

# SUPPLIER UPDATE

March 26<sup>th</sup>, 2021



## What's happening at Foodstuffs?

This year is Foodstuffs South Island's "Year of delivery".

In addition to Actionable Customer Insights, we have several other projects that will transform many aspects of our business.

These will provide really exciting and valuable outcomes for our stores, our customers, and you!

We've asked a lot of you in the last year, and you've responded quickly with the data and updates that we've requested. Thank-you!

We're asking now for your understanding that our published 6-week lead times are crucial to deliver updates for things like new product setup, vendor changes and price changes.

Where you might not be able to provide that amount of lead time, or we're correcting a mistake, or you have any other concerns, please do feel free to call the Supplier Support Team to discuss your situation. We're available during normal business hours.

Phone 0800 555 985 or email [suppliers@foodstuffs-si.co.nz](mailto:suppliers@foodstuffs-si.co.nz)

## Actionable customer insights

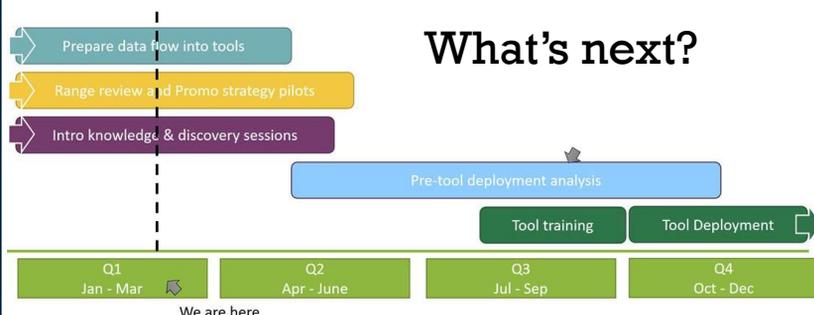
The primary focus at the moment within the programme is around getting our data ready. We're aiming for a date of April 30<sup>th</sup> which will mean we are 1 step closer to accessing our customer insights.

After the data is ready, we will get to use it to create a whole bunch of concepts that will give us immediate benefit. As an example, things like Store Clusters and Loyalty Segmentations will allow us to learn more about how our customers are shopping in stores right now.

We are engaging in instore pilots. We are close to launching our Range Review Pilot in 3 New World stores, across 2 categories. We are also working on a Promotional pilot which involves the building of a list of "Key value items" which will assist us around how to promote our most important products to customers.

We have also had a whole host of internal workshop sessions. These include deep diving our current processes around ranging, personalisation, pricing & promotions as well as our level of customer centricity. These are invaluable in preparing us for the journey ahead.

We are almost ready to talk to you about the sharing of SI insights through our dh Shop tool. By the last quarter of this year, we are hoping to have our dunhumby (dh) Shop, Symphony space planning & dh Assortment tools operating in the business. Over the coming months we look forward to letting you know what this means for you.



Justin Waddell  
*Justin is our Retail Programmes  
Manager at Foodstuffs South Island*

**FOODSTUFFS**  
South Island

## Sales Data Available!

If you have products ranged in our DCs and are not using VMI, we can provide access to weekly or monthly wholesale sales reports.

We've included an example at right. This report will also allow

you full visibility to monitor and drive your core ranged products within our stores, it also allows you to highlight the opportunities to your field team where an additional distribution drive would benefit both businesses.

If you'd like to receive these reports, contact [Jeremy.Dickinson@foodstuffs-si.co.nz](mailto:Jeremy.Dickinson@foodstuffs-si.co.nz)

Site (Reporting)	Store Type	Article	Bill-to party	Customer	Cal. year / month	September 2018	September 2018	September 2018	September 2018
					Sales Volume (BUh)	Sales Volume (DUh)	Sales Volume (BUh)	Sales Value (Invoiced Price)	
					EA	R	B	NZD	
Honby Ambient DC	New World	9003		New World St Martins	36	36	3	145.52	
Honby Ambient DC	New World	9017		New World Centre City	12	12	1	48.84	
Honby Ambient DC	New World	9019		New World Gardens	12	12	1	48.84	
Honby Ambient DC	New World	9020		New World Elles Road	12	12	1	48.84	
Honby Ambient DC	New World	9025		New World Ashburton	12	12	1	48.84	
Honby Ambient DC	New World	9031		New World Mesgial	12	12	1	48.84	
Honby Ambient DC	New World	9034		New World Nelson City	12	12	1	48.84	
Honby Ambient DC	New World	9040		New World Rangiora	12	12	1	48.84	
Honby Ambient DC	New World	9046		New World Ilam	12	12	1	48.84	
Honby Ambient DC	New World	9048		New World Halswell	12	12	1	48.84	
Honby Ambient DC	New World	9054		New World South City	24	24	2	97.68	
Honby Ambient DC	New World	9059		New World Wanaka	12	12	1	48.84	
Honby Ambient DC	New World	9067		New World Gore	12	12	1	48.84	

## on the spot

OTS have a new Promotions Co-Ordinator. Jacinda Dykhoff started with us on Monday 15<sup>th</sup> of March. Please join us in welcoming her to the team.

On The Spot stores can be found all around the South Island, in all the places that Kiwis live and play. You can find a more detailed [map of all our store locations here](#).

## on the spot

PAK'nSAVE has cleaned up at the recent Commercial Communications Council Axis awards that recognise creative excellence in New Zealand.

The marketing team has been working hard in the past year to bring Stickman to life and push the boundaries on Instagram. As a result of this Foodstuffs NZ and FCB have won **GOLD** in the Influencer category for @instickman. Up against the All Blacks, this was no mean feat!



In addition to this we have also been awarded a Bronze Axis in Digital Copywriting for @instickman and Silver for our Meat Week Hijack on The Rock.

If you haven't already, follow @instickman on Instagram and get to know Stickman's personality on a much more social level!

## Do you have products in the DC?

If you do, you'll probably already be aware that if you change the products in ways that alter their logistics data, then the Procurement Team need to be made aware of it. We've made the notification form available from the [supplier information website](#)

## Contact Details

For any queries regarding trading with Foodstuffs South Island or using the Foodstuffs eXchange, please email [suppliers@foodstuffs-si.co.nz](mailto:suppliers@foodstuffs-si.co.nz) or call 0800 555 985