

# SUPPLIER UPDATE

February 25, 2022



Did you see...

We've recently sent out invitations to the first session of the Foodies Forum for 2022.

it will be a virtual forum on Wednesday 9 March from 2:30 to 4pm via [Microsoft Teams](#) and [SLIDO](#).

**We wish Steve Anderson farewell this week.**

We've previously talked about Steve's retirement and have been fortunate to have a seamless transition and hand-over period to our new CEO, Mary Devine.

Please join us in wishing Steve all the very best.

**Farewell also to Ana Connor.**

Ana has had a 23 year career with Foodstuffs South Island, starting on the IT help desk, championing ecommerce and the original and award-winning Foodstuffs eXchange.

Ana's current role sees her overseeing the whole article master data area. Her last day is 18 March.

Join us in wishing Ana every success in her new endeavour.

**From the Category and Promotions Team:**

## **Team changes**

We have recently concluded a proposal around some changes to our Senior team.

These have been put in place to best advance the transition of our new team, and to acknowledge and prepare for the team's involvement in key business programmes.

The biggest change is that we are splitting the current "Head of Fresh, Liquor, Chilled & Frozen" role, currently held by Haden Piggott.

- We are creating a new "Head of Chilled, Frozen, Liquor & Private Label" role. This role is advertised now.
- Haden will take on the role of "Head of Fresh and C&P Projects"
- Haden will take a lead role in the key internal projects to drive our transition and involvement in FSSI programmes

Our new org chart effective 7<sup>th</sup> March is also available on the [supplier information site](#).

Until we have successfully recruited for the new Head of Chilled, Frozen, Liquor & Private Label role, Haden will continue to oversee the Liquor, Chilled & Frozen departments.

We're incredibly excited about the changes and believe this sets us up to best deliver to our team's purpose and objectives.

Well done to Haden on his new role.

*Noho ora mai,  
Justin Waddell*

*Continued overleaf*

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## NPD Cycles

We've just published our new [NPD cycles schedule](#) and this is available on the [supplier information site](#).

Overall, our cadence is more reflective of our customer data, and makes space for the suite of other reviews & optimisations we will launch with you over the coming months.

From your feedback, we have attempted to align our calendar as much as possible to FSNI. This should assist you to present and launch your NPD more in line with the market.

Your Category Manager will define the actual dates via separate communications, including a link to our booking system over the next week.

If you have any questions, the best person to talk to is your Category Manager.

## Country of Origin update

We at the Supplier Support and National Services team want to say a huge thank-you to all those who have products affected by the changes to the country of origin regulations.

We really appreciate your efforts at getting that updated data through to us before it went live on 12 Feb. We had a seamless transition with very little noise – just in time for oyster season!

As always, if you've any questions about trading with Foodstuffs or using the Foodstuffs eXchange, please call us on **0800 555 985** or email the team at [suppliers@foodstuffs-si.co.nz](mailto:suppliers@foodstuffs-si.co.nz)

## Supplier Promotions Portal Enhancements

As you will know, we moved to a new promotional portal system last year (PMR). We are continuing to work hard to improve the system via development enhancements and will continue to do so.

We really value your feedback, and a lot of these enhancements are based on your input. We would appreciate if you could fill in the feedback form at this [link](#). This will help us to shape further work.

If you have any questions regarding our promotional portal, please contact [supplierpromotionsportal@foodstuffs-si.co.nz](mailto:supplierpromotionsportal@foodstuffs-si.co.nz)

### In development now

- Providing a field for Suppliers to put a RRP in funding confirmations app when populating deals
- Add in a reason for store declining an instore promotion in the Proposal for Instore app

We have a lot of planned enhancements in the pipeline. You can [view the full details here](#).

## What's #Trending?



Starting next month, we're launching a new customer engagement channel on our website, What's Trending?

[www.trents.co.nz/whatstrending](http://www.trents.co.nz/whatstrending)

Customers and potential new customers will be able to keep up with the latest trends and new products at Trents.

If you want to be featured, please email [madeline.mccormack@trents.co.nz](mailto:madeline.mccormack@trents.co.nz) for more information.

### In Brief.

#### Price changes

We are still receiving unprecedented numbers of price changes.

To help us to help you get your price change loaded on time, please make sure that you're using the version 9 form. This is created online in the Foodstuffs eXchange site. Navigate to the Products / Price adjustments page. Context sensitive help is available from there by clicking the ? icon at bottom right.

#### Order fulfilment

We've noticed that some suppliers are waiting until outstanding stock is available before sending ordered goods. Given the supply issues and difficulty keeping stock on shelf, please send what goods are available immediately. We'll re-order outstanding items.