



**3 September 2018**

Dear Supplier,

**SUPPLIER FORUM – Delegate vacancies September 2018**

The Bonlac Supply Company (BSC) / Fonterra Supplier Forum, established in 2009, and co-ordinated by BSC, provides an important link between BSC, Fonterra and our Australian Suppliers. The Forum is made up of a cross representative group of the supply base, across all supply regions.

From September 2018, we will have 4 vacancies over 2 regions (Tasmania and Eastern Vic). To be eligible to join the Forum, you must be a supplier in the region in which you are applying.

Attached to this letter is a high level description of what it means to be part of the Supplier Forum and what is expected from you. A delegate fee of \$5,000 pa is paid to Supplier Forum delegates. From 2018 we have also commenced a program where all Forum members will attend a professional development program run by Fonterra in Auckland within the first 12 months of joining.

The Chairperson of the Supplier Forum is West region supplier, Dave Conheady. The Supplier Forum is further supported by the BSC Board and the Fonterra Farm Source team.

Appointment to the Forum is for a term of 2 years with the option of a 2<sup>nd</sup> 2 year term. Appointments for the vacated positions, are open to all eligible suppliers by application.

The current incumbents and 2018 vacancies are listed below:

|                            |  |
|----------------------------|--|
| <b>Gippsland</b>           | <b>Dean Turner</b><br><b><u>2 x vacancies</u> are available</b> (with Anthony Hill and Dave Caldwell leaving the Forum).   |
| <b>Tasmania</b>            | <b>Leigh Schurring</b><br><b><u>2 x vacancies</u> are available</b> (with Joe Hammond and Joe Timperon leaving the Forum). |
| <b>Northern Victoria</b>   | <b>Simone Ross, John McCreedy and Mary Burgess</b><br>No vacancies.  |
| <b>South West Victoria</b> | <b>Bruce Knowles, Kirsty Keightley and Peter Delahunty (and Dave Conheady as Forum Chair)</b><br>No vacancies.             |

Key dates for the applications process are;

Friday 21<sup>st</sup> September 2018 : Applications close

24<sup>th</sup> September 2018 : Interview and selection sessions commence

12 & 13 November 2018 : Next meeting of the Supplier Forum (North Region)

To apply please complete the attached application form and return (by Friday 21<sup>st</sup> September):

By email: [will.kermode@fonterra.com](mailto:will.kermode@fonterra.com) or

By post to;

Will Kermode – Supplier Forum Coordinator  
Level 2, 40 River Boulevard  
Richmond VIC 3121

If you would like more information, please contact Will Kermode (Supplier Forum Coordinator), ph 0409 232 992 or [will.kermode@fonterra.com](mailto:will.kermode@fonterra.com)

A copy of this letter and a full copy of the Supplier Forum handbook (including more details on the position of delegate) is also available on the BSC Website: [www.bonlacsupplycompany.com.au](http://www.bonlacsupplycompany.com.au)

Alternatively you should feel free to chat to your local Supplier Forum Member, your Regional BSC Director or your Fonterra Area Manager about the Supplier Forum roles and the benefits to both yourself and your fellow suppliers of being part of the Supplier Forum.

Yours Faithfully,

A handwritten signature in blue ink that reads "William Kermode".

Will Kermode  
Supplier Forum Coordinator

# BSC / Fonterra Australia Supplier Forum Application Form



To apply, please fill out the following details and return this form by Friday 21 September 2018 by mail or email:

**Will Kermode - Supplier Forum Co-ordinator**  
Level 2, 40 River Boulevard  
Richmond VIC 3121

email: [will.kermode@fonterra.com](mailto:will.kermode@fonterra.com)

Yes, I would like to apply for the position of Delegate on the BSC / Fonterra Australia Supplier Forum.

Name: \_\_\_\_\_

Address: \_\_\_\_\_

Farm number: \_\_\_\_\_ Phone: \_\_\_\_\_

Email: \_\_\_\_\_

My reasons for applying include: *(please attach extra pages if needed)*

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Signed: \_\_\_\_\_ Date: \_\_\_\_\_

Please provide the names and farm numbers of two Fonterra Australia suppliers outside your immediate family who are prepared to support your application:

1. \_\_\_\_\_ Farm no: \_\_\_\_\_

2. \_\_\_\_\_ Farm no: \_\_\_\_\_

**For further information contact;**

**Supplier Forum Coordinator, Will Kermode, ph 0409 232 992, or on email address above.**

Please note that a more detailed resume may be requested prior to the interview process.

## Supplier Forum Delegate – role overview (summary)

The Supplier Forum is made up of Delegates who will concentrate on milk supply and supplier issues. As a reference group representing the views and opinions of Fonterra suppliers, they play a vital part in helping BSC and Fonterra Australia’s management, staff and suppliers grow in their understanding of themselves and the business with which they are involved.

The key role of all Forum members is open and honest engagement and communication. This communication is intended to be upwards communication (to the Supplier Forum Chair, to BSC Directors and to Fonterra management). It is not intended that the Supplier Forum be a regular or formal communication medium back to suppliers (unless specifically requested) – that is the role of BSC and Fonterra management.

Through their involvement, Delegates will develop their own industry knowledge and leadership skills. These learnings are intended to not only assist delegates with their immediate roles on the Forum, but to also help them with future roles in the broader Dairy Industry and also the broader community.

The Supplier Forum will not be involved in price negotiations or operational issues that sit with Fonterra (and BSC). It will also not be a platform for special interest groups.

The Supplier Forum is an important part of BSC’s and Fonterra Australia’s constant two-way communication with its entire supplier base.

Delegates will possess an excellent dairy farm business understanding, with a desire to learn more and share these skills. You will be open and honest communicators, with strong relationship building skills and can develop appropriate networks within both the industry and with other suppliers.

You will also be approachable, listen to people, show leadership and be willing to be a sounding board to fellow suppliers.

A full copy of the Supplier Forum handbook including position descriptions etc is available on the BSC Website [www.bonlacsupplycompany.com.au](http://www.bonlacsupplycompany.com.au), or from Will Kermode – [will.kermode@fonterra.com](mailto:will.kermode@fonterra.com)

| Annual Supplier Forum Delegate activities <i>(approximate)</i>                         | No. Of Days |
|--|-------------|
| <b>EXPECTED COMMITTED DAYS</b>   |             |
| 2 x Major Forum 2-day meetings   | 4           |
| 4 x Regional Delegates meetings  | 2           |
| <b>PREFERRED ADDITIONAL DAYS</b>   |             |
| Attendance to Supplier meetings  | 2           |
| Attendance at Field Days/stalls  | 1           |
| Present at Fonterra Cluster meetings   | 2           |
| Presence at local/ regional/ industry group meetings, eg., Discussion Groups, RDPs     | 2           |
| <b>WORKING GROUP DAYS</b>  |             |
| Participation in Working Group activities, eg., conference calls, planning, field work | 1           |
| <b>Total</b>   | <b>14</b>   |