

Staff News

New Appointments

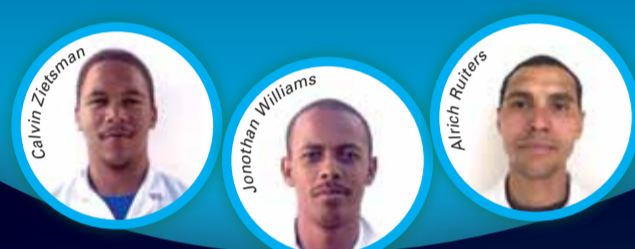


Nomakhaya Ngqongonye	Filler operator	1 Sep 2011
Kholiswa Ngoyiya	Downstream operator	1 Oct 2011
Themba Mzili	Downstream operator	1 Oct 2011
Marinda Botha	Downstream operator	1 Oct 2011
Lori-Anne Botha	Downstream operator	1 Oct 2011
Gerald Savage	Filler operator	1 Oct 2011
Mawethu Daweti	Senior maintenance technician	1 Oct 2011
Vuyiswa Zide	Downstream operator	1 Oct 2011
Mary-Joe Fontein	Downstream operator	1 Oct 2011
Joy Wentzel	Junior warehouse clerk	3 Oct 2011
Petrus Geldenhuys	Junior maintenance technician	1 Nov 2011
Sibongile Williams	HR manager	1 Nov 2011
Noluthando Moyo	General lab cleaner	1 Nov 2011
Kalipa Makunga	General lab cleaner	1 Nov 2011
Siphiso Mjekula	General lab cleaner	1 Nov 2011
Nokuthula Gqola	General lab cleaner	1 Nov 2011
Nonkosi Matsaba	General lab cleaner	1 Nov 2011
Riyaad Potgieter	Shift supervisor	7 Nov 2011

Promotions

Congratulations to:

Calvin Zietsman	Filler operator	1 Sep 2011
Jonathan Williams	Filler operator	1 Sep 2011
Alrich Ruiters	Filler operator	1 Nov 2011



Newest Electrician

Congratulations to Luntun Swarts who successfully completed his final electrician trade test examination on 1 December 2011.

Luntun has been with the company for the past twelve years and was employed as a packer in production in December 1999. From there he rose through the ranks and qualified as a filler operator. In 2001 he moved to the maintenance department and started his journey to become a qualified artisan.

Over the last 10 years he has shown his ability by successfully completing Tetra Pak maintenance courses on the both the filling and downstream equipment, as well as the required N subjects at technical college, to enable him to complete his trade test and qualify as an electrician.

Luntun's achievements are a fine example to all employees that perseverance and hard work leads to great achievements.



Congratulations to Luntun Swarts on passing his final electrical trade test.

L to R: Coenie Landman (operations manager), Luntun Swarts (maintenance electrician), Ignus Bezuidenhout (engineer) and Kevin Stark (GM Operations).

Resignations

Ricardo Laminie	Filler operator	1 Nov 2011
Calvin Jonas	UHT foreman	5 Nov 2011



Woodlands Golf Day

WHY CHOOSE ST FRANCIS LINKS FOR CHARITY?
I'LL GIVE YOU R150,000 IN GOOD REASONS!

WHAT IS THE WINNING FORMULA?

The Woodlands Dairy Charity Golf Day benefitting HOSPICE is without a doubt one of the greatest events on the area golfing calendar. It may be the biggest fund-raising day in the Cape!

We have had the pleasure of hosting the day three years in a row! Each year, the field has been full with a waiting list - the players who participated the year before are the first to sign up for the next and even when Mother Nature has a "mood" and tries to dampen the golfers and their spirits, their spirits remain strong! Those taking part arrived at The Links Golf Estate in St Francis Bay early - many came for breakfast and some enthusiasm before the game. The skies were falling and I called a little "strategy session-reality check" with Carin, the amazing coordinator from Woodlands Dairy. With all of the work that had gone into the day, with nearly all of the guests arriving, food prepped, hand-outs and course snacks bagged and ready, tea and hole sponsors getting in place and everyone looking forward to playing our great links, plan B could only be a last resort. Yet, we had to make a plan.

At 10am, they were off - in a soaking "easterly" that was great for the course - not for the body. Yet, after one of my more compelling pep talks and a strong reminder as to why they were all here - they were off! Two and a half hours later, I called them back in, scoring the event on the seven holes that all groups had completed. Some brave souls carried on! At 2pm, we had a full deck and bar - spirits were still high! The prizes looked great, the funds raised before teeing off already totalled R89,000! We put out food for an army (in addition to the spit braai and other snacks that were offered during play) and we were off to make more money in the auction that accompanied the prizegiving. For an auction to work, you need good items and good supporters. With this day we had both. The initial three items, "dairy for a year", a weekend of golf in Knysna with accommodation at Pezula and a signed jersey from the winning Lions brought in an amazing R23,000! When one guest added a quick R8,000 to round it off at R120,000 (after we handed over the cheque) another auction item came up for bidding - well, you had to be here to see it - let's just say it raised R30,000 more and HOSPICE received R150,000 from a day that featured limited golf, great food, drink and spirit!

See you next year!!!
Jeff (Santa) Clause

To Jeff, his team and everyone involved: Hooray for sportsmanship!

A special thank you to every single person involved in the soaking wet Woodlands Dairy / St Francis Hospice Kougga Golf Day! Jeff Clause and The St Francis Links Team - you are the absolute best! Jeff is so "diplomatic" - he doesn't call it good news or bad news but rather a "reality check".

Golfers - a special thank you to each of you - your sportsmanship and spirit in which you played really was very, very special. Sponsors - thank you for your generous contribution and the ladies' willingness to entertain in the pouring rain. The Woodlands team - you were great as always! Hospice - it is such an honour and humbling experience to work towards this day and to be able to donate the amount of R150,000 towards your cause. You all contributed towards making the day a huge success despite the merciless weather.

Thank you to St Francis Links for offering a free round of golf, including carts to each golfer; this is a wonderful and much appreciated gesture.

Jeff, it seems like we're already sold out for 2012!
Carin du Preez - Organizer



A family business

WOODLANDS

news - nuus

Volume 24 • December 2011

Journey through the Woodlands Dairy world



If you're gonna get busted this Christmas, get busted with First Choice Custard!

CEO's Message

Dear Stakeholders

Christmas is upon us with the promise of great sales performance by all our customer outlets, festive frivolity and wonderful family time. It is also a period to reflect over 2011 - to consider the good with the bad and to count our blessings.

Amongst my blessings I count the positive support from all our farmers, our customers, our suppliers, the shareholders and board, my wonderful EXCO team and staff as being paramount. I am so grateful for all the support given to me and the company over the last year and thank you most sincerely for all your positive contributions.

2011 has been an incredibly busy one for us filled with expansion projects to increase not only our basic capacity but also our capabilities with respect to value added products. 2012 has more in store for our project teams as we grow our company further to take hold of all the opportunities in the market. Significant to our expansion has been approval from the Kouga Municipality to close Boog Street which will facilitate our building plans.

A profound move for us has been the launch of Woodlands Dairy Logistics which is now responsible for transport of all inbound milk from our farmers to the plant. We are confident service levels will improve and significant savings will be achieved over time.

It is my and the EXCO's mission to always do the best we can for all our stakeholders and you have my assurances that it will always remain one of our priorities. Uppermost in our minds must also be the understanding that although we may build a wonderful facility over time, our most important responsibility is to always totally satisfy our customers and consumers, who buy our products. With that in mind, all of us here at Woodlands Dairy need to pull together over the last few weeks of 2011 and ensure that we do just that. 2012 holds its own set of challenges which we will tackle head-on and triumph over - always striving to be the most admired Dairy Company in Africa.

May you and your loved ones enjoy a blessed Christmas and Festive Season filled with God's richest blessings. May you also experience a prosperous, peaceful, healthy and joyful 2012.

God Bless.

Lex Gutsche

Remembering the true meaning of Christmas should always be uppermost in our minds and then of course taking the time to enjoy the season with loved ones and celebrating life! Somehow though, every year we indulge a little more than usual. We associate it with "Christmas puddings", and of course custard, so what better time then, to give away 10 fridges, filled with delicious First Choice custard?

During the Holiday season, it has been our aim to position First Choice custard as so delicious, that even Father Christmas finds it impossible to resist. This is what the Television Commercial is about.

Making use of TVC and print advertising, we wanted to create a memorable brand association between Father Christmas and First Choice custard.

We have had various promotions running on Custard and hope you got to see one of the ads shown on DSTV recently. During the last week of November 2011, the "Busted with Custard" Christmas television commercial appeared on four different channels in more than 90 slots and the ad has appeared in two magazines.

(Marilee J van Nieuwenhuizen)

The next issue of the newsletter will be published in March 2012. Closing date for all articles to be received, will be 10 February 2012.

Contact Carole Meyer (Editor)
Fax: (042) 295 2206 | Tel: (042) 200 3406
E-mail: cmeyer@woodlandsdairy.co.za

Social Responsibility Projects

ANNOUNCING PROJECTS FOR 2011/2012 by Carole Meyer

The Board of Directors selected three organizations in the Kouga region which will benefit from the social responsibility programme during 2011/12 and are as follows:

- **Sewende Laan Soup Kitchen in the Gill Marcus area, Humansdorp**, which continues from the previous year as it is successfully run by Selamma Oersen.
- **Kate van der Merwe Pre-Primary school in Arcadia, Humansdorp**, which is also a project following on from the previous year. We are hoping to take a final decision early in the new year as to how best we can assist this school in their building project. (To date no funds have been expended).
- **Mzingisi Primary School in KwaNomzamo Township, Humansdorp**. After a visit to the school, it has been decided that WD will assist the school, which has an enrolment of 980 pupils, with the renovation of their ablution facilities.

THE MOTHER OF HOPE IN THE HUMANSDORP AREA by Maureen Maclean

What a joy and privilege to be involved in a successful social responsibility project such as the Sewende Laan Soup Kitchen. Without a doubt, Selamma Oersen, will certainly always remain a Mother of Hope in the memory of many a child, because when all else fails in making ends meet, there will always be a welcome plate of food at Selamma's, for any child who is hungry. As an employee of Woodlands Dairy, I feel honoured and proud to know that the company I work for is willing to channel funds into the heart of the community and without any hesitation I embrace a project such as this, knowing that the monthly groceries which we deliver to her home are stretched to feed nearly 200 children, three times a week. Thank you Woodlands Dairy for your provision to this worthy project.



LUNGISO HIGH SCHOOL by Elvina Taylor / Esteline Williams

Our year with Lungiso High School in the KwaNomzamo Township in Humansdorp has drawn to a close. With the remaining funds which were allocated to this project, we contacted the school to assist us in identifying 30 children whom we could bless with a food parcel for Christmas. We have made a difference for the pupils at Lungiso High and for this we are most grateful. Thank you to the Board of Directors for giving us the opportunity to supply the combination fridge/freezer and chest freezer for the soup kitchen at Lungiso, as well as groceries and cooking utensils, completing the project with the food parcels at Christmas time.

A few of the Lungiso High pupils who received food parcels from WD.

Far left – Elvina Taylor and far right Esteline Williams (project co-ordinators)



A HEART TOUCHING STORY OF A YOUNG BOY WHO LIVES ALONE by Maureen Maclean

On one of the days that the staff handed out food parcels at Lungiso High, not all of the students were at school, as it was exam time. An employee, who lives in KwaNomzamo, highlighted the plight of one of the students and we decided to take the food parcel to his home. How sad for us to discover that this young boy, who is fifteen years old, lives alone. His mother died when he was much younger and his grandmother took care of him, but then she also passed away earlier in the year. The reality hit us that not only does he need to concentrate on his studies, but he also needs to survive and our question was – how? His situation touched each one of us deeply and the surprise of joy on his face to receive a hamper from Woodlands Dairy spoke a thousand words.



Making a difference in the life of Sibulele Busakwe
L to R: Maureen MacLean, Sibulele, Esteline Williams, Elvina Taylor.

Words of Encouragement

Just Believe

May the God of your hope so fill you with all joy and peace in believing ... that by the power of the Holy Spirit you may abound and be overflowing with hope.
Romans 15:13

Joy and peace come from knowing, believing and trusting in the Lord with simple childlike faith. So just believe, ... and be filled with an overflowing hope that cascades into every area of your life.

Peer Educator News

SURVIVING HIV by Gail Meyer

The Peer Educators arranged a "Survivor HIV" awareness course which was held in the training centre from 28 to 30 November 2011. Three sessions, were attended by 33 staff members and the presenter, Lisa Zauber, focused on the basic principles of how HIV is transmitted, the difference between HIV and AIDS and how to survive the virus and have a good quality life after acquiring the disease. HIV is not to be swept under the carpet - we must all be aware of the ABC's, the treatments and most of all the stigmas attached to this socially destructive disease.

A – Abstain B – Be Faithful C – Condomise

The peer educators and staff would like to thank Lisa from Quintessentials Materials Development for an incredibly informative and entertaining course.



One of the groups which attended an informative course on HIV awareness.

WORLD AIDS DAY by Gail Meyer

On 1 December 2011, the peer educators from Woodlands Dairy paid a visit to the Uitenhage plant of Johnsons Control to join in their World Aids Day programme.

Their peer educators presented a dynamic play portraying the importance of one's values, as well as celebrating the fact that they have a TB free plant. For the 2nd year running, Johnsons Control have been the award winners for the best wellness programme in South Africa!

A visit to their plant certainly paid off as our team of 12 peer educators are so inspired and motivated and certainly cannot wait to roll out the fresh ideas and new plans.

On 2 December 2011 World Aids Day was commemorated at the Woodlands Dairy plant in Humansdorp. The programme for the day included a motivational talk by Mrs Elvy van der Brook, the Wellness Professional from Johnsons Control, followed by a moving candle light ceremony led by our new HR Manager, Mr Sibongile Williams. Thereafter the guest speaker opened the floor for any questions, not only relating to HIV/Aids, but also for any pressing issue with which staff may be struggling. Special mention must be made of the 88 staff members who came forward for voluntary counselling and testing. This is pleasing as the importance of KNOWING YOUR STATUS cannot be stressed enough and is the correct thing to do.

National AIDS Helpline – 0800 012 322



Peer Educators

Front Row: L to R: Bernadette Felix, Gail Meyer, Nomzamo Gqomfa, Debbie Minya, Lucille Goliath
Back row: L to R: Arnold Koester (head peer educator), Maureen Maclean, Nikita Ncoso, Brian Lolwana, Alicia Primo, Christiaan Banisi, Piet Jooste

Focus on Producer Services

by Christo du Plessis

WELCOME TO NEW PRODUCER

Johan du Plessis who farms on Dennegeur and Villa Fonte near Oyster Bay. We hope that your association with Woodlands Dairy will be a long and happy one.



New Producer
SP du Plessis (son)

QUARTERLY WINNERS

Congratulations to our producers who won the quality awards for the final quarter of 2011 and who each received a cheque of R1 000,00.

- Puttergill and Sons (Bluegums, Humansdorp) for the lowest Bacteria count
- Johan Strydom (Welgelegen, Humansdorp) for the lowest Somatic cell count



Lowest bacteria count (last quarter 2011)
Producer Puttergill and Sons
(Grant, Clive and Brett Puttergill)



Lowest somatic cell count (last quarter 2011)
Producer Johan Strydom

OVERALL WINNERS FOR 2011

The overall winner for 2011 in the category lowest bacteria count was producer Ian Bakkes and Sons from Island View. Alexandria and Jacques Coomans (Brugplaas Boerdery, Oudebosh, Tsitsikamma) achieved the prize for the lowest somatic cell count. Both these producers, each received a cheque for the amount of R5 000,00. Well done!



Lowest bacteria count for 2011
Producer Ian Bakkes with Christo du Plessis
(producer services manager)



Lowest somatic cell count for 2011
Producers Jacques and Hendrik Coomans

WOODLANDS DAIRY MILK PRODUCERS COMMITTEE

The Milk Producers annual general meeting was well attended in Humansdorp and the committee arranged two guest speakers.

Nicky Weimar, a senior economist from Nedbank gave a presentation on the current world economy and what might happen with economies around the world and South Africa over the next 2 to 5 years.

Justice Malala, political commentator and presenter of the weekly political talk show "The Justice factor" gave an informative insight on political happenings in our country.

The Woodlands Dairy Milk Producers Committee was elected and office bearers are as follows:



Newly elected Woodlands Dairy Milk Producers Committee
L to R: Justice Malala (guest Speaker at the AGM); Nigel Lok (Tsitsikamma), Lourens Gildenhuys: Vice chairman (Tsitsikamma), Bull van Rensburg (Humansdorp) and Conrad Dreyer: Chairman (Oyster Bay).

Absent when photograph was taken:
Cassie Lotter (Cradock), Christo Potgieter (Alexandria) and Secretary Maizie Vermaak (Humansdorp).

DAIRY SITUATION AND OUTLOOK

Article inserted by the Woodlands Dairy Milk Producers Organisation (WDMPO)

Internationally milk production during the first half of 2011 is on a higher level than during the previous year. The increase in production was largely fuelled by the sharp increase in producer prices most dairy producing countries experienced since the beginning of 2010. The growth in milk production is too low to fulfill the total expanding market demand, especially in developing countries. Chinese imports during the first eight months of 2011 are 16% higher than during 2010. Demand in other developing countries is also growing.

Internationally milk producers did share in the higher world prices. US producer prices increased by 40%, EU prices by 10% and more and New Zealand milk producers received a record payout for the 2010/2011 season.

South African situation:

The South African producer prices are more or less on par with 2010. Production cost for dairy farmers increased substantially since last year. Fertiliser prices are 25% more expensive, electricity tariffs increased by 73% since 2008, the maize price increased by 80% and soybeans are 26% more expensive. Chances are that input prices will increase further in coming months. Current milk prices do not compensate for the sharp increase in input prices and do not encourage farmers to increase production.

While retail prices have only increased very slowly, figures quoted by SAMPRO show that market demand has grown at 5% and more over the last year. Export demand, especially from other African countries is also growing. While there are signs of improvement in the market, farmers find it very difficult to continue production. High beef prices may result in a decrease in cow numbers as slaughtering becomes a very attractive option for farmers.

Focus on Admin

by Robyn Boltman

The Admin team is smiling. They are very thankful for the extended office space, brought about by the vacation of the offices which Jowells Transport occupied when handling the milk transport matters on behalf of Woodlands Dairy.

Not only is the staff more comfortable with not having to share limited office space, but they now also have additional storage space, which is an added bonus. Added to this there is a walk-through office which has already proved handy when the auditors are on site.

With a staff complement of 21 in the admin block, the new offices have definitely eased the cramped situation that they have always had to deal with in the past.



The Flavoured Milk commercial appeared on various DSTV channels more than a hundred times between the last two weeks of November 2011 and if you missed the television ad, it also appeared in more than 10 magazines, particularly geared at the younger market.