



SADA UPDATE



2 June 2020

Opening Dairy Prices Announced

In accordance with the Dairy Industry Code of Conduct nearly all processors whose turnover is more than \$10 million per year have now had to announce their opening prices. Those prices and comments are listed in the table below.

It is important to note that some of the prices, particularly the prices relating to Protein are expressed by different processors in different ways. To understand them you must visit the website and read the contract which is being offered. There are also multiple prices offered for different geographic locations, exclusivity arrangements and different types of milk e.g. organic or A2. However, as a farmer you can now visit the websites and compare whose offering what.

Processor	2020/2021	Comment
Beston	\$7.20	Contract on Webpage https://bestonglobalfoods.com.au/partner-with-us/suppliers/
Union Dairy Company	\$6.40	Contract on application https://lactalis.com.au/milk-supply-agreements/
Lactalis	\$7.18	This is average price over 12 months for exclusive supply
Lion	\$7.50 (protein)	Read this price with caution. Lion have a monthly supply matrix see page 33 of their contract. Go to: https://dairysuppliers.lionco.com/dairycodecontracts/ they have a range of exclusive and non-exclusive contracts for different geographic locations.
Fonterra	\$6.06	Go to: https://www.aufarmsource.com.au/pricing
Burra	\$6.40ish	Read this price with caution. Burra maintains a complex pricing monthly matrix. See Attachment 1 of their various contracts. Go to: http://www.burrafoods.com.au/farm-milk-partners/milk-supply-agreements
Fleurieu Milk Co. La Casa Del Formaggio. Paris Creek		No price or contract available on website at time of publication.
Saputo	\$7.66	Read this price with caution. Saputo offers a number of contracts in different geographical locations. These then have tables in clause 5 which offer different prices at different times of the year. Go to https://www.saputodairyaustralia.com.au/en/milk-supply-agreements for more info.

If you have any questions, please contact SADA on 8293 2399.