

# SUPPLIER UPDATE

October 28<sup>th</sup>, 2021



## From the Procurement Team:

### Peak Planning

The December to March period is historically our most challenging in terms of service to our members and this year will be even more challenging than most!

Improving availability of your products throughout summer is a great opportunity to improve sales of your products.

Thanks in advance for your increased focus, support and communication throughout this busy period.

### Key suggestions for improved supply:

- Plan, plan, plan and plan again
- Implement daily responsiveness and monitoring
- Look for opportunities to improve operational flexibility
- Communication
- Contingency plans

See over for important Procurement team contact details

## Christmas inventory build strategy

As with previous years, we'll be carefully managing a strategic build into the DCs. We will be using the AR (auto replenishment) wholesale ordering system to forecast and propose the required amount of stock to achieve this.

### We will be building:

**All VMI ordered 'C' articles** (avg. weekly sales less than 60% of layer)

**All SIB** (Small Inner Bulk) – these are lines where we cut the lids off cartons and supply stores the inner as the bulk.

The above build volumes will be ordered between the 26<sup>th</sup> of November and 3<sup>rd</sup> of December, ordering enough stock to last until the 10<sup>th</sup> of January 2021.

All suppliers should have been sent a list of last years sales volumes of these lines to help with forecasting and to ensure stock is ready to order in the last week of November. All remaining skus will be ordered weekly as normal, unless otherwise notified.

## Full Supply

We all know that delivery in full and on time against purchase orders is the grease that keeps the wheels turning smoothly. These obligations relate not only to our wholesale operation, but also to any direct supply.

Our service level target expectation for inbound supply and our own outbound supply to members sits at 97%. Your prompt communication with us, through our banner groups, buyers and category teams around any variation to supply, is essential to hitting that target.

In the event of any shortfall, our members value an explanation to help satisfy consumer queries. We really appreciate your assistance with these.

# Foodstuffs eXchange planned outage

We've previously communicated that there's an intended outage this weekend. This is to facilitate the deployment of key new features required by the Country of Origin regulations that will soon come into force. We'll also take the opportunity to deploy some quality-of-life fixes.

## The key details are:

- The Products page will be hidden from 5:00pm NZDST Friday 29 October
- Product data will be unavailable to edit or view until 5:00pm NZDST Sunday 31 October
- Product data updates from GS1 systems will queue at the eXchange while the deployment is in process.
- All eXchange services will be down from 7pm on Friday for a 30 minute window.

## What does this mean for you?

Please avoid making any product data changes in the Foodstuffs eXchange this weekend.

When we all get back to work on Monday, you'll notice that:

- when you're editing or creating a product in the eXchange, the page header will now display the product description, once it has been saved.
- there are new product type options for food products. You'll be specifically asked if your product is a pork product or a fish and whether the product is governed by the new country of origin rules.

If you're not sure whether your product is covered by the new regulations, [click here for the latest info from MBIE](#)

If you have any questions about this content or about doing business with us, then drop us a line at [suppliers@foodstuffs-si.co.nz](mailto:suppliers@foodstuffs-si.co.nz) or call on **0800 555 985**

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## Key Procurement team contacts

Please note that there have been several changes to the procurement team structure in the last few weeks. The current key contacts are listed below:

|   |                  |                             |
|---|------------------|-----------------------------|
| Procurement Systems & Reporting Analyst | Aimee Flynn      | 03 352 0835                 |
| Procurement VMI Coordinator             | Rakeem Toole     | 03 352 0846<br>021 223 8848 |
| Procurement VMI Coordinator             | Matthew Shaw     | 03 353 8664<br>021 243 0961 |
| Procurement Systems Support Coordinator | Peter Ross       | 03 353 8657<br>021 879 675  |
| Import Procurement Coordinator          | John Greenwood   | 03 353 8648                 |
| Senior Procurement Analyst              | Val Kawaguchi    | 03 363 6925<br>021 901 956  |
| Procurement & Systems Manager           | Jeremy Dickinson | 03 353 8656<br>021 816 376  |

## In Brief

You'll be aware that Foodstuffs South Island has re-jigged how the Category and Promotions teams interact and function. This has already seen some operational benefits. The new structure is available to view on the Foodstuffs eXchange info site, as an [interactive form](#) with contact details.

Last week, we held an on-line virtual-update with key personnel from the supplier community. It was intended for General Managers and South Island business managers. We'll continue to hold these events. If you weren't notified of the last one, please make sure that your contact details are updated in the Foodstuffs exchange Contacts page, and we'll make sure you're included!