



BREAKING DOWN BARRIERS IS HARD WORK

**GROWTH IS  
NEVER BY  
CHANCE; IT IS  
THE RESULT  
OF FORCES  
WORKING  
TOGETHER**

WORKING TOGETHER:



# FARMSPEC AND JEBAGRO



**CULTIVATING TRUST WITH AGRICULTURAL CLIENTS ACROSS THE NATION,  
NURTURING SECURE AND PROSPEROUS SUPPLY CHAINS.**

As an experienced agricultural business spanning over 30 years, we prioritize the needs of our clients, ensuring the right resources reach their destination, every time.

Our commitment to quality and service translates into tangible benefits, such as when we assisted our clients during the 2023 season when Blenders ran out of stock, saving them from major losses.

We offer peace of mind to every client. Plan your needs with us now and experience the trust that comes by working with FarmSPEC and Jebagro!

**WHO PACKED YOUR PARACHUTE?**

# LEAP OF FAITH



**It takes both optimism and courage to see beyond the immediate crisis facing the world at present. To hold true to an organization's purpose we take a long-term view in supporting our clients through these overwhelming challenges.**

**Leaders who can truly demonstrate their ability to adapt will emerge stronger, more trusted and more valued. Expectations of business are broadening – and we ask that you remember who treated you well in your time of need.**

**Keeping purpose front and centre Farmspec has joined hands with Jebagro, a supply chain management company and supplier of agricultural products, that operates their business portfolio with the same high standards and integrity that we do.**

**Jebagro will be managing our full supply chain – from the procurement of agricultural raw materials to our financial portfolio and invoicing process.**

**Our reason for this, is that we realised that value extends across profit to people and our planet. As we begin to build the new normal, we need to ask if we can rebuild it better with you, our client.**

# NEW GROUND



farmSPEC has been appointed as  
Jebagro's selling and distribution agent  
for Sub-Saharan Africa.



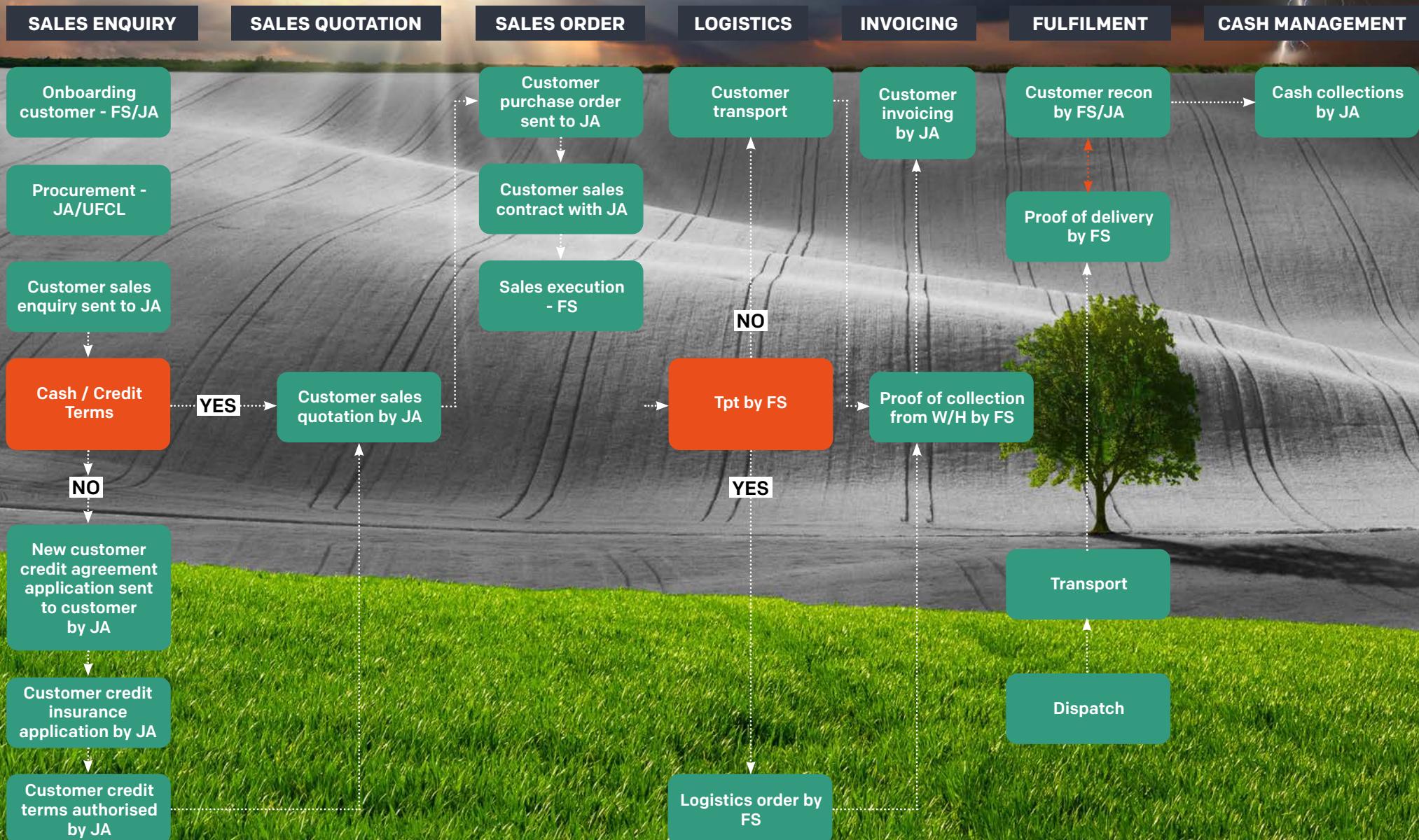
Jebagro will provide farmSPEC's clients  
with credit, manage raw material  
procurement and oversee all aspects  
of our supply chain and financial  
portfolios.

# CHANGE AND GROWTH

## READ CAREFULLY, THE NEW WAY OF WORKING WILL BE AS FOLLOWS: -

1. You, our FarmSPEC customer opens an account with our financing and procurement partner, Jebagro. This enables you to pre-order your product requirements and only pay later i.e. by securing your order upfront you pay cash upon collection or on extended payment terms ranging between 90 – 300 days from delivery. The lead time for this account opening process is 4 – 6 weeks as it involves a credit insurance application and a credit approval.
2. Once this account opening process is complete, you automatically become “Deal Fit” and your requirements are dealt with immediately. Supply of product becomes smart, planned and controlled.
3. Jebagro will receive all enquiries and requests for quotes from you, either directly or through farmSPEC and provide the necessary quotations for these requests to you timeously.
4. You, our customer on approval of our quote to you sends your purchase order to Jebagro and concludes the sales contract with Jebagro.
5. Once the product arrives at the port, farmSPEC executes on the logistics and assists you with the delivery of the product to your destination.
6. On collection of the product by you, Jebagro will invoice your company directly.
7. You, our customer will pay Jebagro.

# UNITY IS STRENGTH





# 5 ESSENTIAL TERMS THAT CHANGE THE WAY WE DO THINGS TOGETHER!

1

The order confirmation will reflect JEBAGRO and Farmspec's T's & C's together with a complete breakdown of your order.

2

All prices and lead times on your orders are quoted CIF, DAP or ex works.

3

Goods can only be returned once authorised by Farmspec. Goods sent back to Farmspec, will not be accepted without prior written authorisation.

5

Pricing will still be directly negotiated with Farmspec or Jebagro.

4

All credit facilities are subject to Credit Insurance cover and cannot exceed the authorised terms or limit.

The way we do things and Terms

# CONNECTIVITY AND WORKING TOGETHER

## HOW WORKING TOGETHER WITH US WILL ENSURE:

- Competitively priced fertilizers and animal feed products. A rare occurrence in today's markets.
- Product planning to ensure stock availability and timeous deliveries, allowing you to plan your operations more effectively
- Full compliance and registrations of all our fertilizer and animal feed products
- Research and Innovation keeping you abreast of new developments and scientific break throughs
- That jointly we are able to respond rapidly to any underlying problems through service excellence, saving you time and money

**We require your support and adoption of our new procedures with Jebagro in order to make the above a reality.**