

SUPPLIER UPDATE

April 29, 2022



In brief

We welcome Patrick O’Leary back to the Foodies fold. After a 5 year period, working overseas and locally for the CDHB, Patrick returns to the Master Data Operations role, vacated by Ana Connor.

Patrick reports to Damian Lynch who has now taken over from Phil Lemon as GM of Merchandise & Wholesale.

Foodies Forum

Thank you to those who watched our Foodies Forum on Wednesday, and apologies again for the technical glitch.

We are currently reviewing your questions and will send out a follow up email with the slide deck by the end of next week.

Keep these dates free for future Foodies Forum fixtures!

- 9 June
- 23 August
- 10 October
- 16 November

We’ll send out comms for each closer to the time to the same mail list that this newsletter goes to. The cover email for this has the [opt-in link](#) so please forward to your colleagues where appropriate.

on the spot

The group continues to focus on improving group standards across the market.

OTS ex DC & charge-through (direct to store) sales have the group sitting at 2.4% growth financial year to date.

The group has 63 stores operating on retail scan sales. Year to date retail sales are \$16.2M with growth of 47.81%*.

** Please note that the growth is arbitrarily high as not all stores have a full 2021 year of historical retail sales data.*

On the Spot are continuing the focus on their brand refresh and are nearing the completion of a full signage upgrade for all the pink OTS stores. The goal is to have all stores aligned to the new brand standards by the end of June 2022.

This year the team are reviewing the oil channel branding that is currently coloured blue. Our market research tells us that consumers do not associate the blue sites as part of the On the Spot group. We’re exploring how to link the pink branding into those oil sites.

With 77 stores in the South Island, as a group we have the critical mass to work with you around trial concepts or products within the convenience channel.

If this is of interest, please reach out to Mike for more information.

Thanks,
[Mike Arlidge](#)

Mike Arlidge is our On the Spot Group Manager.



Cross dock – what is it?

Cross dock is a great way to utilise Foodstuffs South Island's distribution network without needing to be hosted in the Distribution Centres. This makes it a great in-between step between sending product directly to stores and having the scale to be managed ex-DC.

How does it work?

You pack and label all of your direct orders for stores, place them on a pallet and send them in one hit to the DC.

The DC then breaks down the pallets and adds each package to the appropriate store's consolidated order.



We then freight the orders to each store.

This saves a lot of courier cost, time and effort – not to mention being better for the environment due to the decrease in the overall number of freight trips. It also means that the minimum order quantity for a store can be reduced while still remaining economic. Managed well, this will help you to scale. It's a win-win-win!

For more detailed information on Cross Dock and to get an idea of cost, contact [Charyl O'Leary](#).



Vaccination Policy update.

We've received questions about our Vaccination Policy and if there are any updates.

We are currently still experiencing high positive case numbers throughout the South Island, which is showing it's having a longer tail in this part of the country. We would have hoped to have less cases by now, but it is encouraging to see that we have a downward trend across the Co-operate.

We'll be working over the next week on our Vaccination Policy and will communicate any changes. Please note that our policy only applies to the Foodstuffs South Island Support Centre and Distribution Centres. We will be supporting the markets through their own review process.



Supplier resources.

We've received a few comments asking where to find resources and information, so here's a handy list

Who do I call for help?

Call Supplier Support on 0800 555 985 or email suppliers@foodstuffs-si.co.nz or supplierpromotionsportal@foodstuffs-si.co.nz for promo portal help

Where can I browse info for myself?

<https://www.foodstuffs-exchange.co.nz/>

Where can I find Category team contacts?

<https://www.foodstuffs-exchange.co.nz/processes-and-guides/supplier-engagement/>

Where can I find NPD schedules?

<https://www.foodstuffs-exchange.co.nz/processes-and-guides/supplier-engagement/ranging-at-foodstuffs-south-island/>

How do I manage a price change?

<https://www.foodstuffs-exchange.co.nz/processes-and-guides/changing-your-list-price/>

What if I'm selling my business/brand?

You'll find a useful document published here:

<https://www.foodstuffs-exchange.co.nz/processes-and-guides/supplier-engagement/>

The New World Family 2 Family Foodbank appeal is back for 2022 and we would love your support!

It's been a tough time for many Kiwi families over the past few years and the donations from our annual foodbank appeal makes a real difference to our communities – from one family to another.

We are asking customers to donate a bag filled with groceries during the appeal and New World is also donating up to \$250,000 nationally to our local foodbanks.

Did you want to be involved in supporting our local foodbanks?

[Click here for more information.](#)