Dear [name]

Australian Dairy Farmers Ltd application for revocation of authorisation A90966 and substitution of new authorisation A91263 – interested party consultation

The Australian Competition and Consumer Commission (the ACCC) is currently conducting a consultation process in relation to the above mentioned application received from Australian Dairy Farmers Ltd (ADF) on 8 March 2011.

The purpose of this letter is to invite you, as a potentially interested party, to comment on the issues raised in this letter and the ADF’s application.

Application for ‘re-authorisation’

Attached is a summary of the authorisation process, including how to make a submission to the ACCC.

The Australian Dairy Farmers Ltd have lodged an application for re-authorisation to continue to collectively bargain about the terms and conditions of supply contracts between dairy farmers and dairy processors.

The ADF’s collective bargaining arrangements have been authorised since 2002. The current authorisation is due to expire on 30 June 2011.

The ADF is seeking to continue the arrangements as currently authorised, including the conditions imposed by the ACCC in granting authorisation. In broad terms, the conditions require the collective bargaining groups to be formed according to a “shared community interest” where they each have a reasonable expectation of supplying the same plant of a dairy processor and are within the economic delivery zone.

A full copy of the application for ‘reauthorisation’ is available from the ACCC’s website www.accc.gov.au/AuthorisationsRegister. Alternatively, you can contact the ACCC to obtain a hard copy of the application.

Request for submissions

The ACCC invites you to make a submission on the likely public benefits and effect on competition, or any other public detriment, from the collective bargaining arrangements. In
addition, the ACCC invites you to provide comments on your experience with the collective bargaining arrangements during the term of the existing authorisation.

If you intend to provide a submission in relation to ADF’s application for re-authorisation, please do so by 8 April 2011. Alternatively, if you would like to provide comments orally, please contact Erin Donohue on (02) 6243 1291 to organise a suitable time.

Submissions, including oral submissions, will be placed on the ACCC’s public register subject to any request for exclusion (guidelines are attached).

**Timetable**

The ACCC will progress its assessment of the application in a timely manner. An indicative timetable is set out below for your information.

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
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<tr>
<td>8 March 2011</td>
<td>Lodgement of application and supporting submission</td>
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<tr>
<td>11 March 2011</td>
<td>Public consultation process begins</td>
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<tr>
<td>8 April 2011</td>
<td>Closing date for submissions from interested parties</td>
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<tr>
<td>22 April 2011</td>
<td>Applicant responds to issues raised in the public consultation process</td>
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<tr>
<td>June 2011</td>
<td>Draft determination</td>
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<td>June – July 2011</td>
<td>Public consultation on draft determination including any conference if called</td>
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<td>August 2011</td>
<td>Final determination</td>
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Please advise if you do not wish to make a submission at this time, but would like to be informed of the progress of the application at the draft and final determination stages. If you are able to please provide a nominated contact email address for future correspondence.

You can also forward this letter to any other party who may wish to make a submission to the ACCC regarding the application.

This letter has been placed on the ACCC’s public register. If you wish to discuss any aspect of this matter, please do not hesitate to contact Erin Donohue on (02) 6243 1291 or via email at erin.donohue@accc.gov.au.

Yours sincerely

Dr Richard Chadwick
General Manager
Adjudication Branch
**Australian Dairy Farmers Ltd application for revocation and substitution**  
**A91263**

**Initial Consultation – 11 March 2011**

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46. Southern CBG
47. Sunmilk CBG
48. Sustainable Dairy Alliance
49. Tasmanian Suppliers CBG
50. Upper Murray Quality Milk
51. WA CBG
52. Central West CBG
53. East Coast Milk Producers CBG
54. A2 DAIRY PRODUCTS AUSTRALIA PTY LTD
55. ABC Cheese Factory Pty Ltd
56. Alba Cheese Manufacturing Pty Ltd
57. Athena Cheeses
58. Attiki Pty Ltd
59. Auyuan Pty Ltd
60. Avanti Cheese Pty Ltd
61. Avon Valley Dairy
62. Ballantyne Foods Pty Ltd
63. Bar Italia
64. Bega Co-operative Society Ltd
65. Brancourts Pty Ltd
66. Bulla Dairy Foods Pty Ltd
67. Burnett Valley Ltd
68. Caffe e Gelato Milany
69. Cargill Japan Ltd
70. Casa Dairy Products Pty Ltd
71. Cerebos Foods
72. Challenge Dairy Co-operative Ltd
73. Challenge Dairy Co-operative Ltd
74. Charella Farmstead Goat Cheese Pty Ltd
75. CHR Hansen Pty Ltd
76. Chhtaura Dairy Products Pty Ltd
77. Contract Beverage Packers of Aust Pty Ltd
78. Coolabine Farmstead Goat Cheeses
79. Country Valley Pty Ltd
80. Dairy Futures CRC
81. Delico Food Products
82. Everest Ice Cream
83. Exquisine Pty Ltd
84. Floridia Cheese Pty Ltd
85. Fonterra Australia / New Zealand
86. Gelato Mania
87. Glace Ice Cream & Sorbet
88. Gourmet Ice Cream Products
89. Green Valley Dairy Corp Pty Ltd
90. Gympie Farm Cheese
91. Harvey Cheese
92. Harvey Fresh Ltd
93. Hastings Co-operative Ltd
94. Inspire Foods
95. Jalna Dairy Foods Pty Ltd
96. Jaycroix Cheese Pty Ltd
97. Jersey Fresh
98. Kervella Cheese
99. Kraft Foods Ltd
100. Le Cremaria
101. Leaning Oak Winery & Dairy
102. Lemnos Food Pty Ltd
103. LiveCorp Ltd
104. Longwarry Food Park
105. Menora Foods Pty Ltd
106. Meredith Dairy
107. MG Nutritional
108. Mr Pisa Pty Ltd
109. Murray Goulburn Co-Operative
110. Nanjing Dairy (Group) Corporation Pty Ltd
111. National Foods Limited
112. Native Valley Farmgate Produce
113. Nestle Chilled Dairy
114. Norco Co-operative Limited
115. Normandie Foods
116. Olympus Cheese Pty Ltd
117. Paesanella Cheese Company
118. Parmalat Australia
119. Poseidon Tarama Pty Ltd
120. Premium Dairy Cheese Pty Ltd
121. Pure Gelato Enterprises Pty Ltd
122. Ravenhill Dairy
123. Richmond Dairies Pty Ltd
124. Ricketts Point Fine Foods Pty Ltd
125. Riverina Cheese Pty Ltd
126. Serendipity Ice Cream
127. Signature Desserts
128. Simmos Ice Creamery
129. Snow Brand Australia Pty Ltd NSW
130. Snow Brand Australia Pty Ltd NSW
131. Snowy Mountains Organic Dairy Products Pty Ltd
132. Sticky Fingers Ice Cream Cafe
133. Subtropical Dairy
134. Takanashi Milk Oceania Pty Ltd
135. Tamar Valley Dairy
136. Tannos Fine Ice Cream
137. Tarago River Cheese Co. Pty Ltd
138. Tasmanian Gourmet Cheese
139. Tatura Milk Industries Ltd - AUST
140. The Barossa Valley Cheese Company
141. The Belgian Chocolate Mouse Company
142. The Daily Scoop
143. The Junction Icecreamery
144. Timboon Fine Ice Cream
145. Trampoline Gelato
146. Unilever Australia
147. United Dairy Power
148. Valmonte Pty Ltd Australia
149. Warroonga Dairy Goat Farm
150. Warrnambool Cheese & Butter Factory Co Ltd
151. Willowbrae Chevre Cheese
152. Yakult Australia Pty Ltd