
Maximising grower returns: New 2025 Delivery Options – Q&A's

1. What does this mean to growers?

For deliveries straight to our factories, you can now choose from three delivery options that best suit your post-harvest management practices.

a) This delivery has been fully sorted on farm and will be treated as a standard NIS delivery.

No sorting will be done at the factory prior to testing.

b) This delivery has been fully sorted on farm, but if any Gross Reject NIS is found in NIS lab samples, I require it to be removed before the lab sample is cracked.

The removed Gross Reject NIS weight will proportionally reduce the delivered weight. The kernel in the removed Gross Reject NIS is not used in the kernel recovery calculations.

c) This delivery has been primary sorted on farm and requires assessment at receivals for Foreign Material, Trash, Nut in Husk and Gross Reject NIS.

The delivery sample will be sorted at receivals to remove Foreign Materials, Trash, Gross Rejects and Nut In Husk. Any Foreign Materials, Trash, Gross Rejects and Nut In Husk removed will proportionally reduce the delivered weight.

Definitions of gross rejects, foreign materials, trash, gross rejects, and nuts in the husk and maximum allowable levels are in the following table.

Bundaberg

170 Rosedale Road, Bundaberg
Queensland 4670 Australia
+61 7 4155 9377

Lismore

2 Cowlong Road, Lindendale
New South Wales 2480 Australia
+61 2 6624 3900

Category	Definition	Maximum Allowable Levels
Foreign Materials	Materials that do not grow on the macadamia tree or are not naturally found on the orchard floor: 2 categories 1. Significant food safety hazards e.g. rat baits or known allergens including grains and other nuts	Significant food safety hazards: nil allowed
	2. Other Foreign Materials e.g. irrigation fittings, harvester wheel fingers	Other Foreign Materials: 1 piece/tonne
Trash	Leaf	1% by area
	Stick	5 pieces/tonne
	Rock	5 pieces/tonne
Gross Rejects	This includes black nuts, loose shell, loose kernel, rodent or bird damaged nuts, nuts exhibiting mould on shell and seedling nuts.	2% by weight
Nut in Husk	NIS that is encased in husk	1% by count

2. How will this impact product quality?

Sound Kernel volume produced on any farm cannot be increased after harvest. Through sorting, the ratio of Sound Kernel to Unsound Kernel can be changed but this does not increase the quantity of Sound Kernel available, it simply changes the percentages.

Removing Gross Reject NIS is a reliable way of increasing Sound Kernel percentages in a delivery but over-sorting on farm can lead to the loss of a lot of Sound Kernel, resulting in reduction in the kernel and NIS volume delivered and farm returns.

We encourage all growers to optimise their pest and disease management and tree health and harvest frequently to minimise kernel deterioration. It is these critical farm practices that maximise your crop size and the quantity of Sound Kernel that you produce.

Over-sorting on farm can reduce the amount of sound kernel delivered and also negatively affect kernel quality. At harvest NIS typically has a high moisture content making the kernel susceptible to biochemical changes that can result in internal discolouration and the early stages of rancidity. This reduces shelf life and delivers a poor consumer experience.

Reducing the time between harvest and delivery significantly improves product shelf life. While our factory can remove unsound kernel, we can't remove rancid kernel that appears visually fine.

3. How will this system benefit the growers?

This system will benefit you by:

- reducing repeated sorting to remove NIS exhibiting external defects and the need for extended on-farm storage
- minimising on-farm sorting costs and freeing up more time for crop management and harvesting
- maximising the volume of kernel you deliver to Marquis
- improving crop returns by minimising losses from over-sorting or quality decline during storage
- offering flexible delivery options, which can be changed for future deliveries but is fixed once delivered.

4. How will the new system work?

It's about choice. For each individual delivery you choose which option will be applied when you complete each Grower Delivery Report. You won't be locked into the same choice for the whole season. You choose how you would like each delivery handled on a case-by-case basis.

All deliveries are required to meet the Minimum NIS Delivery Specifications in the [2025 Marquis Macadamias Terms and Conditions](#). While these delivery specifications are slightly tougher for deliveries to Lismore than in 2024, analysis of deliveries to Lismore for the 2024 season shows that the vast majority of deliveries easily met these new specifications.

5. What changes are being made at the factory?

As technology has improved, new colour sorters have been installed in both factories to remove Foreign Materials, Trash, Gross Rejects and Nut In Husk prior to cracking.

The investment in this technology at both factories aims to maximise grower returns. This approach reduces on-farm capital investment, labour costs, increases kernel yields by minimising sorting losses, and improves kernel purchase volume.

6. Where is this option available?

This service will only be available for deliveries made directly to the Marquis Macadamia Factories. Contract de-husking facilities will remain the same as previous seasons.

7. How is Gross Reject NIS defined?

This only includes Gross Reject NIS including Black NIS, Rodent and Bird Damaged NIS, and Germinated NIS with protruding kernel. This does not include nubbins which are small NIS with undeveloped kernel.

Deliveries must comply with the Delivery Specification in the MM Terms and Conditions.

8. How will the system work and is it fair?

There is no perfect 'one-size-fits-all' solution, but we believe this strikes a balance with a payment system that rewards quality through bonuses for low percentages of unsound kernel and penalises deliveries with high percentages of unsound kernel.

Growers delivering to either of our factories have three options to select which system works best for your individual circumstances. You are not locked into a single delivery option and can change your option if seasonal factors and individual circumstances change. We believe the flexibility offered will help all growers.

9. Will the Grower forms change?

Our grower forms have had major updates for 2025.

The Grower Delivery Report now requires you to choose one of the three delivery options, described in this letter, that best suit your post-harvest management practices. Please contact Grower Services before you complete the form if you have any questions about the options.

The Pre-season and Self-audit forms are now combined into a single, shorter Pre-season Self-audit form. Freshcare-accredited growers only need to complete the first section of the form.

These forms must be submitted before any deliveries are made and payments will not be processed without it.