



Registered under the Co-operatives Act  
2009 (WA)  
(ABN 39 887 087 620)

## **Expressions of Interest – ANABP01 Packing License**

*ANABP01 is the apple variety from which fruit meeting the Trade Mark specification can be packed as Bravo™ Apples.*

The Board of Fruit West Co-operative Ltd (Fruit West) and WA Farm Direct Pty Ltd are seeking expressions of interest from packing and distribution facilities throughout Australia to hold a license to store, grade and pack ANABP01 fruit in the 2018 season.

The Bravo™ Apple has had a remarkable introduction and continues to grow in awareness and popularity around the world. It brings with it the opportunity to challenge our thinking in the apple category and a rare chance to influence the long-term sustainability of Australian apple growers.

The ANABP01 packing license is granted for the 2018 season. The Licensed Packer should be an experienced, professional, capable and an accredited service provider in the relation to the services it agrees to supply under this Agreement.

The Fruit West Co-operative and WA Farm Direct have a strong eye to the future, particularly in regard to export. Licensed ANABP01 Packers must be aware that the marketing strategy for Bravo™ Apples involves export and preference will be given to service providers that are export ready with the appropriate accreditation and capability. In this regard, your current status or future plans relating to the following criteria are of interest:

- Internal quality grading (eg NIR grading for brix levels)
- Internal defect sorting
- External colour sorting
- Ability and assurance to pack DPA free
- Registration for export destinations

In addition, Applicants should demonstrate, as a minimum, their capability and capacity in regard to:

- Receive, store, process, sort and grade fruit expected to be harvested in 2018.
- Proximity to licensed ANABP 01 growers (there is a preference for one licensed packer per region).
- Quality management systems including maturity testing, to specified variety standards and verification of packing to these strict standards.
- Maintenance of origin traceability of individual grower's fruit showing weight of fruit received and relevant pack out details.
- An ability to pack in both standard packaging and a willingness to try new packaging products and processes.
- Prompt and clear pack out reporting to both the grower and WA Farm Direct.
- Storing fruit in air or CA (with humidifiers) at 1°C (+/- 0.5°C) and room recorders.
- Handling off-specification fruit as directed by WA Farm Direct.
- Audited pack house compliance to allow access to Australian and export markets (please detail).

- Delivering value for money services to growers, the Licensed Marketer and the Licensor (please supply an outline of your current charge rates for the different services you offer).
- An ability to provide a weekly report of stock on hand by grower and stock packed during the week.
- Appropriate insurances (please supply copies of insurance certificates).

Fruit West and WA Farm Direct will short-list applications with a view to negotiating an agreement under a reciprocal Confidentially Agreement.

Fruit West reserves the right to reject any or all proposals and is not at any time, precluded from negotiating with other parties.

EOI's and supporting material should be emailed to [nardiastacy@fruitwest.com.au](mailto:nardiastacy@fruitwest.com.au) by COB 16/02/2018.

For more information or if you have any queries, please feel free to contact:

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