

Good morning,

It was encouraging to see some great results from Fonterra recently, which showed their ability to deliver both a strong milk price for farmers and robust financial performance in a tough global operating environment.

Another key update was that the Co-op announced that it had completed their ownership review of the Australian business and it has decided it's in the Co-op's best interests to maintain full ownership of the Australian business. The Co-op confirmed that Australia plays an important role in their strategy. Many suppliers were looking forward to an opportunity to invest in the restructured business, but the stability of continued Fonterra ownership and investment has been generally well received.

To further build on farmer and Fonterra interactions, the Fonterra Australia Suppliers' Council (FASC) team recently held our inaugural '**Get to Know Fonterra**' program. This program is designed to provide attendees with a better understanding of how Fonterra operate and to share the capability and passion of the people within the organisation.

For the 24 farmers who attended the two days in Melbourne, they got the opportunity to hear from many of Fonterra's senior leaders including the Managing Director, Rene Dedoncker as well as brand and operational managers. These sessions really helped those of us in attendance to better understand the complexity involved as milk moves from collection into the production and sale of a wide variety of dairy products into very different businesses to help maximise the value of each litre of our milk.

Given the great feedback from those who attended, the FASC board have confirmed they will continue this program at least annually, to engage with those of you interested in learning more.



In other news, FASC is pleased to announce the “**Proud to be a Dairy Farmer**” (PTBDF) program will be running again between 21-23 February 2023.

This program is run by FASC in conjunction with Fonterra and a number of external parties and has been specifically designed for dairy farm employees wishing to understand the numerous opportunities our industry has to offer.

The goal of our Proud to be a Dairy Farmer program is to attract, support and retain better informed people to dairy. As farmers we have long identified the challenges of attracting talent to work in dairy, and once in, to stay. We hope that by creating a positive environment, where we showcase and celebrate the success of those in the industry, that we can continue to turn the tide on this challenge.

Proud to be a Dairy Farmer will deliver dairy farm employees with the opportunity to appreciate the many benefits our industry provides and the career possibilities on offer. The program will cover a broad range of relevant topics, with guest speakers, a formal dinner and a day dedicated to farm and plant visits.

Proud To Be a Dairy Farmer welcomes all applicants, irrespective of the processor they supply. The program itself is industry focussed and does not have any Fonterra specific content.

I would welcome your assistance in ensuring the success of this program and that you proactively share this information and encourage your employees to apply and to support their application. Please speak with your staff about attending.

A link to the application form is [attached here](#) and further details of the program can be found [here on the FASC website](#).

Applications for the 2023 program are now open and close on 9 November.

If you have any questions about the program, please feel free to contact your relevant FASC councillor, Fonterra area manager or the program co-ordinator Will Kermode (will.kermode@fonterra.com).

And finally, its time again to get your cameras at the ready and share with us your best farm photos from the year, for your chance to be the winning entry in our **2023 Fonterra Australia Suppliers' Council calendar**.

For your chance to win a weekend away valued at \$500, send your best farm photos to m.watt@fonterra.com by Friday, 14 October. Photos must be in hi-res, landscape format.

This month we will be conducting interviews for the FASC East Director position. Current Director Stu Griffin is nearing the end of his term and we are looking for his replacement. I would like to take this opportunity to thank Stuart for the great work he has done in his role, initially with Bonlac Supply Company and later FASC.

Kind Regards
Alan Davenport
Chair – Fonterra Australia Suppliers' Council