



12th April 2017

PRIZEWINNER ANNOUNCED: \$3,000 travel to Vanuatu!

New collaborative initiatives within the NZ Co-operative Family



Random prize draw winner

Our generous sponsor

As announced in my 4th November 2016 [newsletter](#), Cooperative Business NZ has been encouraging and facilitating collaborative initiatives across our growing Membership. Such initiatives have ranged from formal and informal supply agreements, sharing of information, and lowering of costs through combining supply requirements.

In total 32 new collaborative initiatives, otherwise known as *Co-operation Amongst Co-operatives*, were identified during the period 1st November 2016 to 31st March 2017. We have also encouraged another 29 possible, and in some cases highly likely, future initiatives. For a summary of these please refer to our website under [Co-op Amongst Co-ops](#).

As an extra incentive, World Travellers kindly donated \$3,000 worth of travel to Vanuatu, with all co-operative collaborators eligible to win. Cooperative Business NZ Director Christine Burr presided over the random prize draw earlier this week.

It is my pleasure to announce that [Ruralco](#) (formerly known as Ashburton Trading Society) has won the \$3,000 travel prize. Congratulations!

This specific initiative involved the work that Ruralco has been doing with The Co-operative Bank in lowering electricity costs. Here Ruralco has been combining the electricity requirements of several of our Members and has successfully negotiated lower rates. While The Co-operative Bank has been an active partner and beneficiary of this initiative, Ruralco has led the negotiations.

In addition, Ruralco's CFO Oliver O'Neill has successfully encouraged several Cooperative Business NZ Members to consider the mutual benefits of establishing supply agreements with his organization.

Looking at the bigger picture, New Zealand's co-operatives, mutuals and societies represent around one-fifth of our national economy based on revenue. Together, we employ more than 50,000 people and serve over 1.4 million Kiwis as Members. We're all part of a growing "Co-op Family".

Co-operation Amongst Co-operatives is one of the [7 Rochdale Principles](#) upon which the co-operative movement was formed back in 1844. We can drive greater collaboration across the Family and all win as a result. By increasing the speed and volume of trading, this has the potential to deliver significant value to our Members and to the broader NZ economy. As our Economic Development Minister Simon Bridges acknowledged just last month, our co-operative revenues and value remain within NZ's borders.

After all, given our collective scale and buying power, breadth of industries and the fact that we operate within one of the most co-operative economies in the world (generating one-fifth of GDP) – if we Kiwi co-operators can't collaborate effectively then who can?

Benefits of our Members collaborating effectively include:

- Growing the pie with win / win outcomes (eg. joint supply agreements)
- Leveraging on combined purchasing requirements (sourcing products and services)
- Avoiding duplication (eg. common support services)
- Sharing of information (eg. best practice governance)
- Sharing of resources and facilities.

As part of this initiative, I am pleased to share with you the ways in which our Co-op Members have, and plan to, work together successfully with other Members through this newsletter – and [online](#).

I would like to thank our Members for approving this disclosure, brief as the descriptions may be given the commercial sensitivities, and effectively pioneering this initiative.

If you would like me to help facilitate collaboration between your organisation and one or more of our Members, please let me know. While I will play no part in the commercial decisions that are made, I am able to act as a link between our Members facilitating discussions and encouraging collaboration. This is a key component of the overall value with which we provide our Members.

Finally, a big thank you to Eden Stevenson at World Travellers for donating the \$3,000 travel package and warmest congratulations to Oliver O'Neill and the team at Ruralco!

Regards

Craig Presland

CEO

Cooperative Business New Zealand