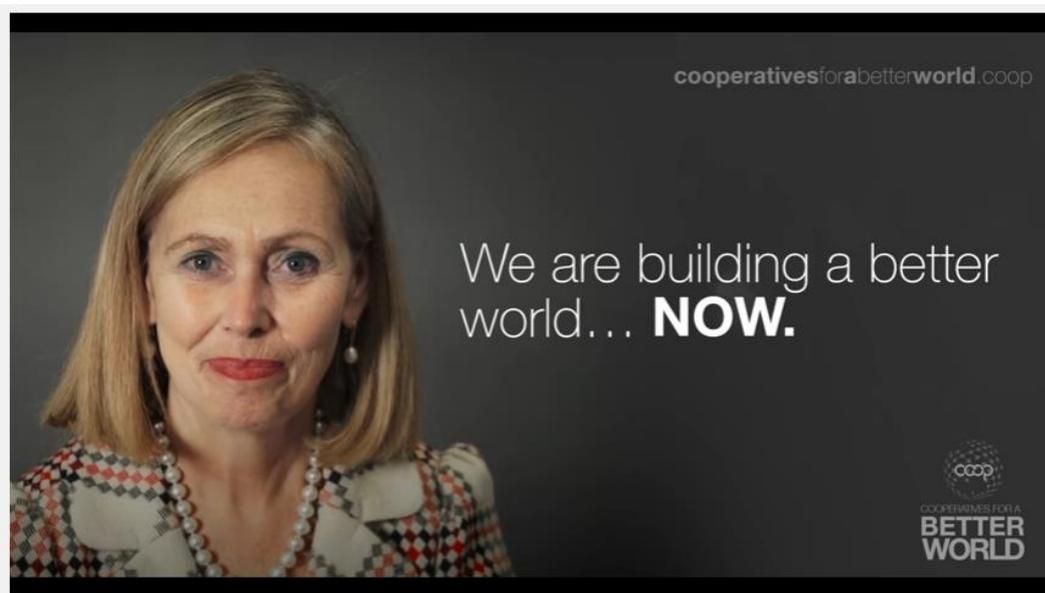




4th November 2016

Co-operatives: building a better world



At the recent International Summit of Co-operatives, nearly 3,000 co-operators from 116 countries gathered in the Canadian city of Québec to discuss how co-operative and mutual businesses around the world can harness their Power to Act even more effectively. Co-operative leaders came together to give voice to the need to work together across sectors and to share success stories with the world.

- Here is the [link](#) to a two-minute video in relation to the Summit, please feel free to share it online and via your social media channels.

Co-operation Among Co-operatives

As I posted recently on our [Cooperative Business NZ LinkedIn](#) page, *“collaboration is ultimately more sustainable than competition”*. There is no doubt that most, if not all, of our [Members](#) would benefit from working more closely with fellow co-operatives.

Thank you to those who have expressed an interest in working more collaboratively with fellow Members, 15 businesses in total to date which I am confident will grow in future as we generate more and more mutually beneficial outcomes.

We have now just begun discussions and planning involving joint supply agreements, sharing of information and resources, shared support services etc.

As part of this I am pleased to announce that one of our Members ([World Travellers](#)) has kindly offered to donate an overseas travel and accommodation package to/from Vanuatu as part of a random draw from among those Cooperative Business NZ Members which start at least one significant joint co-operative initiative before 31st March 2017.



The details are as follows:

- 1. Travel destination:** Vanuatu
- 2. Value of the travel package:** \$3,000
- 3. Period in which travel must be taken:** 1st May - 31st Dec 2017
- 4. Winner to be decided by:** Random draw conducted by Christine Burr, Cooperative Business NZ Director, overseen by Craig Presland.
- 5. Eligible entries and qualifying period:** One or more valid and clearly measurable joint co-operative initiative(s) from 1st Nov 2016 to 31st March 2017, each initiative to be agreed by our judges and qualifying as a separate entry, and to result in a mutual benefit of at least \$5,000 pa.
- 6. “Co-operative initiatives” will be defined by one or more of the following options:**
 - i. Purchase of specific products and/or services from other co-ops at mutually beneficial terms and conditions;
 - ii. Selling of specific products and/or services to other co-ops at mutually beneficial terms and conditions;
 - iii. Sharing of information so that duplication is avoided, efficiencies improve, costs are reduced and market size/share increases;
 - iv. Sharing of resources to complement respective peak and low season volumes, avoiding duplication and lower costs;
 - v. Combining overall purchasing requirements with another Member(s) leveraging on increased volumes and lowering costs;
 - vi. Establishing a shared support services function with another Member(s) so that duplication is avoided, administration costs reduce and services improve.

7. Mutual benefits shared between two or more co-ops will need to be clearly demonstrated and easily proven.
8. Details of each initiative to be posted on our website (*with the permission of the respective parties*).
9. Cooperative Business NZ to help facilitate joint agreements.
10. All Cooperative Business NZ Full Members are eligible to take part in this initiative.

REGISTER NOW!

If you would like to register your interest in co-operating amongst co-operatives, as defined above, please email me now. We have created a new page on our website titled: [Co-op Amongst Co-ops](#), this listing all the products and services provided by our current Members along with details of which Members wish to collaborate and in which areas, that is *i. to vi.* above.

A key role of Cooperative Business NZ will be to encourage and facilitate such collaboration so that mutual benefits are gained and value is provided to our Members. In future, I plan to post success stories of our collaborative efforts that will be accessible to our Members only on our website.

Membership update

I'm delighted to announce that Foodstuffs North Island and FloorNZ have joined Cooperative Business NZ as Full Members.



Proudly 100% New Zealand-owned and operated, Foodstuffs has been an enduring Kiwi success story ever since innovative Auckland grocers first put down co-operative roots in the ever-growing city back in 1922. [READ MORE HERE](#)



FloorNZ is the trading name of the New Zealand Flooring Training Organisation, a more recently established co-op which supports this country's flooring retailers, wholesalers and installers. [READ MORE HERE](#)

In addition, nationwide retail franchise **Super Liquor** and Christchurch-based start-up **Free Range Co-operative NZ** have become Provisional Members, while **Baycorp** becomes the first company in our newly established Corporate Associate Member category.

Kind regards,
Craig Presland