Fonterra

Dairy for life

2014 GLOBAL VENDOR AWARDS & CONFERENCE

CONGRATULATIONS

to both our finalists and winners of the Global Vendor Awards this year. We were overwhelmed by the number and the calibre of the entries in every category. All of our finalists and winners showcased the valuable relationships we have with our vendors, which we hope to see further develop and grow over the next 12 months and beyond.

The Fonterra Global Vendor Awards provide a platform to recognise vendor performance excellence and key relationships.

SUPREME VENDOR AWARD 2014

FROM LEFT:
DENNIS GLENN Account Manager (Tetra Pak)
STACY ANTON Marketing Manager (Tetra Pak)
ZELLIKA TURIC CSR (Tetra Pak)
CHARLES VORRATH Operational Marketing Director (Tetra Pak)
THEO SPIERINGS Chief Executive Officer (Fonterra)
CHRIS MORGAN Senior Director (Tetra Pak)
JOHN MIDDLETON Projects Leader (Tetra Pak)
GREG FAHEY International Key Account Manager (Tetra Pak)
LANCE VERNALL Senior Project Manager (Tetra Pak)

CHRIS MORGAN
Senior Director
(Tetra Pak)

TETRA PAK (NEW ZEALAND) LTD for their outstanding commitment and delivery of a world class facility through Project Rimu. This was done through outstanding customer service and introducing new technology using a comprehensive Quality Plan, enabling on time delivery of all key milestone dates over the course of one year.

HEALTH & SAFETY AWARD

Best safety initiative which enhances health and safety performance at Fonterra.

WINNER OF BEST SAFETY INITIATIVE WHICH ENHANCES HEALTH AND SAFETY PERFORMANCE AT FONTERRA

FROM LEFT:
MAURY LEYLAND
Managing Director People, Culture & Strategy
(Fonterra)

ASHLEY HENDERSON
National Sales Manager
(Advanced Warehouse Solutions)

ADVANCED WAREHOUSE SOLUTIONS

ADVANCED WAREHOUSE SOLUTIONS
for demonstrating a proactive and committed attitude during a challenging project, the design of a reliable and efficient pallet flow racking system.

FINALISTS

spirax sarco

SPIRAX SARCO for the elimination of manual handling and minimizing exposure to hazardous chemicals and airborne bacteria for water treatment chemicals at our Maungaturoto site.

TIES
Taranaki Industrial Electrical Services LTD

TARANAKI INDUSTRIAL ELECTRICAL SERVICES LTD have been the lead contractors in the installation of safety devices in the Whareroa cheese rapid cool room. The safeguard protects the operators from coming into contact with hazards while in the refrigeration blast chiller area.

ORICA

ORICA for their systematic tracking of HSNO certification on bulk chemical storage compounds, reducing the risk of a critical safety failure and operational disruption for Fonterra.

HWC
HAWERA WELDING CONTRACTORS

HAWERA WELDING CONTRACTORS LTD for developing a list of suggestions needed to implement or improve to make working at Fonterra safer by involving all in the process.

INNOVATION AWARD

Excellence in supporting new product development

WINNER OF EXCELLENCE IN SUPORTING NEW PRODUCT DEVELOPMENT FOR DAIRY

FROM LEFT:
ALAN MCMURTY
Business Development Manager
(C learpoint Ltd)

GREG MCCULLOUGH
Group Director Food Safety and Quality
(Fonterra)

clearpoint

CLEARPOINT LTD for designing and building the GDT Global Event Management system (GEMS) which vastly reduces risk for customers and offers a premium service through ease of use, while reducing administration time for the Operations team.

FINALISTS

CHR HANSEN
Improving food & health

CHR HANSEN PTY LTD for supporting Tiptop in effectively matching many of their current range with Natural Colours for the re-launched All Natural Tiptop branded products.

alto

AILTO FOOD PACKAGING, HAMILTON for designing and developing a unique solution for hygienically & securely displaying spot prize details on Fresh n Fruity yoghurt containers for a recent promotional event.

ADVANCED WAREHOUSE SOLUTIONS

ADVANCED WAREHOUSE SOLUTIONS for designing a sweeper/mop system that increases hygiene and efficiency reducing the need for many hours of manual sweeping/ vacuuming.

VALUE CREATION AWARD

Best total cost saving or operational process improvement initiative

WINNER OF BEST TOTAL COST SAVING OR OPERATIONAL PROCESS IMPROVEMENT INITIATIVE

FROM LEFT:
LUKAS PARAVICINI
Chief Financial Officer
(Fonterra)

TIM COOPER
Dairy Market Lead
(Orica)

ORICA for their D-Zolv Alkali cleaner rollout to both Darfield and Edendale sites. D-Zolv has delivered quality, productivity and cost benefits to these sites and has been the beginning of a full national rollout across the NZ operations.

FINALISTS

VIP PACKAGING for assisting and driving an improvement project to ensure steel drums were delivered in an efficient and safe manner to the Edendale site.

EAST ROCK FARM TECHNOLOGIES for their commitment to ventilation innovation to improve air flow for both Cows and Employees in the Fonterra Y3 Farm in China.

LF ASIA IDS MANUFACTURING SENDIRIAN BERHAD developed a successful inventory initiative - Blend-Pack-Ship, to reduce waste and add value for customers in Malaysia.

MEDIACOM for optimising media expenditure to have greatest possible impact on Fonterra sales whilst delivering hard value savings on TV, along with substantial soft value savings within the last year.

CUSTOMER SERVICE AWARD

Outstanding commitment to Customer Service

WINNER OF BEST OUTSTANDING COMMITMENT TO CUSTOMER SERVICE

FROM LEFT:
CHRIS MORGAN
Senior Director
(Tetra Pak)

ROBERT SPURWAY
Managing Director Global Operations
(Fonterra)

TETRA PAK (NEW ZEALAND) LTD customer service facilitated through delivering a project implementation that achieved the Fonterra vision of a world class plant producing high quality, cost effective, Fonterra branded UHT milk.

FINALISTS

REMESYS PTY LTD for partnering with the Fonterra Rewards team to provide an online remuneration tool- REMplus and working tirelessly to deliver a solution that met and even surpassed expectations.

OMYA NEW ZEALAND LTD for maintaining excellent communications with sites to successfully supply products with unplanned demand even though they were not the incumbent supplier, thereby ensuring Fonterra did not experience production downtime.

PULLMAN AUCKLAND HOTEL (Accor Group) for their commitment and dedication to elevating the customer experience and creating an environment that feels like a home away from home, thereby capturing the hearts of their Fonterra guests.

TETRA PAK (THAILAND) LTD for successfully responding to a large number of rush packaging change orders resulting from branding changes by Fonterra and their co-packers.

SUSTAINABILITY AWARD

Best sustainability initiative

WINNER OF BEST SUSTAINABILITY INITIATIVE

FROM LEFT:
LEAH DAVEY
Business Manager Process Cleaning Technologies (Orica)

KERRY UNDERHILL
Group Director Communications (Fonterra)

ORICA for their national "Exceed" Membrane Cleaner rollout which has delivered improved biodegradability and reduction of total chemicals entering the environment. This has also resulted in improved membrane plant efficiencies and reduced total cost of ownership.

FINALISTS

DOMINION SALT LTD for the installation of a wind turbine to supplement existing power supply to their Lake Grassmere plant. This turbine now supplies around 70% of their electricity needs with renewable, environmentally friendly energy.

NALCO (an Ecolab company) for their improvements to the waste water DAF plant at the Spreyton site. Implementing what is considered to be industry best practice, Nalco were able to significantly reduce chemical use and environmental outputs which can be further leveraged to other Fonterra sites, helping Fonterra to deliver on its sustainability goals.

ACCOR HOTELS NZ for commitment to pioneering a sustainability programme that is not only reflected in their hotels but also in influencing their staff and customers to become ambassadors for the planet by giving back to the communities they are part of.

AITKEN SPENCE PRINTING & PACKAGING LTD SRI LANKA for implementing holistic strategies encompassing people, facilities, processes and products which enables them to be the number one green printer for Fonterra .

DIFOTIS SERVICE AWARD

Best Delivery In Full On Time In Spec (DIFOTIS)

WINNER OF BEST DIFOTIS - LESS THAN 5 SITES

FROM LEFT:
LISA PILLING
Sales & Marketing Director
(Admark Visual Imaging LTD)

ANDREA GREGORY
Director Group Procurement
(Fonterra)

Admark VISUAL IMAGING LTD

ADMARK VISUAL IMAGING LTD

Award for consistent delivery performance throughout the 2013-2014 Season.

WINNER OF BEST DIFOTIS - MORE THAN 5 SITES

FROM LEFT:
PAUL EVANS
Managing Director
(Interchem)

ANDREA GREGORY
Director Group Procurement
(Fonterra)

Interchem

INTERCHEM AGENCIES LIMITED

Award for consistent delivery performance throughout the 2013-2014 Season.

THE EXTRA MILE AWARD

The best extra mile service

WINNER OF THE BEST EXTRA MILE SERVICE

FROM LEFT:
DEANE BARNES General Manager (Vacupack)
MARK LESLIE Acting Director Logistics Network (Fonterra)
ASAF WEIS Development Manager (Vacupack)

vacupack™

VACUPACK LIMITED for responding overnight when our existing vendor went into liquidation, and successfully providing several newly developed packaging materials ahead of time, on budget and of superior quality.

FINALISTS

Dominion Salt Limited

DOMINION SALT LTD for taking exceptional steps to ensure continuity of supply to Fonterra despite substantial damage being caused to their Lake Grassmere site by the 6.6 magnitude Seddon earthquake on 16 August 2013.

HWC HAWERA WELDING CONTRACTORS

HAWERA WELDING CONTRACTORS LTD repaired a damaged railhead at Whareroa site at very short notice, helping Fonterra keep its delivery commitments to its customers and mitigating any potential financial loss.

Filtercorp INTERNATIONAL LIMITED

FILTERCORP INTERNATIONAL LIMITED replaced 700 Filter bags with a quick 3 day turnaround time after an emergency deluge in the K2 Drier and the associated dust collector at Kauri, to ensure continuity of the drier operation.

Interchem

INTERCHEM AGENCIES LIMITED for stepping in at short notice to supply within 48 hours, 40 tonne of product required by Fonterra not the current contracted vendor. Significant saving to Fonterra in avoided air freight costs.

Rentokil Initial

RENTOKIL INITIAL for their proactive and successful technical approach with pest management solutions for the Te Rapa site.

QUALITY AWARD

Excellence in commitment to quality

WINNER OF THE BEST EXCELLENCE IN COMMITMENT TO QUALITY

FROM LEFT:
GREG FAHEY
International Key Account Manager
(Tetra Pak)

PASCAL DE PETRINI
Managing Director APMEA
(Fonterra)

TETRA PAK (NEW ZEALAND) LTD through Project Rimu, introduced a brand new technology using a comprehensive Quality Plan, enabling on time delivery of all key milestone dates over the course of one year.

FINALISTS

VACUPAK LIMITED for the quality of four new packaging concepts developed by their in house design & tooling department.

ALTO FOOD PACKAGING, HAMILTON for development of a delivery docket system that enabled full traceability of individual items delivered with full batch details.

BGH GROUP LTD not only provide world class food grade hose assemblies for the transfer of milk and milk products but now also provide a world leading hose management system that automatically alerts its customers when a hose assembly is nearing the end of its life cycle.

CARLOS CRAMER PRODUCTOS AROMATICOS S.A.C.I for support in developing a stable "flavour-natural colour" System, to be used in a continuous production line for ready to eat jelly.