

# Get To Know Fonterra 2024

Helping our suppliers know where their milk ends up and all the decisions along the way.



## Farm Businesses

The importance of partnering with our farmer suppliers



## Maximising value

Overview of our Consumer and Anchor Food Professional functions.



## Decision Making steps

What are the final products to be made – when and why and who decides.



## Fonterra Australia

Overview of the business and Fonterra NZ, and key strategy goals.



## Supply Chain & Operations

How does everything come together - milk collection and manufacturing to distribution

## 23-24 October 2024

**Melbourne**

Applications close Friday 6<sup>th</sup> September 2024

Victorian participants are to make their own way to Melbourne, with flights and transfers covered for Tasmanian participants. All accommodation and other program costs will be covered by FASC.

**This Program is open to all suppliers (and their partners) who are interested in learning more about :**

- ✓ The strength of the Australian business and its brands.
- ✓ Partnership models with farmers.
- ✓ The value of a litre of milk and by-product management.
- ✓ The key elements of the supply chain – everything from tanker collection to exports to Japan.
- ✓ Marketing & Innovation. Maximising value through marketing.

**If you want to learn about your processor, we encourage you to apply for this program.**



For more information,  
contact Will Kermode -  
[will.kermode@fonterra.com](mailto:will.kermode@fonterra.com),  
refer to the FASC website  
[www.supplierscouncil.com.au](http://www.supplierscouncil.com.au) or talk to  
your local FASC or Farm Soure rep.

# Get To Know Fonterra program



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**23-24 October 2024**

**Applications close 6<sup>th</sup> Sept 2024 (unless filled earlier).**

## 2024 Application Form

**Note that each application can be either for an individual or a couple (or an owner + manager)  
If there are 2 people attending, please include both names.**

Please note, if you are populating this form on-line, the fields below are fillable.  
Just click on the cells below to populate.

**Name/s of those  
attending:**

**Address:**

**Farm #:**

**Phone:**

**Email:**

**How did you hear of  
this program?:**

Send completed forms to Will Kermode at [will.kermode@fonterra.com](mailto:will.kermode@fonterra.com), or by mail marked to his attention at L2 / 40 River Boulevard, Richmond, 3121 **by Friday 6<sup>th</sup> September 2024.**

Please note that places are limited and will be allocated on a first come first served basis.

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