



FARM PURCHASE CHECK LIST

DRY FARM CONVERSION

A new farm or a farm not currently supplying Fonterra

When working on a Dry Farm Conversion it is important that you make contact with your local Business Development Manager (BDM) to ensure a smooth transition into the Co-op.

Forms:

The Business Development manager (BDM) will work with you to complete the following forms which are required well before the first milk collection.

- Ao1 – Application to Supply, Dry Farm Conversion
- Anti-Money Laundering and Countering Financing of Terrorism Act 2009 identity verification forms

To accompany your Ao1 as a minimum we require the following:

- Farm location map
- Completed PCB report – form available 0800 65 65 68 or BDM
- DDT – Soil Requirements form available 0800 65 65 68 or BDM
- Engineers certificates where appropriate
- A completed farm Dairy assessment by an approved Fonterra assessor before supply commences

In regards to shareholding requirements,

1. A Share-up Over Time application is required for either a 3 Year Transition period or 6 Year Contract. The BDM can provide you with a contract booklet and appropriate forms.

2. Farm Source Trader Application – (Online share broker)

Farmers are encouraged to establish a share trading account at their earliest convenience.

The BDM can provide the appropriate forms.

Other options for purchasing shares include:

- Delegated Compliance Trading - ask the BDM for details
- Invest As You Earn - ask the BDM for details
- External Share Brokers - through ANZ, Craigs Investment Partners, First NZ Capital or Forsyth Barr

Compliance Checks:

The BDM will liaise with the farm owner to conduct a series of compliance checks prior to their first milk collection.

These checks include

- Final sign off from QCONZ/Assure Quality
- Environmental compliance
- Transport/collection