



Terms & Conditions - Berries

The terms and conditions of TopFruit managed berry varieties are outlined below. TopFruit licensed varieties are available to all growers agreeing to the terms and conditions of the grower and marketing agreements.

- Although it is preferable that growers plant no less than 5ha initially, there will be no limitations with regards to hectares planted. There are no access fees per variety or per hectare planted.
- There will be no formal grower group for TopFruit berry growers. Growers from a specific region or a marketing company, where its members will supply fruit to that marketing company, may form an informal grower group. There is no obligation to join grower groups as long as all fruit is marketed via a licensed marketer.
- All fruit produced will be marketed through one of the licensed marketing companies appointed by TopFruit. Growers have the option to market their fruit via any of these companies and are free to associate with any one or more of these companies. Marketing commission should be negotiated with the individual marketers. We do foresee growers planting TopFruit varieties marketing his/her own fruit in future, but only when specified as an option in the Grower Agreement.

Each marketing company will have the right to market their fruit as they see fit, but certain provisions will prevail in terms of quality and trademarks. There will be some form of branding of the varieties/programs and minimum quality standards for packaging etc. according to the individual marketing company's standards. It is envisioned that in future all fruit sold will be under a TopFruit brand.

Royalty Structure		
Breeding Programs	Plant Royalty	Production Royalty
Georgia varieties	\$1 per plant	8% on FOB Price (farm gate price) of all fruit sold
New Zealand varieties	\$0.5 per plant	5% on Ex Works price of all fruit sold.
IQ Berries varieties	\$1 per plant	4% on Ex Works price of all berries sold or a staggered per Ha US Dollar fee from the first year of production onwards.



- TopFruit's mission is to supply plants of good quality to growers at a reasonable price. These plants will be supplied by VitroplantSA's nursery in Somerset West. All plants will be made from tissue culture propagation to minimize the risk of disease. Plants will be supplied in a 32count tray (400ml volume) or a 1L pot with a strong root system and approximately 12-30cm long shoots. Plants will cost R22-26/plant excluding VAT and transport. Plants for Zimbabwe will be grown at satellite nursery in Harare at an approximate price of \$1.5/plant.
- TopFruit will supply technical support in terms of establishment & production techniques. Marketing companies will supply support in terms fruit quality standards for picking and packing for local and export fruit, as well as logistical support. TopFruit will also advise growers to use the services of certain specialists such as our technical consultant, Jean Kotze and fertigation expert Lindi Grobler, to ensure optimum production and quality of fruit.
- Certain prerequisites in terms of infrastructure required for optimal production and export of fruit, such as compliances to Global Gap, other accreditations on pack houses, ethical audits as well as packing and cooling facilities are required. Detailed information regarding this is available from the marketing companies.
- There will be no initial restrictions on maximum ha's planted. Growers who have already planted Topfruit varieties will have the benefit of having first access to new varieties available in future. All growers will have the right to plant any variety of any breeding program, this includes varieties of other license holders.
- Evergreen to low-hill varieties are available from IQ Berry breeding program, Australia. These are very low chill and suitable to warm climates such as the northern and coastal parts of South Africa, Namibia, Zimbabwe and north to the equator. These varieties flower and fruit very early and production in the warm regions are expected to be from June to September. In no chill regions such as Zambia and further north, prolific primocane production will be two to three months earlier. These varieties have big, crispy fruit with excellent shelf life capabilities. Production of 20 to 25 tons/ha is possible. It will be available for planting from April 2021 onwards.
- Low to mid-chill varieties are available from the University of Georgia, USA breeding program. These varieties vary from low to mid-chill southern high bush to evergreen types suitable for most of the regions in Southern Africa. These varieties are fast growing, early to mid-season production types. Flowering is typically from April to June with production from July to November. Production of 15 – 25 ton/ha is

possible.

- The mid to high chill varieties are from the New Zealand Research Program and are mainly northern highbush and rabbiteye varieties, targeting high chill regions of South Africa such as the Highveld, Free State and parts of the Eastern & Western Cape and the KZN. These varieties flower late (Sept) and crop late (Dec to end of April) and are ideally suited to regions that experience cold winters and late frost. These are slower to come into production and are spaced wider to accommodate the bigger growing bushes. Mature production can reach 20-30 tons/ha.
- All berries should be cooled within two hours after picking and the cold chain should be uninterrupted throughout the transport and packing cycle. Ideally growers should have cold storage facilities on their farms. Packing should be done in accordance with the marketing company. Correct cold storage transport has a definitive influence on fruit quality & price.
- Licenced marketing companies for TopFruit licenced blueberries are as follow:

Core Fruit (www.Corefruit.com) , Rouxan Janse van Rensburg – 0820851652, (rouxan@corefruit.com), Paarl

Delectabu (www.delecta.co.za), Marlett Botha – 0823323388, (marlett@delecta.co.za), Paarl

Dole South Africa (www.dolesa.co.za), Hardus Augustyn – 0832918055, (hardus.augustyn@dole.com), Belleville, Cape Town

C-Fruit (www.cfruit.co.za), Chirene Jelbert - 082 711 2544, (chirene@cfruit.co.za), Kuilsriver, Cape Town

Food Lovers Market (<https://foodloversmarket.co.za>), Ryno Palm -0836325004, (rpalm@fvc.co.za), Bellville, Cape Town

Simply Salads (www.simplysalads.co.za), Peter Bakker (peter@simplysalads.co.za), Barberton, Mpumalanga Tel: 0827779669