



LION

BSW COLLECTIONS & LDD COLLECTIONS TEAM ALIGNMENT, NEW ACCOUNTS



Growing sociability and wellbeing in our world

April 15, 2014

EXECUTIVE SUMMARY

- **Summary**

Currently we have two streams of State based collections teams LDD & BSW. Both these Collection streams will be combined under on State senior Credit Executive.

- **Key Benefits**

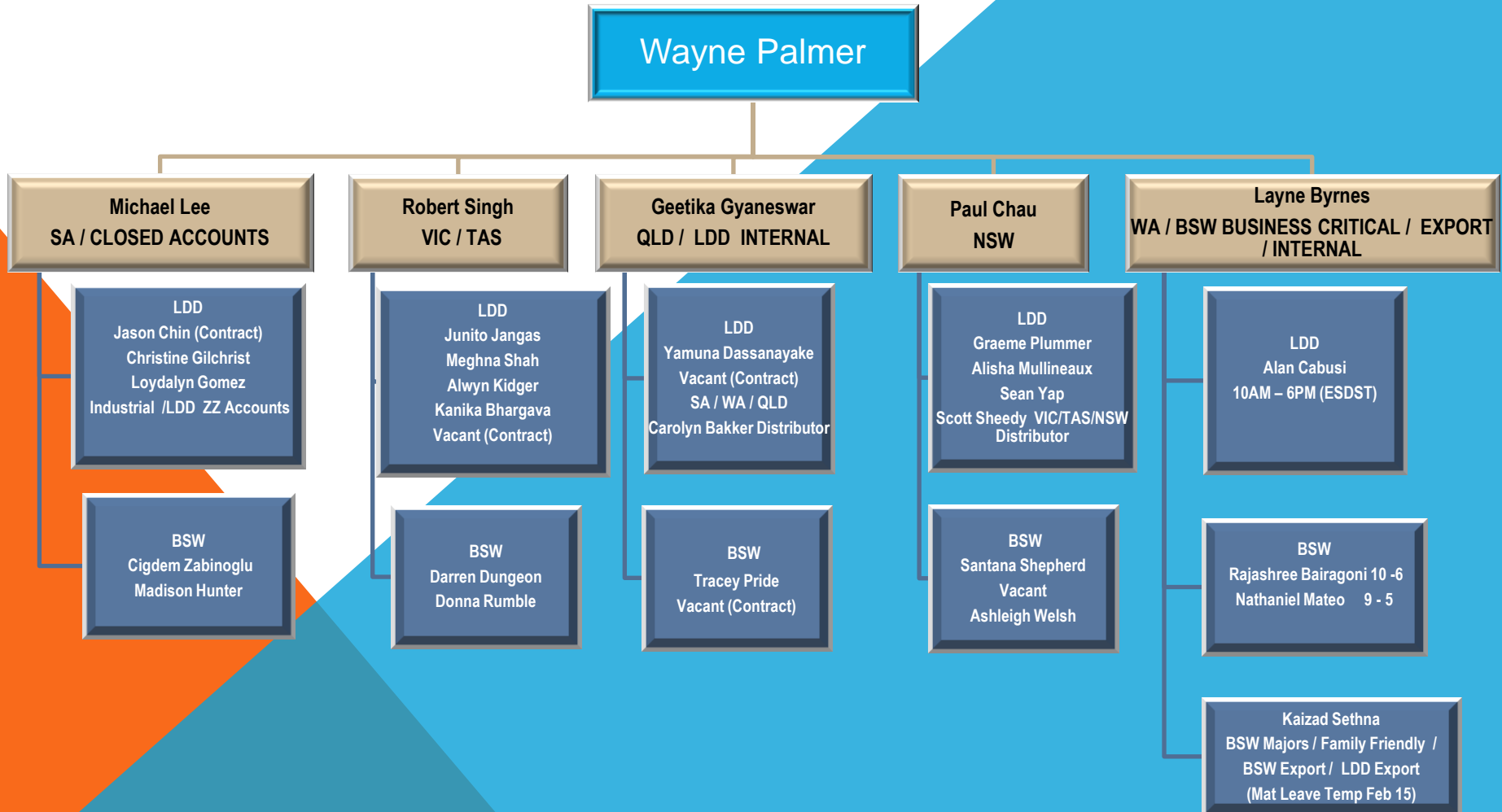
- Being Easier to Do business with
- Credit to have more proactive contact with our customers
- One point of Contact / Escalation
- Minimal impact to our Business Partners and Customers
- Automated Credit Referral (Credit Hold) process to be implemented 30th April 2014
 - Commercial flexibility in minimising accounts going on credit referral (Credit Hold)
 - Less escalation to Sales Executives with change in Business Rules
- Concentration of aged debt collections allowing customers cleaner readable statements
- The new collection structure will commence on 1st May 2014

- **Collections Contact List**










- An updated list of Credit Collection Contacts

Proposed One Team Organisational Chart









Go Live Date: 1st May 2014



CASH COLLECTION CONTACTS

	Name	Position	Phone	Email	Ledger
	Wayne Palmer	Collections Team Leader	02 8120 4479	wayne.palmer@lionco.com	
	Name	Position	Phone	Email	Ledger
	NEW SOUTH WALES				
	Paul Chau	Senior Credit Exec	02 8120 4467	paul.chau@lionco.com	
	Graeme Plummer	LDD Credit Exec	02 8120 4481	graeme.plummer@lionco.com	A-H+ Qantas+ Plateau Foods
	Alisha Mullineaux	LDD Credit Exec	02 8120 4478	alisha.mullineaux@lionco.com	I-Z+ Bunnings+ Bupa+ Health Support
	Scott Sheedy	LDD Credit Exec NSW/VIC/TAS Distributor	02 8120 4486	scott.sheedy@lionco.com	NSW/VIC/TAS Distributor
	Sean Yap	LDD Credit Exec - Majors	02 8120 4490	Sean.Yap@lionco.com	BP Australia, Australian Commercial Cater, Cater Care, Delaware, Transfield , Coles Express, Calstores & Harris Farm
	Santana Shepherd	BSW Credit Exec	02 8120 4647	santana.shepherd@lionco.com	NSW Beer and Wine accounts (Metro)
	Ashleigh Welsh	BSW Credit Exec	02 8120 4489	ashleigh.welsh@lionco.com	NSW Beer and Wine accounts (Metro)
	Chris Price	BSW Credit Exec	02 8120 4649	chris.price@lionco.com	NSW Beer and Wine accounts (Country and Hunter)

CASH COLLECTION CONTACTS






	Name	Position	Phone	Email	Ledger
	VICTORIA				
	Robert Singh	Senior Credit Exec	02 8120 4380	robert.singh@lionco.com	
	Alwyn Kidger	LDD Credit Exec	02 8120 4476	alwyn.kidger@lionco.com	C D E Q R S T U V W X Y Z
	Junito Jangas	LDD Credit Exec	02 8120 4475	junito.jangas@lionco.com	F G H M N O P
	Alan Cabusi	LDD Credit Exec	02 8120 4491	alan.cabusi@lionco.com	A B I J K L
	Meghna Shah	LDD Credit Exec (Currently On Maternity Leave)	02 8120 4484	meghna.shah@lionco.com	Returning on 2nd June from Maternity Leave
	Kanika Bhargava	LDD Credit Exec - Majors	02 8120 4466	kanika.bhargava@lionco.com	Spotless, PFD and Sodexo
	Darren Dudgeon	BSW Credit Exec	02 8120 4646	darren.dudgeon@lionco.com	VIC Beer and Wine Accounts
	Donna Rumble	BSW Credit Exec	02 8120 4482	donna.rumble@lionco.com	VIC/TAS Beer and Wine Accounts

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	Name	Position	Phone	Email	Ledger
	WESTERN AUSTRALIA				
	Layne Byrnes	Senior Credit Exec	02 8120 4651	layne.byrnes@lionco.com	
	Judith Cummins	LDD Credit Exec	02 8120 4484	judith.cummins@lionco.com	All LDD Western Australia CFS Route Accounts
	Rajashree Bairagoni	BSW Credit Exec	02 8120 4654	rajashree.bairagoni@lionco.com	WA Beer and Wine accounts
	Nathaniel Mateo	BSW Credit Exec Internal Accounts LDD & BSW	02 8120 4477	nathaniel.mateo@lionco.com	WA Beer and Wine accounts
	Kaizad Sethna	BSW & LDD Export BSW Mini Majors /Family Friendlies	02 8120 4598	kaizad.sethna@lionco.com	BSW & LDD Export / BSW MM/Family Friendlies
	Name Position Phone Email Ledger				
	SOUTH AUSTRALIA				
	Michael Lee	Senior Credit Exec	02 8120 4648	michael.lee@lionco.com	
	Jason (Nyeen) Chin	LDD Credit Exec	02 8120 4468	nyean.chin@lionco.com	LDD South Australia CFS Route Accounts
	Loydalyn Gomez	LDD Credit Exec Industrial & LDD Closed A/Cs	02 8120 4472	loydalyn.gomez@lionco.com	LDD Industrial
	Christine Gilchrist	LDD Credit Exec Majors	02 8120 4471	christine.gilchrist@lionco.com	Bidvest, Shahin, Staples Australia and Martin-Brower
	Cigdem Zabinoglu	BSW Credit Exec BSW Closed A/Cs	02 8120 4650	cigdem.zabinoglu@lionco.com	Fine Wine Partners SA/NT
	Maddison Hunter	BSW Credit Exec	02 8120 4645	maddison.hunter@lionco.com	SA Beer accounts

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	Name	Position	Phone	Email	Ledger
	<u>QUEENSLAND</u>				
	Geetika Gyaneswar	Senior Credit Exec	02 8120 4495	geetika.gyaneswar@lionco.com	
	Paul Muscumi	LDD Credit Exec	02 8120 4480	Paul.Musumeci@lionco.com	M - Z
	Yamuna Dassanayake	LDD Credit Exec	02 8120 4470	yamuna.dassanayake@lionco.com	A - L & 0-9
	Carolyn Bakker	LDD Credit Exec QLD/SA/WA Distributor	02 8120 4465	carolyn.bakker@lionco.com	QLD/SA/WA Distributor
	Tracey Pride	BSW Credit Exec	02 8120 4653	tracey.pride@lionco.com	QLD Beer and Wine accounts
	Vacant	BSW Credit Exec		Vacant	QLD Beer and Wine accounts