

Norco Co-operative Limited

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**Senate Portfolio Committee No.5 – Industry and
Transport**

**Inquiry into the sustainability of the dairy industry in
New South Wales**

**Response to Questions on Notice taken during the
hearing**

28 November 2018

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28 November 2018

Upper House Committees
Legislative Council
Parliament of New South Wales
Macquarie Street
SYDNEY NSW 2000

By e-mail: portfoliocommittee5@parliament.nsw.gov.au

Dear Senators,

Norco Co-operative Limited has been asked to respond to a Question on Notice taken during the recent hearing relating to the inquiry into the sustainability of the dairy industry in New South Wales. The Question on Notice commences on page 26 of the transcript and was highlighted in yellow and is reproduced below:

The Hon. WES FANG: *They are fascinating insights. Thank you very much for coming today. You said that 37 per cent or 38 per cent of your product goes to Coles and that is both the generic and Norco-branded milk?*

Mr McNAMARA: *Yes.*

The Hon. WES FANG: *If it is commercial in confidence I understand, but would you have it as private label production from Norco? I know you had Aldi before. Is it a 80:20 split or 10:90?*

Mr McNAMARA: *With Coles?*

The Hon. WES FANG: *In general, with whatever private label you may produce. I know you have dropped Aldi now. What percentage would you have done private label versus your Norco-branded milk?*

Mr McNAMARA: *Before October we were doing probably close to 30 per cent of private label but now it has probably dropped back under 30 per cent. We could probably get you those statistics, if you were looking for them.*

The Hon. WES FANG: *If you could take that on notice, that would be wonderful.*

Response

Of the total litres of packaged milk products manufactured by Norco Co-operative Limited per annum, approximately 39.96 percent is sold to Coles. Of the total litres of packaged milk products sold to Coles, approximately 87.36 percent is Coles private label milk and 12.64 percent is Norco branded milk.

In relation to the total litres of all private label milk manufactured versus Norco branded production, 50.62 percent is private label and 49.38 percent is Norco branded milk. Following the cessation of Norco supplying the Aldi contract in late October 2018 the split of all private label milk manufactured versus Norco branded production is now 43.40% private label versus 56.60% Norco branded milk.

Yours sincerely,

NORCO CO-OPERATIVE LIMITED

A handwritten signature in black ink that reads "M. W. Myers." The signature is written in a cursive style with a large, looped 'M' and 'Y'.

MARK MYERS

Co-operative Secretary