

FARMER EMAIL FROM JOHN DALTON

Hello to all

It was great to get to all the regions and to meet many of you at the recent supplier meetings. It's a good opportunity to ask questions of Fonterra and of me about the representation of farmers. The feedback to me and other members of the BSC and Forum was that it was a worthwhile event.

The BSC Board and Supplier Forum met as one last Wednesday and resolved to strengthen the farmer representation model.

One topic we all agreed on was to move away from the Bonlac Supply Company and Supplier Forum labels, and that we be known by a new collective name that is more representative of who we are, who we represent and who we all supply.

As a group, we are in agreement that we would like to propose is the name of *Fonterra Australia Suppliers' Council*.

However, it's important that you have the chance to have your say, so we will put this name change – along with proposed changes to our constitution – to a vote at our AGM in November. Details will be provided closer to the time.

There has been a bit of talk around the new representation agreement, which we expect to finalise with Fonterra this month. This agreement will set out the terms of engagement between us as your representative group (merging BSC and the Supplier Forum) and Fonterra.

The new agreement covers the current BSC Board and Forum merging into one to strengthen the relationship between Fonterra and its suppliers, and outlines our ways of working with Fonterra and the processes and options we have available to best represent you as our fellow suppliers.

Back on farm, there has been unprecedented action in the fight for milk this season. With the lack of milk in the northern states, Victoria has seen milk move like never before.

Prices are good for us farmers, but inputs continue to erode some of the gains. I do however worry that this cycle can't keep spiralling upwards without the possibility of there being some detrimental impacts. It's important that the prices paid are sustainable for the whole dairy chain to avoid issues of the past.

Finally, we are looking for new delegates to join our Supplier Forum – one from both Northern Victoria and Tasmania. We will send more details and the application form in the mail to those regions in the next week or so.

Regards

John Dalton