



**Dairy Farmers Milk Co-operative**  
PO Box 72  
Lidcombe NSW 1825  
Tel: 02 8732 5206  
Fax: 02 8732 5055  
**ARBN: 108 690 384**

As at 7 June 2016

Dear Prospective Member,

### **EXPRESSION OF INTEREST TO SUPPLY**

Thank you for considering Dairy Farmers Milk Co-operative (DFMC) as your partner in quality raw milk supply. We know it's a big decision to make, choosing a dairy supply company that meets your needs, and we hope that the information contained within these pages helps you with that decision.

#### **Looking for a dairy supply company with a difference?**

As a dairy farmer, you're proud of the quality raw milk you produce. It's important to you to get a competitive price for your milk and to have the option to grow your supply. DFMC offers you guaranteed milk off-take for all your milk and the pricing flexibility you need, so that you can plan for your future.

#### **Farmer-owned, farmer-run**

DFMC is farmer-owned and farmer-run. Born out of the 100-year-old legacy of Dairy Farmers, we are a true farmer co-operative that works to maximise the value of the quality raw milk produced by our farmers.

#### **Returning competitive prices at the farmgate**

Our dedicated staff and our democratically-elected Board Members work hard to secure competitive milk pricing and commercial terms at the farmgate. As a member, you share in the dividends, and have a real seat at the table.

#### **Guaranteed milk off-take for all your milk**

We have an exclusive long-term agreement with one of the biggest dairy players in Australia – Lion Dairy & Drinks – and our raw milk goes into Lion's dairy products. This guarantees milk off-take for all your milk for the length of your contract.

#### **What we offer**

- Long-term, secure milk contracts
- Guaranteed milk off-take for all your milk for the term of the contract
- Premium paid on 3 and 5 year contracts
- Financial loans to farmers in drought and disaster-declared areas
- Support for farmers to grow their dairy businesses in each region
- Country show sponsorship and support
- Marketing and communication activities to support the co-operative
- Policies that reflect best farm practice and animal health and welfare



**“Our core purpose is to look after our farmers by providing value and security.”**  
**– Duncan McInnes, DFMC Chairman**

We’re looking for farmers in your area now. Join DFMC to take advantage of the bargaining power of a farmer-owned and farmer-run co-operative, and gain access to our guaranteed milk off-take and pricing flexibility.

For an obligation-free income estimate of your business, fill out the attached form and return it to **Tony Burnett** or **Andrew Cleland**, our Regional Managers, and start securing your future today.

<b>Tony Burnett</b> , Regional Manager – Northern (Far North Queensland, South East Queensland and New South Wales)	0428 632 148	tony.burnett@dfmc.org.au
<b>Andrew Cleland</b> , Regional Manager – Southern (Victoria, Riverina and South Australia)	0419 711 663	andrew.cleland@dfmc.org.au

Yours sincerely on behalf of the DFMC Board

Duncan McInnes  
Chairman

## EXPRESSION OF INTEREST TO SUPPLY FORM

## BUSINESS INFORMATION

Supplier Name/s: \_\_\_\_\_

Trading Name: \_\_\_\_\_ ABN: \_\_\_\_\_

Contact Person/s: \_\_\_\_\_

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

City/Town \_\_\_\_\_ State \_\_\_\_\_ Postcode \_\_\_\_\_

Dairy address (if different): \_\_\_\_\_

City/Town \_\_\_\_\_ State \_\_\_\_\_ Postcode \_\_\_\_\_

Phone: ( ) \_\_\_\_\_ Mobile: \_\_\_\_\_

Fax: ( ) \_\_\_\_\_

Email: \_\_\_\_\_

## PRODUCTION DETAILS

Please attach the following information:

- 2015/16 Monthly Milk Production Figures (Vol, Fat, Pro – see over page)  
 2015/16 Monthly Somatic Cell Counts

## PLEASE RETURN TO

» NORTHERN – FNQ, SEQ, NSW  
Tony Burnett  
Northern Regional Manager  
PO Box 135  
Aberdeen NSW 2336  
E [tony.burnett@dfmc.org.au](mailto:tony.burnett@dfmc.org.au)  
M 0428 632 148

» SOUTHERN – VIC, RIVERINA, SA  
Andrew Cleland  
Southern Regional Manager  
Level 4, 737 Bourke St  
Docklands VIC 3008  
E [Andrew.cleland@dfmc.org.au](mailto:Andrew.cleland@dfmc.org.au)  
M 0419 711 663

**MONTHLY MILK PRODUCTION FIGURES**

<b>MONTH</b>	<b>ESTIMATED VOLUME LITRES</b>	<b>BUTTERFAT %</b>	<b>PROTEIN %</b>
<b>July</b>			
<b>August</b>			
<b>September</b>			
<b>October</b>			
<b>November</b>			
<b>December</b>			
<b>January</b>			
<b>February</b>			
<b>March</b>			
<b>April</b>			
<b>May</b>			
<b>June</b>			