



## **REQUEST FOR PROPOSAL (RFP)**

### **PROVISION OF NATIONAL AND INTERNATIONAL MARKETING AND LOGISTICS SERVICES FOR FRESH FRUITS.**

**Procurement No: S/RFP/NIDA/07/08/2020**

**Namibia Industrial Development Agency**

Private Bag 13252

11 Goethe Street

Windhoek, Namibia

## REQUEST FOR PROPOSAL

### LETTER OF INVITATION

Dear Sir/Madam,

**Subject:** Provision of National and International Marketing and Logistics Services for Fresh Fruits.

1. You are hereby invited to submit a proposal for the provision of marketing and logistics services of fresh agricultural produce of the Namibia Industrial Development Agency (NIDA), which could form the basis for future negotiations and ultimately, a contract between you and the Agency.
2. The purpose of this assignment is the: Provision of Marketing and Logistics Services for the Agency's fresh fruits namely: Table Grapes, Dates, Prickly pears, and/or Pomegranates, from the Naute and Eesbegin Irrigation Farms.
3. The following documents are enclosed to enable you to submit your proposal:
  - The Terms of Reference (TOR) [Annexure 1];
  - Supplementary information for marketing assignment', including a suggested format of curriculum vitae [Annexure 2]; and
  - Draft contract under which the service will be performed [Annexure 3]
4. Any request for clarification should be forwarded in writing to the Head of Procurement at email: [procurement@nida.com.na](mailto:procurement@nida.com.na) only. Request for clarifications should be received three (3) days prior to the deadline set for submission of proposals.

5. The Government of the Republic of Namibia requires that bidders/suppliers/contractors participating in the procurement in Namibia observe the highest standard of ethics during the procurement process and execution of contracts.
6. All prospective applicants are advised to consult the website of the Procurement Policy Office: [www.mof.gov.na/procurement-policy-unit](http://www.mof.gov.na/procurement-policy-unit) to acquaint themselves with the legislations related to public procurement in the Republic of Namibia.

## 7. Eligibility

- A prospective applicant that is under a declaration of ineligibility by the Government of Namibia in accordance with applicable laws at the date of the deadline for bid submission and thereafter shall be disqualified.
- Proposals from enterprises that are appearing on the ineligibility lists of African Development Bank, Asian Development Bank, European Bank for Reconstruction and Development, Inter-American Development Bank Group and World Bank Group shall be rejected.
- Each applicant should submit a statement on past and present declaration of ineligibility, if any, by any local/international agency or any termination of contract for unsuccessful completion of assignment, giving adequate details to enable a fair assessment.

## 8. Eligibility Criteria

To be eligible to participate in this bidding exercise, the bidder must submit where applicable:

- a valid Company Registration Certificate;
- a valid tax registration certificate
- A valid import/export tax certificate

- Attestation to market patented table grapes
- Quality Assurance Certification
- an original valid Good Standing Tax Certificate;
- membership to international/national association in horticulture;
- an original valid Good Standing Social Security Certificate;
- a valid certified copy of Affirmative Action Compliance Certificate or proof from Employment Equity Commissioner that bidder is not a relevant employer, or exemption issued in terms of Section 42 of the Affirmative Action Act, 1998;
- a written undertaking as contemplated in section 138(2) of the Labour Act, 2007
- Submit signed Bid Securing Declaration.

## 9. Submission of Proposals

The proposals shall be submitted in two separate envelopes, namely Technical and Financial proposal, and should follow the form given in annexure 2 - "Supplementary Information for Enterprises". The proposals must be deposited into the **bid box located at NIDA Head Office; 11 Goethe Street Windhoek** or sent by courier to: **The Namibia Industrial Development Agency (NIDA) 11 Goethe Street; Windhoek; Namibia** on or before October, 07<sup>th</sup> 2020 at 12:00.

## 10. Deciding Award of Contract

Qualification and experience of the Enterprises shall be considered as the paramount requirement. The proposals will be evaluated on the basis of a maximum of 70 marks for Technical Proposals and 30 marks for Financial Proposals. Proposals from applicants should score at least 50 marks for the Technical Proposals to be retained for further consideration.

Only those Enterprises scoring a total of 60 marks on the overall assessment shall be considered for the assignment. Negotiations will start with the Enterprises scoring the highest marks and if negotiation is not successful, negotiation will continue to the next best ranked Enterprises and so on until an agreement is reached. Should you be contacted for negotiations, you must be prepared to furnish the detailed cost break-down and other clarifications to the proposals submitted by you, as may be required to adjudge the reasonableness of your price proposals.

### 11. Scoring Criteria for Technical Proposal

<b>TECHNICAL</b>				
<b>CRITERIA</b>	<b>SUB-CRITERIA</b>	<b>WEIGHT/POINTS</b>	<b>SUB-TOTAL SCORES</b>	<b>SCORES</b>
Staff qualifications	Agriculture	2	8	
	Logistics	2		
	Marketing	2		
	Finance	2		
Number years' experience (marketing and logistics)	> 10 years	20	20	
	5 - 9 Years	10		
	1 - 4 years	5		
Fresh fruits specialization	Date	5	12	
	Grapes	5		
	Other fruits	2		
Number of years of access to global markets	> 30 years	10	10	
	10 - 29 Years	5		
	5 - 9 years	1		
	< 5 years	0		
Namibian sourcing and/or marketing	Yes	5	5	
	No	0		
Registered/Licensed to market patented fresh fruits	Registered	5	5	
	Not registered	0		
Quality assurance	Certificate	10	10	
	No certificate	0		
<b>TOTAL TECHNICAL</b>			<b>70</b>	

## **12. Rights of a NIDA**

- Please note that NIDA is not bound to select any of the Enterprises submitting proposals.
- The Agency is also at its discretion to select one or more Enterprises.
- Please note that the cost of preparing a proposal and of negotiating a contract including visits to Namibia, Windhoek or the Farms if any, is not reimbursable as a direct cost of the assignment.

## **13. Duration of Assignment**

It is estimated that the minimum duration of the assignment shall be for a period of three (3) year contract, with an option for extension based on performance. You should base your financial proposal on these figures, giving an indication of man-days considered necessary by you to undertake the assignment. The extent to be spent in Namibia and that in office outside Namibia should be clearly indicated. The rate proposed in your submission will be applied in case the duration of the assignment is to be extended.

## **14. Validity of Proposal**

You are requested to hold your proposal valid for 60 (sixty days) from the deadline for submission of proposals during which period you will maintain without change, your proposed price. The NIDA will make its best efforts to finalize the agreement within this period.

## **15. Commencement date of Assignment**

Assuming that the contract can be satisfactorily concluded in 15 (fifteen) days, you will be expected to take up/commence with the assignment in 7 (seven) days' time.

## **16. Tax Liability**

Please note that the remuneration which you receive from this contract will be subject to normal tax liability in Namibia.

## **17. Insurance**

The Enterprises shall meet the cost of any insurance and/or medical examination or treatment required by him/her in the course of performing the services.

NIDA would like to thank you for considering this invitation for submission of proposals.

Yours faithfully,



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Head: PMU

### **Enclosures:**

Annexure 1: Terms of Reference.

Annexure 2: Supplementary Information to Enterprise(s).

Annexure 3: Draft contract under which service will be performed.

**TERMS OF REFERENCE (TOR)**

**PROVISION OF NATIONAL AND INTERNATIONAL MARKETING AND LOGISTICS SERVICES FOR FRESH FRUITS.**

**Glossary of terms**

<b>Term</b>	<b>Description</b>
NIDA	Namibia Industrial Development Agency
TOR	Terms of Reference

**1. BACKGROUND**

The Namibia Industrial Development Agency (NIDA) was established in terms of the NIDA Act, Act No. 16 of 2016 primarily to spearhead industrialization of the country. The Agency produces a substantial volume of Dates, Table Grapes, Prickle pears, and Pomegranates at its Eesbegin and Naute Irrigation farms. In this regard, NIDA seek to expand its current marketing of its fresh produce around the globe in order to improve on its profitability, sustainability and by overall, turnaround its farming operations. The Agency has also recognized that only limited awareness has been created about the Namibia's best value of its grapes and dates worldwide.

NIDA seek to solicit proposals for the provision of marketing and logistics services from experienced Enterprise(s) that are specialized in the marketing, logistics, trade, and sales of Table Grapes, Pomegranates, Dates and/or Prickly Pears to the



European, USA, Asian, Middle Asian and the rest of the African markets in accordance with the information provided in this TOR.

NIDA does not guarantee exclusive procurement from any Enterprise(s) nor any minimum order or quantity of services. The Enterprise(s) is expected to win over market share through its quality service and competitive prices.

The successful Enterprise(s) will be required to sign a contract with the NIDA to perform the marketing and logistics services of Table Grapes, Dates, and Pomegranates, and/or Prickly Pears specified under this Terms of Reference and agreeing to clearly identified service levels. The contract will be an initial three (3) year contract, with an option for extension based on performance, and only at the discretion of NIDA.

## **2. IRRIGATION FARMS**

### **▪ NAUTE IRRIGATION FARM – KEETMANSHOOP DISTRICT**

The farm is located 50 km south west of Keetmanshoop on a total of 2000 Ha land. About 235 Ha is under production with a potential of expansion. The farm produces dates, grapes, pecan nuts, prickly pear and pomegranates.

### **▪ EERSBEGIN DATE FARM – !KHORIXAS DISTRICT**

The farm is situated 90 km north west of Khorixas with 34 Ha under dates' production.

### **▪ DESCRIPTIONS OF FRUITS**

#### **2.1 Table grapes**

<b>Variety</b>	<b>Total Harvestable Yield (cartons)</b>	<b>Harvesting time</b>
Flame	68 040	November - December
Early Sweets	17 520	November - December

Prime	83 880	November/ December
Melody	17 500	December - January
Crimson	36 000	beginning January - end January

## 2.2 Dates

Variety	Total harvestable yield (Tonnes)	Harvesting time
Medjool	400	Feb - May
Barhee	100	Feb - April
Khenezi	10	Jan - Feb
Khallas	10	Feb - April
Lulu	10	Feb - April

## 2.3 Pomegranates

Variety	Total harvestable yield (Tonnes)	Harvesting time
116	5	March - May
Wonderful	5	Feb - May
Akko	5	Feb - May

## 2.4 Prickly pears

Variety	Total harvestable yield (tonnes)	Harvesting time
Gymno Carpo	2	Jan - March
Algerian	2	Jan - March

## 3. SCOPE AND DELIVERABLES OF THE CONTRACT

The bidder is expected to present a Feasible Business and Logistic Model highlighting:

- What constitute acceptable quality grapes and dates;

- Marketing plans: showing market demand, detailed seasonal planning, marketing processes and marketing requirements
- Proposal for collection of data to ensure the traceability of all products is constantly maintained.
- Product marketing analysis: indicate the possible various market destinations and related price trends to allow analysts to identify constraints, barriers and opportunities.
- Logistics and clearance analysis: covering how the products will be distributed, from the farm gate until the end receiver; A list of transport/logistics company that will be used during the logistics process should be attached and the use of local transporting companies can be an added advantage; A port of loading where goods will be shipped from. A price comparison of the Walvis Bay port and the Cape Town port should be attached.
- New value chain: indicate any value addition chain to the products.
- Types of packaging materials that will be preferred by the markets for the different fruits.
- Strategy for safety and wholesomeness of the products.
- The bidder will be required to physically visit the farms at their own costs to familiarize themselves with the farm conditions, facilities and the products produced.

#### **4. QUALIFICATION AND EXPERIENCE**

- The bidder must be highly knowledgeable on the marketing, logistics and sales of variety of fresh produce and mainly grapes, dates, pomegranates, and prickly pear, internationally.
- He/she must be a member of any international dates and grapes association and has been engaging in this industry for considerable years.

- He/she must be fluent in English because English is the medium of communication in Namibia.

## **5. TIMING AND DURATION**

The contract will commence on October 2020 and will run for duration of three (3) years, renewable based on the performance of the bidder, or any other shorter period at the sole discretion of NIDA

## **6. FINANCIAL PROPOSAL**

Bidders are required to submit proposed fee structure in format of Annexure 4 in a separate closed envelope indicating the name of the bidder and clearly marked with the Bid Reference Number and “Financial Proposal”.

- A detailed breakdown on the financial model/proposal for each variety of products including:
  - Pricing
  - Expected income
  - NIDA prefers a fixed rate Farm Gate prices.
  - The Enterprise(s) should cover all CIF and should not be part of the return to NIDA.
  - The minimum prices below will form the basis of evaluation of the financial proposals for the different products and/or varieties.
  - Minimum acceptable prices in US\$:

### 6.1 SCORING CRITERIA FOR FINANCIAL PROPOSAL

Criteria	Weight/points	Sub-total Scores	Scores
If 60% of the item prices offered are below the minimum acceptable price, the bidder scores	0 marks;	30 marks	
If 50% of the item prices offered are below the minimum acceptable price, the bidder scores	10 marks;		
If 40% of the item prices offered are below the minimum acceptable price, the bidder scores	20 marks;		
If less than 40% of the item prices offered are below the minimum acceptable price, the bidder scores	30 marks;		
<b>TOTAL FINANCIAL</b>		30 marks	

## **7. CONTRACT**

The successful bidder will be required to enter into an “FOB origin” contract with NIDA.

## **8. PLACE TO SUBMIT BIDS**

**NB:** The two Envelopes should be sealed and marked clearly:

- a) Technical Proposal: PROVISION OF NATIONAL AND INTERNATIONAL MARKETING AND LOGISTICS SERVICES FOR FRESH FRUITS.
- b) Financial Proposal: PROVISION OF NATIONAL AND INTERNATIONAL MARKETING AND LOGISTICS SERVICES FOR FRESH FRUITS.

Shall be deposited in the **Bid Box at:**

**NIDA Head Office**

**Erf 79, 11 Goethe Street**

**Windhoek, Namibia**

**OR**

**Shall be mailed to:**

**The Namibia Industrial Development Agency (NIDA)**

**11 Goethe Street; Windhoek; Namibia**

## **9. CLOSING DATE**

October, 07<sup>th</sup> 2020 at 12:00, the envelopes will be opened at 12:10, at Ground Floor Hall.

**BID SUBMISSION FORM**

From: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

To:

c) **Expression of interest:** PROVISION OF NATIONAL AND INTERNATIONAL MARKETING AND LOGISTICS SERVICES FOR FRESH FRUITS.”

I/We \_\_\_\_\_herewith enclose Technical and Financial Proposals for possible selection as Enterprise(s) for NIDA.

I/we undertake that, in competing for (and, if the award is made to me/us, in executing) the above contract, I/we will observe the highest level of ethical conduct.

Yours faithfully

Signature: \_\_\_\_\_

Full name: \_\_\_\_\_

Address: \_\_\_\_\_

**FORMAT OF CURRICULUM VITAE (CV) FOR ENTERPRISE(S)**

Name of ENTERPRISE: \_\_\_\_\_

Profession: \_\_\_\_\_

Date of Birth: \_\_\_\_\_

Nationality: \_\_\_\_\_

Membership in Professional bodies: \_\_\_\_\_

**Key Qualifications:**

[Give an outline of experience and training most pertinent to tasks on assignment. Describe degree of responsibility held on relevant previous assignments and give dates and locations. Use about half a page.]

**Education:**

[Summarize college/university and other specialized education, giving names of institutions, dates attended, and degrees obtained; use about one quarter of a page.]

**Employment Record:**

[Starting with present position, list in reverse order every employment held. List all positions held since graduation, giving dates, names of employing organizations, titles of positions held, and locations of assignments. For experience in last ten years, also give types of activities performed and employers references, where appropriate. Use about two pages.]

**Languages:**

[For each language indicate proficiency: excellent, good, fair, or poor; in speaking, reading, and writing]



**Certification:**

I, the undersigned, certify that to the best of my knowledge and belief, these data correctly describe me, my qualifications, and experience.

**Date: Day/Month/Year**

**[Signature of Enterprise Authorized Representative/Employee]**

**Full name of Enterprise: \_\_\_\_\_**

**ASSIGNMENTS OF SIMILAR NATURE SUCCESSFULLY COMPLETED**

1. Outline of recent experience on assignments of similar nature:

No.	Name of assignment	Name of Farm	Owner or Sponsoring agency	Cost of Farm	Date of Commencement	Date of Completion	Was assignment satisfactorily completed

Note: Please attach certificates from the employer by way of documentary proof. (Issued by the Officer of rank not below that of Divisional Manager or equivalent).

**CONTRACT No: S/RFP/NIDA/07/08/2020**

**CONSULTANCY SERVICE CONTRACT**

**BETWEEN**

**NAMIBIA INDUSTRIAL DEVELOPMENT AGENCY**

**AND**

.....  
[INSERT Enterprise NAME]

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**THIS SERVICE CONTRACT** entered into this [date], between the NAMIBIA INDUSTRIAL DEVELOPMENT AGENCY [hereinafter called the "NIDA"] and [insert Enterprise' name] (hereinafter called the "Enterprise").

**WITNESS THAT:**

**WHEREAS** NIDA has determined the need to procure the services described, implied or referred to in this Contract, subject to the terms and conditions hereinafter set forth;

**WHEREAS** the Enterprise represents and affirms that he/she possesses the requisite experience, qualifications, capability and skill to perform the said services;

**NOW THEREFORE** the parties hereto have agreed as follows:

**ARTICLE I**

**SCOPE OF SERVICES**

1.1 The services to be performed by the Enterprise under this Contract (hereinafter called the Services) are those described in the Terms of Reference attached hereto as Annex I to the present Contract. The Terms of Reference shall form an integral part of this Contract.

**ARTICLE II**

**COMMENCEMENT OF SERVICES AND DURATION OF CONTRACT**

2.1 The Enterprise shall commence the Services on [date] upon signature of the present Contract, and shall carry out the Services in a manner most suited to the requirements of the Contract and in accordance with the schedules and time limits established under the Terms of Reference (annex I) or indicated by NIDA.

2.2 The Services shall be for [insert no of days/months/years], beginning on the date of commencement of the Services, and ending not later than [insert completion date].

### **ARTICLE III**

#### **DUTIES OF THE ENTERPRISE(S)**

3.1 The Enterprise shall perform the services with all due care, diligence and efficiency, in accordance with the highest standards of professional competence, organization and responsibility, and in a manner acceptable to NIDA

3.2 The Enterprise shall:

- (a) Always collect on time and transport all consignments of varieties of fresh fruits after receipt of written notification by NIDA to collect the fruits.
- (b) Provide weekly marketing reports to the Client on the Grapes, Dates, Pomegranates, and Prickly Pears performance from each market
- (c) Regularly report to, and obtain direction and guidance from NIDA on all matters arising from or relating to the present Contract;
- (d) Promptly comply with such instructions as may be issued from time to time by NIDA in connection with the performance of the services.
- (e) Arrange all required export permits and any other required statutory documents on behalf of the Client.

3.3 The Enterprise shall perform the services to the satisfaction of NIDA in accordance with the Terms of Reference and at such intervals as NIDA may require.

3.4 The Enterprise shall keep and maintain accurate and complete accounts in respect of expenditure incurred under the present Contract in such form and detail as shall be satisfactory to NIDA for the purposes of making payment or settlement under the Contract, where applicable.

- 3.5 The Enterprise shall meet the cost of any insurance and/or medical examination or treatment required by him/her in the course of performing the services.
- 3.6 The Enterprise shall seek and obtain any visas or residence permits that he/she may require to carry out the services and perform his/her obligations under the present Contract. NIDA shall, as necessary, assist the Enterprise in obtaining such visas and/or permits.

#### **ARTICLE IV**

##### **PAYMENT FOR THE SERVICES**

- 4.1 NIDA shall make a proposition on the payment terms.

#### **ARTICLE V**

##### **CONFIDENTIALITY AND OWNERSHIP OF DOCUMENTS**

- 5.1 All documents, statistics, reports, data and other information provided, created, obtained or made available to the Enterprise in connection with or by virtue of the present Contract, shall be treated as confidential by the Enterprise, and the Enterprise shall not be entitled to use or make copies of them for any purpose that is not related to the present Contract.
- 5.2 The documents, statistics, reports and data under the preceding paragraph shall, upon the completion of Services or termination of this Contract, be promptly returned to NIDA.
- 5.3 Any study, report or other material, graphic, software or otherwise, prepared by the Enterprise for NIDA under the Contract shall belong to and remain the property of NIDA. The Enterprise may retain a copy of such documents and software.

## **ARTICLE VI**

### **ASSIGNMENT AND SUB-CONTRACTING**

- 6.1 Except with the prior written consent of NIDA, the Enterprise shall not:
- (a) in whole or in part, assign, transfer or otherwise dispose of, his/her rights or obligations under the present Contract;
  - (b) sub-contract, or otherwise transfer responsibility for, the whole or any part of the Services.

## **ARTICLE VII**

### **LIABILITY OF THE ENTERPRISE**

- 7.1.1 The Enterprise shall abide by, and take all measures necessary to enable him/her comply with all laws and regulations in force in any place where the Services are to be wholly or partially performed.
- 7.2 The Enterprise shall be fully liable for the consequences of any error or omission on his/her part or for any damage caused by negligence on his/her part in carrying out the Services or performing his/her obligations under the present Contract.

## **ARTICLE VIII**

### **FORCE MAJEURE**

- 8.1 Neither party to the present Contract shall be responsible for any delay or failure to perform the obligations under the Contract if the delay or failure is attributable to force majeure.
- 8.2 In the event of force majeure which delays performance of the whole or any part of the present Contract for more than sixty (60) days, either party shall have the right, by notice in writing to the other party, to terminate the Contract.



8.3 For purposes of this Article, an event of force majeure shall mean an unforeseen and unavoidable event beyond the reasonable control and contemplation of the party invoking the existence of such event, and which impacts directly on the discharge of the obligation under the Contract.

## **ARTICLE IX**

### **TERMINATION OF CONTRACT**

9.1 NIDA may, upon giving not less than [insert no. of days] days' notice in writing to the Enterprise, terminate the present Contract for cause if the Enterprise has failed to perform the Services or to comply with his/her other obligations under the Contract.

9.2 NIDA may, at its option, terminate this Contract when it is in the interest of or for the convenience of NIDA to do so, provided that the Enterprise shall in that event be given a notice of not less than [insert no. of days] days of such termination.

9.3 The parties hereto may by mutual agreement terminate this Contract.

## **ARTICLE X**

### **DISPUTE SETTLEMENT**

10.1 Any dispute arising out of or in connection with the present Contract shall, unless it is amicably settled, be decided upon by the Accounting Officer of NIDA who shall transmit his decision in writing to both parties.

10.2 Any dispute between the Parties as to matters arising pursuant to this Contract which cannot be settled amicably within sixty (60) days after receipt by one Party of the other Party's request for such amicable settlement may be submitted by either Party for arbitration under the applicable law.

## **ARTICLE XI**

### **MODIFICATION OR AMENDMENT**

- 11.1 Except by mutual agreement in writing between the parties, no change, modification or amendment shall be made to the present Contract.
- 11.2 Notwithstanding the preceding paragraph, NIDA may at any time order or require changes in the scope of the Services. If such changes add to or reduce the cost of the Services, the Contract Amount shall be adjusted accordingly.

## **ARTICLE XII**

### **EFFECTIVE DATE**

- 12.1 The present Contract shall enter into force on the date of its signature by both parties.
- 12.2 Unless terminated under Article VIII or IX above, the present Contract shall expire upon completion of the Services and the discharge of all obligations arising out of or under the Contract.

## **ARTICLE XIII**

### **CHANNEL OF COMMUNICATIONS AND NOTICE**

- 13.1 For the purposes of the present Contract, the authorized representative of NIDA shall be the Accounting Officer of NIDA.
- 13.2 Any communication, notification, submission, notice, demand or request under the present Contract shall be deemed to have been duly transmitted if it shall have been delivered by hand, mail, or facsimile by either party to the other at the appropriate address indicated below, or at such other address as that other party may have indicated:

**FOR NIDA**

Postal Address : \_\_\_\_\_

Physical Address : \_\_\_\_\_

Facsimile : \_\_\_\_\_

**FOR THE ENTERPRISE**

Postal Address : \_\_\_\_\_

Physical Address : \_\_\_\_\_

Facsimile : \_\_\_\_\_

**ARTICLE XIV**

(i) Governing Law

14.1 This Contract shall be governed by, and construed in all respects in accordance with, the Laws of the Republic of Namibia.

**IN WITNESS WHEREOF** the parties hereto have caused the present Contract to be signed in their respective names in two original counterparts in English on the date first above written.

**Date:** \_\_\_\_\_

**FOR NIDA**

\_\_\_\_\_

**Date:** \_\_\_\_\_

**FOR THE ENTERPRISE**

\_\_\_\_\_

## Grapes

Variety	Cartons	Sizes	Minimum price per carton in US\$	Offer price per carton in US\$
Flame, Early sweets, Prime, Melody and Crimson	5 kg (10 x 500g punnet)	X Large	8.00	
		Large	7.70	
		Regular	7.00	
	4.5 Loose	X Large	7.70	
		Large	7.50	
		Regular	7.00	

## Dates

Variety		Sizes	Minimum price per kg in US\$	Offer Price per kg in US\$
Medjool	5 kg	Premium Jumbo	6.50	
		Premium Large	6.00	
		Premium Medium	5.50	
		Premium small	5.00	
		Premium Mix	5.00	
		Choice Large	4.5	
		Choice Medium	4.00	
		Choice Small	3.50	
		Choice Mix	3.50	
Barhee	4.5 kg Strings and Loose	Premium Jumbo	6.50	

Variety	Cartons	Sizes	Minimum price per carton in US\$	Offer price per carton in US\$
		Premium Large	6.00	
		Premium Medium	5.50	
		Premium small	5.00	
		Choice Large	4.55	
		Choice Medium	4.00	
		Choice Small	3.50	
Khenezi	4.5 kg	Premium Jumbo	6.50	
		Premium Large	6.00	
		Premium Medium	5.55	
		Premium small	5.50	
		Choice Large	4.00	
		Choice Medium	3.50	
		Choice Small	3.00	
Khallas	5 kg	Premium Jumbo	6.50	
		Premium Large	6.00	
		Premium Medium	5.50	
		Premium small	5.00	
		Choice Large	4.00	
		Choice Medium	3.50	
		Choice Small	3.00	
Lulu	5 kg	Premium Jumbo	6.50	
		Premium Large	6.00	
		Premium Medium	5.50	
		Premium small	5.00	

Variety	Cartons	Sizes	Minimum price per carton in US\$	Offer price per carton in US\$
		Choice Large	4.00	
		Choice Medium	3.50	
		Choice Small	3.00	

### Pomegranates

Variety	Carton	Sizes	Minimum price per g in US\$	Offer Price per g in US\$
116	5 kg	Large/medium/small	2.50	
Wonderful	5 kg	Large/medium/small	2.50	
Akko	5 kg	Large/medium/small	2.50	

### Prickly pears

Variety	Cartons	Sizes	Minimum price per kg in US\$	Offer Price per kg in US\$
Gymno Carpo	5 kg (10 x 500g punnet)	Large	3.00	
Algerian	5 kg (10 x 500g punnet)	Large	3.00	