

Bonlac Supply Company



Farmers representing farmers

Level 2, 40 River Boulevard, Richmond VIC 3121
Telephone 03 8541 1824

25 November 2019

Dear Fellow Supplier,

For some time, the Bonlac Supply Company (BSC) and the Supplier Forum have been working to create the best possible representative base for you as Fonterra suppliers. Since January when Stuart Griffin and myself took on the leadership roles with BSC, everyone has worked to bring both groups closer together and interact on a more frequent and structured basis.

As I mentioned in my email earlier this month, we will now be called Fonterra Australia Suppliers' Council, and I thank you all for the overwhelming support for change. Whilst recognising the part Bonlac Foods played in the Australian dairy industry and the creation of Fonterra in Australia, we were often told that 'Bonlac' was a name that no longer resonated with the majority of suppliers.

Following the Annual General Meeting, the key changes we will implement are as follows:

- Merge the Bonlac Supply Company and its representative Board with the Supplier Forum and its 12 regional delegates.
- The new merged entity will be called Fonterra Australia Suppliers' Council.
- There will be four regional councillors in each of the four regions. The currently elected BSC regional directors will lead their region and will sit on an 'executive' with a non-regional specific Chair (which is currently myself).

One of the major differences is that there will be a stronger emphasis on regional representation. Our regional councillors will work closely with their local Farm Source team to identify issues earlier and seek solutions faster. The executive will look after national issues and those not able to be resolved at a regional level.

For stability, the current BSC Board and Supplier Forum members will transition into these roles. The future nomination and election processes will be very similar to the past, with every supplier having the opportunity to be elected to the Suppliers' Council and given the opportunity to vote for members of the executive. Please note that we will be looking for a councillor in the West very soon.

Current positions and people in those roles are:

Chair - John Dalton (West - Naringal)

Executive

Stuart Griffin (East - Westbury)
Paul Weller (North - Lockington)
Alan Davenport (South - Derby)
Bruce Knowles (West - Tyrendarra)
Greg Bourke (Independent)

Councillors

West Kirsti Keightley (Moutajup)
Peter Delahunty (Alvie)

Vacant
East Nicole Saunders (Maffra)
Dean Turner (Yannathan)
Dave Algie (Koo Wee Rup)
South Mark Miers (Bridport)
Drew Carter (Ringarooma)
Nigel Brock (Montana)
North Mary Burgess (Lima)
Graeme Nurse (Stanhope)
John McCready (Harston)

Should you have any questions, please contact one of us - our contact details are on our website (we still need to update the name!) bonlacsupplycompany.com.au, or you can contact Will Kermode our Company Secretary on 03 8541 1824 or will.kermode@fonterra.com

We look forward to a new chapter in our representation for suppliers, with a new energy and positivity to ensure you get the best outcomes and that these are communicated more frequently and with greater transparency.

Regards



John Dalton
Chair - Fonterra Australia Suppliers' Council

And please excuse us for using a large envelope for this single letter - we are endeavouring to use the envelope stock we have on hand to minimise waste before updating our stationary with our new name and branding. We appreciate your understanding.