



9 August 2019

Dear Supplier,

SUPPLIER FORUM – Delegate vacancies August 2019

The Bonlac Supply Company (BSC) 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. We currently have 2 vacancies over 2 regions (Tasmania and Northern 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.

We are also currently well progressed in terms of establishing a new representation agreement with Fonterra. A key part of this agreement will be formalising the merger of BSC and the Supplier Forum under a new banner – with a proposed name of the 'Fonterra Australia Suppliers' Council' (FASC).

This new combined representation group will comprise 6 of the current members of BSC (5 supplier directors and one independent) and the 12 delegates (across the 4 regions) from the Supplier Forum. This new structure will mean there will be a total of 4 representatives from each region, plus a chairperson, plus an independent.

We have also commenced a program where all new members of this group will attend a professional development and understanding Fonterra program run by Fonterra in Auckland within the first 6 months of joining. Other ongoing formal training opportunities will also be available.

The Chairperson of the Supplier Forum is currently West region supplier, Dave Conheady. Dave has advised his intention to step down from this role in November (at the Annual General Meeting). The structure post November will be more regionally focussed – with the BSC/FASC regional Director and the 3 regional Forum delegates working together in their region, and reporting up (through the regional director) to the BSC/FASC chairperson. All regions are also further supported by the Fonterra Farm Source team.

Appointment to the Forum is for a term of 2 years with the option of a 2nd 2 year term. Appointments for the vacated positions, are open to all eligible suppliers from the applicable region, by application.

Please see over the page for details

The current incumbents and 2019 vacancies are listed below:

Tasmania	Mark Miers and Drew Carter <u>1 x vacancy is available</u>
Northern Victoria	John McCreedy and Mary Burgess <u>1 x vacancy is available</u>
Gippsland	Nicole Saunders, Dean Turner and Dave Algie No vacancies.
South West Victoria	Bruce Knowles, Kirsty Keightley and Peter Delahunty (and Dave Conheady as current Forum Chair) No vacancies.

Key dates for the applications process are;

Tuesday 27th August 2019 : Applications close

Early September 2019 : Interview and selection sessions commence

11- 12 November 2019 : Next meeting of the Supplier Forum (Tasmania)

To apply please complete the attached application form and return (by Tuesday 27th August):

By email: 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

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

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,



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 Tuesday 27th August – ideally by email (or by mail) to:

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

email: 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, or from Will Kermode – will.kermode@fonterra.com

Annual Supplier Forum Delegate activities <i>(approximate)</i>	No. Of Days
EXPECTED COMMITTED DAYS	
2 x Major Forum 2-day meetings	4
4 x Regional Delegates meetings (part days)	2
PREFERRED ADDITIONAL DAYS (partial days aggregated into approximate time commitments)	
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
WORKING GROUP DAYS	
Participation in Working Group activities, eg., conference calls, planning, field work	1
Total	14