

**10 January 2020**

Dear West Region Supplier,

**FONTERRA AUSTRALIA SUPPLIERS' COUNCIL  
– West region Councillor vacancy**

The Fonterra Australia Suppliers' Council (FASC), created in late 2019 from the merger of the Bonlac Supply Company (BSC) and the BSC Supplier Forum, provides an important link between Fonterra and our Australian Suppliers.

The FASC is comprised of 6 executive members (previously the BSC Board) and 12 regional councillors - made up of a cross representative group of the supply base, across all supply regions. This new structure means there is a total of 4 representatives from each region (Regional Executive and 3 Councillors), plus 2 additional executive members - a chairperson, plus an independent.

We currently have **1 vacancy in the West region** following the retirement of Dave Conheady at the end of 2019. To be eligible to join FASC, 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 a regional councillor of the FASC and what is expected from you. A fee of \$7,500 pa + GST is paid to FASC councillors.

We also have 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 FASC is currently West region supplier John Dalton. The FASC structure is designed to be regionally focussed – with the FASC regional Executive and the 3 regional councillors working together in their region and reporting up (through the regional executive) to the FASC chairperson. All regions are also further supported by the Fonterra Farm Source team.

Appointment as a councillor to the FASC is for a term of 2 years with the option of a 2<sup>nd</sup> 2 year term. Appointments to vacated positions are open to all eligible suppliers from the applicable region, by application. The councillor position and any reappointment for the 2<sup>nd</sup> term are subject to performance and conduct reviews.

The current incumbents in the West are listed below:

**South West Victoria** Bruce Knowles (FASC Executive), Kirsty Keightley (Councillor) and Peter Delahunty (Councillor). One vacancy.

Key dates for the applications process are;

Friday 24<sup>th</sup> January 2020: Applications close

Early February 2020: Interview and selection sessions commence

March 2020: Next meeting of all members of the FASC

To apply please complete the attached application form and return (by Friday 24<sup>th</sup> January):

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

By post to;  
Will Kermode – FASC Company Secretary  
Level 2, 40 River Boulevard  
Richmond VIC 3121

If you would like more information, please contact Will Kermode (FASC Company Secretary),  
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 FASC Councillor Handbook (including more details  
on the position of councillor) is also available on the FASC / BSC Website:  
[www.bonlacsupplycompany.com.au](http://www.bonlacsupplycompany.com.au)

Alternatively you should feel free to chat to your local FASC Member or your Fonterra Area  
Manager about the FASC councillor roles and the benefits to both yourself and your fellow  
suppliers of being part of the FASC.

Yours Faithfully,



Will Kermode  
Company Secretary – Fonterra Australia Suppliers' Council

# - Councillor Application Form

To apply, please fill out the following details and return this form by Friday 24<sup>th</sup> January – ideally by email (or by mail) to:

**Will Kermode – FASC Company Secretary**  
**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 Councillor on the Fonterra Australia Suppliers' Council

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;**

**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.

## FASC Councillor – role overview (summary)

The FASC has 12 regional councillors 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 FASC 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 FASC members is open and honest engagement and communication. This communication is intended to be upwards communication (to the FASC regional executive, to the FASC Chairperson and to Fonterra management). It is not intended that the FASC councillor's role be a regular or formal communication medium back to suppliers (unless specifically requested) - that is the role of the FASC Executive and Fonterra management.

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

The FASC Councillors will not be involved in price negotiations or operational issues that sit with Fonterra (and the FASC Executive). It will also not be a platform for special interest groups.

The FASC is an important part of Fonterra Australia's constant two-way communication with its entire supplier base.

Councillors 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 FASC Councillor Handbook including position descriptions etc is available on the FASC / BSC Website [www.bonlacsupplycompany.com.au](http://www.bonlacsupplycompany.com.au), or from Will Kermodé - [will.kermode@fonterra.com](mailto:will.kermode@fonterra.com)

Annual FASC Councillor activities <i>(approximate)</i>	No. Of Days
<b>EXPECTED COMMITTED DAYS</b>	
3 x Major FASC Meetings - approx. 1 full day each plus travel	6
4 x Regional FASC meetings (half day each incl travel)	2
<b>PREFERRED ADDITIONAL DAYS</b>	
Attendance at Supplier meetings	1
Attendance at Field Days/stalls	1
Present at other Fonterra lead meetings	1
Presence at local/ regional/ industry group meetings, e.g., Discussions Groups, RDPs	2
<b>WORKING GROUP DAYS</b>	
Participation in Working Group activities, e.g., conference calls, planning, field work	1
<b>Total</b>	<b>14</b>