
3rd-February-2025

**Federal College of Agricultural Produce Technology (FCAPT)
Kano, Nigeria**

LETTER OF INTENT ON THE COMMERCIALIZATION OF GRAPEFRUIT AND ITS PRODUCTS

1. Introduction

This Letter of Intent (LOI) sets out the mutual interest and preliminary understanding between the **Federal College of Agricultural Produce Technology, Kano (FCAPT)** and **HUM-FUK GLOBAL ENTERPRISE COMPANY** to collaborate on the commercialization of grapefruit and its derived products. Both parties recognize the economic, nutritional, and industrial potential of grapefruit and aim to establish a public-private partnership model that promotes value addition, market access, and sustainable agricultural enterprise.

2. Objectives of the Collaboration

the key objectives of this intended partnership are:

- i. To develop and optimize post-harvest technologies for grapefruit processing.
- ii. To produce high-value grapefruit-based products (e.g., juices, concentrates, essential oils, dietary supplements).
- iii. To enhance technical skills and entrepreneurship among students, staff, and local farmers.
- iv. To create market linkages and promote commercial opportunities locally and internationally.

3. Proposed Roles and Responsibilities

FCAPT shall:

- i. Provide technical expertise, research support, and laboratory facilities for product development and quality testing.
- ii. Facilitate training programs and capacity-building initiatives for HUM-FUK staff and out-growers.
- iii. Coordinate grapefruit supply chain development through its extension network.

HUM-FUK GLOBAL ENTERPRISE COMPANY shall:

- i. Provide investment, equipment, and operational infrastructure for large-scale processing and packaging.
- ii. Develop marketing strategies and distribution channels for grapefruit products.
- iii. Support the commercialization plan with business development resources and market intelligence.

4. Next Steps

Both parties agree to:

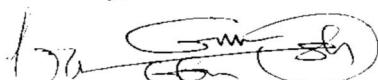
- i. Form a joint technical committee within two weeks of signing this LOI.
- ii. Conduct a feasibility study and market analysis within one month.
- iii. Negotiate and finalize a detailed Memorandum of Understanding (MoU) within 60 days, specifying financial commitments, intellectual property rights, and governance structures.

5. Confidentiality & Good Faith

This LOI is non-binding, except for the confidentiality and good faith negotiation clauses. Any proprietary information exchanged shall remain confidential.

We look forward to a fruitful partnership that harnesses the strengths of academia and industry for sustainable agricultural development.

Sincerely,



Dr. Bashir Barau
Deputy Provost
Federal College of Agricultural Produce Technology, Kano



Adamu .M. Bello
Managing Director/CEO
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