

# SUPPLIER UPDATE

Sept 25 2020



## Price and product change moratorium

As we approach the busiest time of the year, we ask for your support and patience as we put new product and price changes on hold over the pre-Christmas period. It's our standard operating procedure for the busy period and allows us to focus on merchandising and selling as much of your product as we can!

**This year's moratorium dates are as follows:**

### List price adjustments

- Starts Monday 23<sup>rd</sup> Nov
- Ends Sunday 31<sup>st</sup> Jan

### New product introductions

- Starts Monday 30<sup>th</sup> Nov
- Ends Sunday 10<sup>th</sup> Jan

The last date to confirm a price adjustment is Friday 2<sup>nd</sup> October. This allows the requisite 6 weeks lead time for implementation.

Should you publish a new product with a launch date within the moratorium period, please contact the category team for special review and consideration.

Thanks for your support with our annual moratorium.

## What's happening at the eXchange?

You'll remember that we developed and deployed a brand-new Foodstuffs eXchange last year, after using the old one for 18 years!

Part of the rationale for making the change was that it allows us to develop a lot more functionality than was previously possible. We have already quietly implemented a few changes with several more to come.

Here's what we've deployed so far:

- We tweaked the Products page for ease of use and to include extra data to support customer demand and online shopping
- Created a new set of schemas between the Foodstuffs companies and the eXchange.

That last deployment lays the foundation for us to be able to deliver some exciting new functionality rolling out soon, including:

- Electronic return purchase orders and credit claims
- Automating the list price adjustment form
- Implementing the PEPOL e-invoice standard for small to medium business EDI

We've had lots of requests for electronic RPOs and claims, so we're really pleased to be able to provide them very soon. It's looking good in development so far and will integrate really nicely with the existing order and invoicing systems.

Price adjustments are going to get a lot simpler – no more guesswork! All you'll need to do is choose a product and the exchange will pull back anything in the same price family for you. Just update the pricing and send the prepopulated form back!

PEPOL is the new standard for electronic invoicing backed by MBIE. Several of the popular web-based accounting packages either already provide it or are building the interface for it.

We'll soon be publishing an official roadmap of upcoming changes, but put simply, doing business with Foodstuffs South Island is about to become much easier!

## Wholesale sales data

Did you know that if you supply the distribution centres, you can subscribe to the wholesale sales data? There's a minimum term of 12 months and a small cost associated with the service, but it's really useful to find where the gaps in coverage are and where your sales team might be best utilised. You can also request historical data. Contact Jeremy from the procurement team for details at [jeremy.dickinson@foodstuffs-si.co.nz](mailto:jeremy.dickinson@foodstuffs-si.co.nz)

## Category news

Our hardworking category team have published ranging cycles for booking your NPDs well into next year. Check out the schedule [here](#).

If you don't have any hosted products and you're interested in having your products core-ranged, please email the relevant category manager. Their contact details can be found [here](#).

To ensure we have a clear understanding of the direction for each category, the team have been working hard on developing the stories for each category within each brand. Unfortunately, that's a complex set of strategies that won't fit onto a single document, so if you'd like more detail, please talk to the relevant category team member.

Following on from this, the team will be incorporating category strategy discussion into your meetings, so the use of pre-reads prior to meetings will enable this additional discussion to take place. We really appreciate your support on this.

# Foodstuffs Spring Fling

## \$15,435.00 raised for the Gut Foundation

Foodstuffs South Island Community Trust has recently embarked on a 3-year sponsorship of the Gut Foundation, so picking the receiving charity for our annual Spring Fling event was a no brainer.

It was hugely successful with most sites across the island getting involved, raising a whopping \$15,435.00. This year we raised over \$4,000 more than previous events.

All money will be donated to the Gut Foundation and is to be spent doing research in the South Island. The research will have a significant effect concentrating on the Otago/Southland and Nelson/Marlborough Districts around bowel cancer, colonoscopies etc. These areas have been identified as colon cancer hotspots.

We were also treated to a remarkable talk by Professor Richard Geary about the importance of a healthy gut and what you can do to take care of it. The first thing you can do is to check what comes out of it and *know your normal*. He's created a handy checklist and diary that you can use to check your "output". You can find the page [here](#).

The support from our supplier community was significant, for which we are always grateful. Thank you to everyone who supported the event through supplying product for the BBQ, or raffle and auction prizes.

## Why do we bang on about barcodes?

Barcodes and the numbers they represent, GTINs, are fundamental to good product data.

A GTIN, Global Trade Identity Number, is made of several parts:

- A unit of measure identifier
- Your country identifier
- Your company identifier
- Your product number and
- A check digit

So GTIN (0) 94 15077 10000 2 tells me that this is a retail unit (0), from New Zealand (94), packed for PAMS (15077) and is product 10000 (Decadent dark chocolate chunk cookies. Yum!). The last 2 is the check digit.

If I wanted to add a carton barcode, I'd simply change the leading 0 to 1 and recalculate the check digit. I wouldn't need to buy a whole new barcode.

If there's ever a problem with a product, we should be able to tell at a glance where it's from and who made it, making tracing easy. It's the basis of the product recall system.

For this reason, Foodstuffs has taken the position that we will not accept resold barcodes. Please [contact GS1](#) to ensure that you're using the correct barcode for your product.