of the Merchant beyond the extent of the cover provided by the Insurance (if any). If the details of Insurance in the Schedule are blank, the Merchant does not hold Insurance.

3. Price determination

- 3.1** The Purchase Price for Produce shall be an amount calculated in accordance with the formula set out in the Schedule (clause 27).
- 3.2** If the Purchase Price cannot be, or is not, determined in accordance with clause 3.1 for any reason then the Purchase Price for Produce shall be an amount agreed in writing by the parties prior to, or immediately upon, Delivery of the Produce to the Merchant.

4. Merchant payments and reporting obligations

- 4.1** The Merchant agrees to make payments to the Grower in the following manner;
 - a. Payment must be made within the Payment Period.
 - b. Such payments shall be by direct bank deposit to the credit of the Grower as specified in writing by the Grower.
 - c. The Merchant may set off any amount owing by the Merchant to the Grower against any amount due for payment (including under any indemnity, reimbursement obligation or in respect of a Return) by the Grower to the Merchant under this Agreement or any other agreement (including for any Services carried out by the Merchant to the Grower provided that the fees are disclosed and the Services are set out in the Schedule).
- 4.2** The Merchant is authorised to deduct from any amount owing to the Grower the relevant amounts with respect to the following;
 - a. any payments made on behalf of the Grower where the Merchant has agreed to make such payments (e.g. transport/unloading/packaging);
 - b. levies and fees for service payable under State or Commonwealth legislation or any voluntary arrangement; and
 - c. Goods and Service Tax in respect of any item for which a tax invoice has been issued,

(to avoid doubt, such amounts will not be deducted more than once in the case that they are deducted as Selling Costs).



4.3 The Merchant will not charge the Grower for Services performed by the Merchant, other than as set out in this Agreement.

4.4 The Merchant will provide a statement to the Grower containing the following details, covering the Reporting Period (Statement);

- a. Grower's reference or shipping note number;
- b. description of the quality of Produce purchased;
- c. details of the quantity of Produce purchased;
- d. the date or dates of the purchases of Produce;
- e. the Purchase Price for the Produce (including, if the Purchase Price was determined by a method or formula, the Sale Price, the Selling Costs and the Margin);
- f. the date on which the Produce was physically received by the Merchant;
- g. the date on which the Produce was delivered to the Merchant;
- h. details of any Produce not sold; and
- i. details of any Non-Complying Produce that is disposed of, or otherwise dealt with, in accordance with clauses 10.1, 10.2, 10.3, 10.4, 10.6 and 10.7 of this Agreement and, where Produce is to be destroyed, the reason why the produce was, or is to be, destroyed.

4.5 The Statement must be given to the Grower within the Statement Period.

4.6 The Merchant will issue a tax invoice to the Grower in respect of any item for which Goods and Services Tax is chargeable.

5. Grower obligations

5.1 The Grower agrees to provide documentation that is suitable to the Merchant that accurately describes the quantity, variety, size, class, description and characteristics of the Produce, including packaging, prior to delivery to the Merchant.

5.2 The Grower warrants that:

- a. the Produce dispatched to the Merchant is fit for human consumption and complies with any statutory regulations including food safety, packaging and/or labelling; and
- b. it has complied with the National Measurement Act with respect to the Produce.

5.3 The Grower warrants that the Produce dispatched to the Merchant is fit for its purpose and:

- a. in every case – is packed or presented and complies with the written Produce Specification Requirements including but not limited to quality and shelf life (**Delivery Requirements**) provided by the Merchant to the Grower from time to time prior to the Purchase Price being calculated with respect to the Produce or as are otherwise agreed to in writing between the Merchant and the Grower (**Merchant Requirements**); and
- b. is of the grade/class as stamped on the packaging in which the Produce is contained, (**Product Specifications**).
- c. has the harvest date of the produce included on the documentation for the consignment

5.4 The Grower must not dispatch Produce to the Merchant that:



- a. does not comply with the Product Specifications; or
- b. has not been solicited by the Merchant; and
- c. notwithstanding subclauses 5.4(a) and 5.4(b), where this Agreement has not been agreed to in writing by the Grower.

5.5 Unless otherwise agreed with the Merchant, the Grower will;

- a. implement and maintain an industry recognised HACCP based food safety and quality system that is subject to annual third party audit, and;
- b. by 1 January 2019 be certified to:
 - (i) Freshcare Code of Practice Food Safety and Quality; or
 - (ii) GLOBALG.A.P. Integrated Farm Assurance; or
 - (iii) Safe Quality Food (SQF).
- c. provide copies of any current certification with respect to HACCP or any of the certifications obtained under subclause (b)(1-3) above to the Merchant.

5.6 The Grower agrees to supply details of their registered Australian Business Number (**ABN**) prior to any payment being made by the Merchant.

6. Services by Merchant

6.1 The Merchant will supply the Service (if any) to the Grower.

6.2 The Grower will pay Service Fees for Services referred to in clause 6.1 and provided by the Merchant as set out in the Schedule.

6.3 The amount to be paid by the Grower for the Service provided by the Merchant shall be calculated upon the Service being completed.

6.4 The Grower will pay the amount calculated under clause 6.3 within 30 Business Days of the Merchant providing the Service specified in the Schedule.

7. Liability of Grower

7.1 The Grower shall be liable to insure (for defined events including fire, theft and accidental damage and other than deterioration of quality or any other inherent losses) the Produce until Delivery and the Merchant shall not be liable for any loss or damage to the Produce by the Grower's failure to do so.

7.2 The Grower shall be liable to compensate the Merchant for all direct or indirect losses, damages, costs, claims and expenses which the Merchant may incur as a result of any act or omission of the Grower.



8. Liability of merchant

8.1 Provided always that the Merchant has exercised reasonable care and skill (and otherwise acted in good faith) in providing the Service (to the maximum extent permitted by the Code and at law) the Merchant shall not be liable to the Grower as to:

- a. the accuracy, description, relevance, completeness, merchantable quality, fitness for any purpose or any other matter relating to the Service under this Agreement;
- b. loss of, or damage to, the Produce by any cause (including lawful confiscation);
- c. any damage to property or death of, or injury to, any person caused directly or indirectly by the Produce and/or the Service;
- d. any claim against the Merchant in relation to the Service, the Produce or the consumption of the Produce; and
- e. any other thing in relation to which the Merchant has assumed the risk or liability under this Agreement.

9. Complying and non - complying produce

9.1 The Grower must ensure that Produce supplied to the Merchant complies with clauses 2.3(b), 5.1, 5.2 and 5.3 or that Produce will be treated as non-complying Produce.

10. Effect of produce being Non – complying produce – pre delivery and after delivery

10.1 Where this Agreement provides that Produce is to be treated as Non-Complying Produce and either Delivery has not yet occurred or the Produce is treated as non-complying Produce on Delivery occurring, then the Merchant shall be entitled prior to or immediately upon Delivery occurring to elect (the day the election is made being the **Non-Compliance Day**) to:

- a. reject all of the Produce;
- b. accept all of the Produce; or
- c. accept part of the Produce and reject the balance of the Produce.

10.2 Where the Merchant elects to accept all or part of the Produce under clause 10.1 or clause 12.1, or fails to give a notice under clause 10.3 to reject all or part of the Produce within 2 Business Days after the Produce has been Delivered to the Merchant, or claim a credit for Produce under clause 12.1 (**Accepted Produce**), then this Agreement shall apply to require the Merchant to purchase the Accepted Produce for the Purchase Price relevant to that Accepted Produce.

10.3 Where the Merchant elects to reject all or part of the Produce (the **Rejected Produce**) under clause 10.1, then subject only to clause 10.3(d):

- a. the Merchant shall be deemed not to accept the Rejected Produce, and the Grower shall retain title to and risk in and to the Rejected Produce;
- b. the Grower is not entitled to the Purchase Price with respect to the Rejected Produce;
- c. the Merchant will within 24 hours of the Non-Compliance Day advise the Grower by telephone, fax, e-mail, or other electronic means of the rejection; and



- d. within 2 Business Days of the Non-Compliance Day, the Merchant will advise the Grower in writing of the rejection and the reasons for such rejection and request that the Grower advise as to whether the Grower:
- (i) wishes to retake possession of the Rejected Produce; or
 - (ii) requires an independent inspection and assessment of the condition of the Rejected Produce to determine whether an Inspection Certificate should be issued at the Grower's cost; or
 - (iii) wishes to make other arrangements for the storage or warehousing of the Rejected Produce, sale or resale of the Rejected Produce or its removal from the Merchant premises.

10.4 The Merchant may also, in advising the Grower of Rejected Produce, invite the Grower to renegotiate the sale of the Rejected Produce to the Merchant including but not limited to negotiating a class for the Produce other than Class 1 Produce as defined under the Fresh Specs Produce Specifications. The parties agree that the Merchant may determine the sale price to a third party of the Rejected Produce in accordance with prevailing market conditions at the time as well as any other additional Services that the Merchant reasonably considers may need to be provided.

10.5 The right of the Merchant to reject Produce under this Agreement cannot be deemed to be waived by past acceptance of Produce of a similar quality.

10.6 Despite anything else in this Agreement, the Merchant may elect to destroy and dispose of the Rejected Produce, or deliver the Rejected Produce to the Grower if:

- a. the Grower does not respond within 24 hours of notification in accordance with clause 10.3(d);
- b. the Grower fails to retake possession of the Produce within 5 Business Days of the Grower indicating an intention to do so under clause 10.3(d); or
- c. no agreement on the Purchase Price has been reached between the Grower and the Merchant within a reasonable period following the time the Produce is delivered to the Merchant, provided that the Merchant must use reasonable endeavours to contact the Grower to negotiate a Purchase Price and must act reasonably in exercising its rights under this clause 10.6(c).

10.7 Where clause 10.6 applies, any destruction, disposal and/or delivery of Produce is at the Grower's expense.

11. Pooling of produce

11.1 The Merchant may pool Produce (whether or not the Produce has been rejected) supplied by the Grower under this Agreement with other Produce if:

- a. the other Produce is of the same quality as the produce delivered by the Grower; and
- b. either:
 - (i) the Grower's Produce and the other Produce meet the quality requirements, specified in clause 5.3 of this Agreement; or
 - (ii) the Produce is accepted by the Merchant pursuant to clause 10.4.

11.2 Where the Merchant pools Produce in accordance with clause 11.1, the amount payable to the Grower will be a proportion of the total proceeds that is equal to the proportion of the pooled Produce that was contributed by the Grower.



12. Effect of produce being non – complying produce – After purchase

12.1 Where Produce is to be treated as Non-Complying Produce and the Produce has been purchased by the Merchant, then the Merchant shall be entitled within 2 Business Days of the Produce being treated as Non-Complying Produce under this Agreement to elect (the day the election is made being the **Non-Compliance Day**) to:

- a. claim a credit for the Produce under clause 12.2;
- b. not claim a credit for the Produce under clause 12.2; or
- c. claim a credit for part of the Produce.

12.2 Where the Merchant elects to claim a credit for all or part of the Produce under clause 12.1, then:

- a. the Merchant will advise the Grower by telephone, fax, email or any other electronic means of the claim for credit;
- b. within 2 Business Days of the Non-Compliance Day, the Merchant will advise the Grower in writing of the claim for credit and the reasons for such claim for credit; and
- c. where there has been a Return the Merchant is entitled at their discretion to deduct up to a maximum of the sale price of the Produce (agreed between the Merchant and a third party on an arm's length basis in respect of the Produce) (after allowing for any proceeds of any sale of such Produce retained by the Merchant including the proceeds of any subsequent sale to a third party of such Produce) from the amounts payable by the Merchant to the Grower under clause 4.1.

12.3 The Grower acknowledges that any amount deducted under clause 12.2 represents a genuine pre-estimate of the Merchant's loss as a result of the Produce being Non-Complying Produce.

13. Returns of produce

13.1 The Grower agrees that any claims for credit which result following the sale of any Produce by the Merchant to a third party, which claims are accepted by the Merchant (**Return**), due to the Produce being Non-Complying Produce, may be dealt with under clause 12.1.

13.2 Produce returned under clause 13.1 will be Non-Complying Produce and subject to clauses 4.4, 12.1 and 12.2 of this Agreement.

14. Dispute resolution

14.1 In the case of a dispute that may arise under this Agreement:

- a. the person that the Merchant should contact in that event, on behalf of the Grower (**Grower's Contact**) is set out in the Schedule;
- b. the person that the Grower should contact in that event, on behalf of the Merchant (**Merchant's Contact**) is set out in the Schedule;
- c. the Merchant and the Grower shall use the following to resolve the dispute:



- (i) if required by the Merchant – the Merchant’s own internal dispute resolution procedure (as notified in writing by the Merchant to the Grower); and/or
 - (ii) any Fresh Markets Australia dispute resolution procedure in place from time to time; and/or
 - (iii) the dispute resolution procedures under Part 5 of the Code; and
- d. in the case of a dispute relating to quality, the FreshSpecs Produce Specifications will apply as the benchmark standard for all Class 1 Produce (as defined in the FreshSpecs Produce Specification).

15. No waiver

Any time or other indulgence that the Merchant may grant to the Grower shall not affect the rights of the Merchant except to the extent that the Merchant expressly waives such term, or part thereof in writing.

16. Governing law and entire agreement

14.1 This Agreement is governed by and is to be construed in accordance with the laws in force in the Relevant State. Each party submits to the non-exclusive jurisdiction of the courts of Relevant State.

14.2 This Agreement contains the entire agreement between the parties with respect to its subject matter and supersedes all prior agreements and understandings between the parties in connection with it.

17. Severance

If any provision of this Agreement shall be or be determined to be illegal, invalid, void or voidable the legality or validity of the remainder of this Agreement will not be affected and will continue in full force and effect.

18. Varying this Agreement

This Agreement can only be varied by agreement in writing between the Merchant and the Grower.

19. Terminating this Agreement

19.1 This Agreement may be terminated by the Merchant or the Grower by providing notice in writing to the other party (**Termination Notice**).

19.2 Any such termination:

- a. shall apply to prevent any despatch of Produce by the Grower under this Agreement after service of the Termination Notice but shall not apply to any Produce despatched by the Grower (whether delivered to the Merchant or not) before the service of the Termination Notice;



- b. shall apply to prevent any purchase of Produce by the Merchant under this Agreement after the service of the Termination Notice but shall not apply to any Produce purchased by the Merchant before the service of the Termination Notice; and
- c. will not affect any accrued rights or obligations of the Merchant or the Grower prior to the service of the Termination Notice.

19.3 Following termination, the Grower and the Merchant shall be entitled to pursue any other claim they may have against the other which has accrued or arisen up to the date of termination.

19.4 Despite anything else in this Agreement, where the term of this Agreement is 90 days or more, or is not specified, either party may terminate this Agreement by issuing a Termination Notice at any time within the cooling-off period, as set out in the Schedule, provided that such cooling-off period is not less than 7 days as set out in the Code.

19.5 Where this Agreement is terminated by either the Merchant or the Grower within the cooling-off period:

- a. clause 19.2 and clause 19.3 shall apply; and
- b. any payment of money or other valuable consideration, that was made for the purposes of, and directly related to, a purchase of Produce by the Merchant that would have occurred after the service of the Termination Notice (**Trade**), must be returned to the party who made the payment within 14 days of the service of the Termination Notice (less reasonable expenses incurred under this Agreement for the purpose of, and directly relating to the Trade).

20. Confidentiality

All details contained in this Agreement or acquired as a result of this Agreement or in any agreement as to price shall remain confidential between the parties except to the extent a party is required by law to disclose its contents. A party may disclose the contents of this Agreement or any agreement as to price to its professional advisers and its directors, officers, employees, servants and agents on a confidential basis.

21. Assignment

A party must not transfer, assign, novate, dispose of or encumber this Agreement or any right under this Agreement without the prior written consent of the other party.

22. Indemnity

The Grower agrees to indemnify the Merchant for any liability, loss or expense of any kind arising from or in respect of the death of, or personal injury to, or disease suffered by, any person and/or any damage to or loss of any property (or the use of that property), arising out of any negligent act or omission of the Grower.



23. Good faith

The Grower must perform its obligations under this Agreement in good faith and use all reasonable but commercially prudent endeavours in accordance with the Code.

24. Electronic signatures and Authorised representatives

24.1 The parties consent to:

- a. information in connection with this Agreement being given by an electronic communication as defined in the *Electronic Transactions Act 1999* (Commonwealth) or the Relevant State Legislation (**ETA**); and
- b. an electronic signature being used to identify each party and to indicate each party's intention in relation to the information communicated (including an intention to be bound by this Agreement).

24.2 The parties acknowledge and agree that for the purposes of the Code and acceptance of the Terms of Trade and this Agreement including the Schedule (**Documents**), the Grower may acknowledge receipt of and accept the terms of the Documents by sending a text message to the number nominated by the Merchant in the Schedule.

24.3 The Grower warrants that the person executing this Agreement or any other documents related to or arising under this Agreement, including any Authorised Officer, has capacity to enter into such agreements and to bind the Grower under the same.

25. Notices

25.1 Any notice or other communication to or by any party must be:

- a. in writing and in the English language. For the avoidance of doubt, this includes "in writing" as that expression is defined in the ETA (see 24.1 a.);
- b. addressed to the recipient outlined in the Schedule or to any other address as the recipient may have notified the sender; and
- c. be agreed to in writing by the party or by an Authorised Officer of the sender.

25.2 In addition to any other method of service authorised by law, the notice may be:

- a. personally served on a party;
- b. left at the party's current address for service;
- c. sent to the party's current address for service by prepaid ordinary mail or if the address is outside Australia by prepaid airmail;
- d. sent by facsimile to the party's current numbers for service; or
- e. sent by electronic transmission to the party's electronic mail address.

25.3 If a notice is sent or delivered in the manner provided in clause 25.2 it must be treated as given to or received by the addressee in the case of:

- a. delivery in person, when delivered;



- b. delivery by post:
 - (i) in Australia to an Australian address, the fourth Business Day after posting; or
 - (ii) in any other case, on the tenth Business Day after posting;
- c. facsimile, when a transmission report has been printed by the sender's facsimile machine stating that the document has been sent to the recipient's facsimile number; or
- d. electronic transmission, when the sender's computer reports that the message has been delivered to the electronic mail address of the addressee, but if delivery is made after 5.00pm on a Business Day it must be treated as received on the next Business Day in that place.

26. Definitions

In this agreement:

"Agreement" means this agreement and the Schedule.

"Authorised Officer" means, in relation to a corporation which is a party:

- a. an employee of the party whose title contains either of the words Director or Manager;
- b. a person performing the function of any of them;
- c. a solicitor acting on behalf of the party; or
- d. a person appointed by the party to act as an Authorised Officer for the purposes of this agreement and notified to the others.

"Business Day" means a day that is not a Saturday, Sunday, public holiday, or Markets Holiday, in the Relevant State.

"Code" means the Horticulture Code of Conduct contained in the Competition and Consumer (Industry Codes and Horticulture) Regulations 2017(Cth) as amended from time to time.

"Commencement Date" means the date to be completed in Section A of the Schedule.

"Delivery" occurs when Produce is received by the Merchant and accepted for the purpose of re-sale by the Merchant (regardless of the purpose for which the Produce is dispatched by the Grower) and, where applicable, once any Services provided by the Merchant have been completed, and for the avoidance of doubt:

- a. delivery for the purposes of this Agreement will not occur when the Merchant rejects the produce prior to the Delivery (**Non-Delivery Event**); and
- b. where a Non-Delivery Event has occurred, delivery may subsequently occur, upon:
 - (i) the Merchant and Grower agreeing new terms and documenting any material changes to the existing Schedule in writing (as accepted by the Grower); and
 - (ii) the Merchant voluntarily changing the nature of its possession of the Produce such that it is held for the sole purpose of re-sale by the Merchant, and

"Deliver" or **"Delivered"** has a corresponding meaning.

"Fresh Specs Produce Specifications" means produce specifications published by Fresh Markets Australia from time to time.



"Fresh Markets Australia" means the national organisation representing each of the six market chambers across Brisbane, Sydney, Melbourne, Adelaide, Perth and Newcastle.

"Grower" means a person or entity that grows Produce for sale and for the purposes of this Agreement being the person or entity specified on page 1 of the Schedule.

"Inspection Certificate" shall mean a report prepared by an independent authority or third party assessor who is qualified by experience and/or education to declare the Produce unfit for human consumption, unsuitable for sale or not meeting a particular specification or standard.

"Including" or similar expressions are not words of limitation.

"Markets Holiday" is a day on which the market, in the Relevant State is closed.

"Merchant" means the entity described on the first page of this HPA or related Persons deemed to be in association with the merchant.

"National Measurement Act" means the National Measurement Act 1960 (Cth) and National Trade Measurement Regulations 2009 (Cth) as amended from time to time.

"Non-Complying Produce" means Produce determined as non-complying produce under clause 9.1.

"Payment Period" means the number of Business Days after the end of the Week in which the Produce is Delivered as set out in the Schedule.

"Produce" means "horticulture produce" as defined in the Code and unless otherwise indicated by context a reference in this Agreement to produce means the produce of a Grower.

"Produce Specification Requirements" means any particular product specification that the Merchant requires in order for Produce to be accepted by it.

"Purchase Price" means the amount determined under clause 3.

"Reporting Period" means the reporting period for the Statement specified in the Schedule.

"Relevant State" means the state in which the Merchant's premises, to which the Grower despatches Produce are situated.

"Relevant State Legislation" means the following legislation that is applicable to the Relevant State:

- a. *Electronic Transactions(Queensland) Act 2001;*
- b. *Electronic Transactions Act 2000 (SA);*
- c. *Electronic Transactions (Victoria) Act 2000;*
- d. *Electronic Transactions Act 2000 No 8 (NSW); and*
- e. *Electronic Transactions Act 2011 (WA).*

"Return" has the meaning in clause 13.1.

"Schedule" means the schedule to this Agreement which details, amongst other things, the pricing, services and timeframes applicable between the Merchant and Grower for the purposes of this Agreement.

"Service Fees" means fees to be charged by the Merchant to the Grower for any Services provided.

"Service or Services" means the service or services (if any) to be provided by the Merchant for the Grower described in the Schedule or as may be agreed between the Merchant and Grower from time to time.



“Statement” means the statement to be provided by the Merchant under clause 4.4.

“Statement Period” means the statement period specified in the Schedule.

“Terms of Trade” means the Merchant terms of trade for the purposes of the Code setting out the general terms on which the Merchant will trade with growers in respect of Produce, as amended from time to time.

“Week” means the period Saturday to Friday inclusive.

The following rules of interpretation apply unless the context requires otherwise:

- a. if a term of this Agreement conflicts with the Code, the Code prevails;
- b. headings are for convenience only and do not affect interpretation;
- c. the singular includes the plural and the plural includes the singular;
- d. a gender includes all genders;
- e. where a word or phrase is defined its other grammatical forms have a corresponding meaning;
- f. a reference to a person includes a person, partnership, corporation, trust, association, joint venture, unincorporated body, government body, the party’s executors, administrators, successors and permitted assigns or other entity includes any other of them;
- g. a reference to a clause or schedule is to a clause or schedule to this Agreement and a reference to this Agreement includes a schedule to this Agreement;
- h. a reference to any party to this Agreement or any other agreement or document includes the party’s successors and assigns;
- i. a reference to a right or obligation of any two or more persons confers that right or imposes that obligation, as the case may be, jointly and severally;
- j. a reference to any agreement or document is to that agreement or document as amended, novated, supplemented, varied or replaced from time to time, where applicable, in accordance with this Agreement or that other agreement or document;
- k. a reference to any legislation or to any provision of any legislation any modification or re-enactment of it, any legislative provision substituted for it and all regulations and statutory instruments issued under it; and
- l. a reference to conduct includes, without limitation any omissions, statement or undertaking, whether or not in writing.



Odeum Produce Pty Ltd | ABN 56 009 404 031

Fresh Corp Pty Ltd | ABN 84 078 367 281

Horticulture Produce Agreement – Merchant

Schedule

SECTION A – DETAILS OF GROWER

Grower:			
ABN:			
Commencement of Date Of HPA:			
Warranty:	<i>The Grower listed above warrants that they are the grower of the produce upon execution of this document</i>		
Grower Contact:			
Postal Address:			
Street Address:			
Telephone:	Business:	Fax:	Mobile:
Email:			
Bank A/C Details:	Account Name:	Bank: _____ Branch: _____ BSB: _____ A/C No: _____	
Contact details of the Merchant that the Grower must send electronic acceptance of the terms of trade, HPA and this schedule to:	E: accounts@odeumfarms.com.au		

By signing or accepting of this Schedule in writing I/we, for and on behalf of and with the authority of the Grower, agree that I/we have read and understood the attached Horticulture Produce Agreement and that upon such signing or acceptance of the Horticulture Produce Agreement the Grower will be bound by the terms of it, this Schedule and any relevant Terms of Trade and that a formal contract shall be deemed constituted between the Merchant and the Grower. By signing or acceptance of this Schedule, I/we also acknowledge, for and on behalf of and with the authority of the Grower, the recommendation set out in Section C below.

EXECUTED by the Merchant

Where the Merchant is an Individual

Where the Merchant is a Company

Individual Merchant sign above

Director

Director/Company Secretary

Where the Merchant is a partnership or other form of joint operation, all of the individuals or entities should sign.

EXECUTED by the Grower

Where the Grower is an Individual

Where the Grower is a Company

Individual Grower sign above

Director sign

Director/Company Secretary

Where the Grower is a partnership or other form of joint operation, all of the individuals or entities should sign.



SECTION B – DETAILS FOR HORTICULTURE PRODUCE AGREEMENT

27. PURCHASE PRICE FORMULA

- The amount equal to the Sales Price less:
 - the Selling Costs; and
 - the Margin.
- Where:
 - “**Sales Price**” means the price at which the Merchant sells the Produce to a third party;
 - “**Selling Costs**” means the costs incurred by the Merchant in selling the Produce (e.g. refrigerated storage, refrigerated freight to end user, pallet and crate hire, packaging, quality assurance checks, fumigation, grading, ripening, produce inspections, quarantine inspections, domestic and international export permits, labour, waste disposal costs, advertising/promotional costs, taxes and duties); and
 - “**Margin**” means 0% to 50% of the Sales Price, as determined by the Merchant and notified to the Grower, being the Merchant’s margin on selling the Produce.

28. PAYMENTS (Clause 4.1(a))

- Payment will be made no later than 30 Business Days from the end of the Week during which the relevant Produce is received by the Merchant.

29. SPECIFICATIONS (Clause 5)

As at the date of this Schedule being provided to the Grower, the Produce must comply in all respects with:

- The Produce Specification Requirements (compiled by the Merchant and provided to the Grower); or
- Fresh Specs Produce Specifications.

Or such other specifications notified by the Merchant to the Grower during the term of the HPA.

30. REPORTING PERIOD (Clause 4.4)

Reporting Period	Every month
Statement Period	Within 30 Business Days from the end of the relevant Reporting Period



31. SERVICES (Clause 4)

Type of Service (If required please tick corresponding box)	Price (exclusive of GST)*
<input type="checkbox"/> [insert as required]	\$
<input type="checkbox"/> [insert as required]	\$

*GST is payable by the Merchant as applicable.

Should the Produce supplied under these Terms be subsequently delivered and sold to the Merchant, the Merchant reserves the right to waive all or part of the charges otherwise applying under these Terms.

32. DISPUTE RESOLUTION (Clause 14) & NOTICE DETAILS

	Name	Address	Phone	Email and Fax
Grower's contact:				
Merchant's contact:	Andrew McLennan	34 Catalano Road, Canning Vale, WA 6155	+61 (0) 8 9256 8100	andrew.mclennan@odeum.com.au

33. COOLING OFF (Clause 19)

Cooling off Period	Number of Days: 7
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34. INSURANCE (Clause 2.3(f) (if applicable))

Insurer	QBE
Maximum amount of insurance cover provided by the policy in respect of the claims that may be made	\$570,000
Defined events covered by insurance	Accidental damage, Fire, Flood, Impact damage and Malicious damage.



Odeum Produce Pty Ltd | ABN 56 009 404 031

Fresh Corp Pty Ltd | ABN 84 078 367 281

Horticulture Produce Agreement – Merchant

Rejection Notice

Grower ABN:	
Agreement:	Horticulture Produce Agreement between the Merchant and the Grower dated [insert date] (HPA)
Rejected produce:	[insert description of produce including quantity and any other details to identify nature and amount being rejected] physically received by the Merchant on [insert date]
Date grower was first notified of rejection:	

The Merchant hereby notifies the Grower that, pursuant to clause 11 of the Agreement, it has rejected the Produce provided by the Grower on [Insert date].

Reasons for Rejection

The Produce was rejected for the following reasons:

- ☐ HPA has not been accepted by Grower /or issued by Merchant
- ☐ Quantity Undersupply/Oversupply
- ☐ Quality
- ☐ Size
- ☐ Grade
- ☐ Other (include additional detail and ensure rejection can be made under the HPA on these grounds).

Signed for and on behalf of the Merchant:

SIGN:

PRINT NAME:

DATE:

The Grower must notify the Merchant within 24 hours of receiving this Rejection Notice whether the Grower:

- ☐ wishes to retake possession of the Produce;
- ☐ requires an independent inspection and assessment of the condition of the Produce to determine whether an inspection Certificate should be issued at the Grower's cost; or
- ☐ wishes to make other arrangements for the storage or warehousing of the Produce, sale or resale of the Produce or its removal from the Merchant.



The Grower may notify the Merchant by selecting one of the above options and returning a signed copy of this Rejection Notice to the Merchant. The Grower acknowledges that it is liable for the Rejected Produce that is the subject of this Rejection Notice in accordance with the HPA.

GROWERS NOTE: IN THE EVENT THAT NO RESPONSE IS MADE TO THE MERCHANT WITHIN 24 HOURS OF RECEIVING THE REJECTION NOTICE, THE MERCHANT MAY DEAL WITH THE PRODUCE IN ACCORDANCE WITH THE HPA WHICH INCLUDES BUT IS NOT LIMITED TO DESTRUCTION OF THE PRODUCE AT THE SUPPLIERS EXPENSE.

Signed for and on behalf of the GROWER:

SIGN:

PRINT NAME:

DATE: