

**5 July 2024**

Dear East Region suppliers,

**FONTERRA AUSTRALIA SUPPLIERS' COUNCIL**  
– **Eastern Vic region Councillor vacancy**

The Fonterra Australia Suppliers' Council (FASC), provides an important link between Fonterra and our Australian suppliers.

The FASC is comprised of five executive board members and 12 regional councillors - made up of a cross representative group of the supply base, across all supply regions. This structure means there is a total of four representatives from each region (one Regional Executive and three Councillors).

We currently have **one vacancy in the East region**. This vacancy has been created with the recent resignation of Kellie Brian from FASC. A big thank you from us all, and especially those in the East, to Kellie for her contributions to FASC since joining us over 2 years ago.

To be eligible to join FASC, you must be either a supplier (or an active farm manager on a Fonterra supplying farm) in the region in which you are applying.

Attached to this letter is a high-level role description of what it means to be a regional councillor of the FASC and what is expected from you. A fee of \$8,000 pa + GST is paid to FASC councillors (paid quarterly).

We also have a program where we endeavour to send all new members of this group to attend the 'Understand Your Co-op' Program in Auckland, run by Fonterra NZ. Other ongoing formal and informal training opportunities will also be available.

The Chairperson of FASC is Northern Victorian supplier Paul Weller. 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 candidates 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 region are listed below:

**East**

Dean Turner (FASC Executive & Chair), Brett McKnight (Councillor) and Dean Ford (Councillor).

Key dates for the applications process are;

Friday 19<sup>th</sup> July: Applications close.

Late July: Interview / selection sessions commence.

To apply please complete the attached application form and return (by Friday 19<sup>th</sup> July):

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 website: [www.supplierscouncil.com](http://www.supplierscouncil.com)

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

# Fonterra Australia Suppliers' Council

## - Councillor Application Form (East)

To apply, please fill out the following details and return this form by Friday 19<sup>th</sup> July – 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 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).

Through their involvement, Councillors will develop their own industry knowledge and leadership skills, as well as a much deeper understanding of the processor they supply. 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 is an important part of Fonterra Australia’s constant two-way communication with its entire supplier base. 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.

Remuneration is \$8,000 pa (plus GST) for Councillors – this remuneration is designed to assist with covering your role on farm for the time you are required to commit to the role with FASC.

Councillors will possess an excellent dairy farm business understanding, with a desire to learn more, expand your networks 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 Website [www.supplierscouncil.com.au](http://www.supplierscouncil.com.au) or from Will Kermode – [will.kermode@fonterra.com](mailto:will.kermode@fonterra.com)

<b>Annual FASC Councillor activities</b> <i>(approximate)</i>	<b>No. Of Days</b>
<b>EXPECTED COMMITTED DAYS</b>	
2 x Major FASC Meetings - approx. 1 to 2 full days each plus travel	5
4 x Regional FASC & Fonterra meetings - approx. 2 hours each plus travel	2
<b>PREFERRED ADDITIONAL DAYS</b>	
Attendance at Supplier meetings	1
Attendance at Field Days/stalls	1
Present at other Fonterra lead meetings	2
Presence at local/ regional/ industry group meetings, e.g., Discussions Groups, RDPs	1
<b>WORKING GROUP DAYS</b>	
Participation in Working Group activities, e.g., conference calls, planning, field work	2
<b>Total</b>	<b>14</b>