

SPAR Australia

Fox Road
Locked Bag 30
Acacia Ridge QLD 4110
TEL: +61 7 3715 3000
FAX: +61 7 3715 3001

9 June 2015

PRESS RELEASE

SPAR Australia Announces Winners of Supplier Awards

SPAR Australia is proud to announce the winners of the 2014 Supplier Awards. In a dinner held on Friday 29th May 2015, SPAR Australia recognised the support of key suppliers across various categories and presented the coveted supplier of the year awards.

SPAR are continuing to evolve their business and develop themes to facilitate their key focus areas. The theme for 2015 is Simply Retail and is all about reducing the clutter and focusing on the key aspects of Retail. It's about getting back to the basics and making sure SPAR Retailers put themselves in the position to take advantage of opportunities when they arise. Driving sales in this tough market is obviously of paramount importance and the tools shared with Retailers to date have been instrumental in the success achieved so far. As always, SPAR's focus on mutual growth with both their Retail and Supplier partners is at the heart of the philosophy of this great brand.

SPAR Australia's Managing Director, Mr Lou Jardin, presented to the group and focused on how the business is working to further develop the business for the mutual success of Suppliers, Retailers and SPAR Australia.

In a night designed to acknowledge the suppliers who partnered with SPAR Australia to drive growth for both businesses, SPAR would like to congratulate the following suppliers in their success in their respective categories:

- 2014 Supplier Of The Year - Unilever Australia Limited
- 2014 Grocery Platinum Supplier Of The Year - Asaleo Care Australia
- 2014 Grocery Gold Supplier Of The Year - Gruma Oceania Pty Limited
- 2014 Refrigerated Platinum Supplier Of The Year - Lion D&D Australia
- 2014 Refrigerated Gold Supplier Of The Year - Peters Ice Cream
- 2014 Tobacco Supplier Of The Year - British American Tobacco
- 2014 *Fabulous* Supplier Of The Year - Affiliated Sponge
- 2014 Direct Supplier Of The Year - Fruitlink
- 2014 Category Partner Of The Year - Mars Petcare Australia
- 2014 Retailers' Choice Supplier Of The Year - Coca-Cola Amatil
- 2014 Equipment Supplier Of The Year - Brian Cummins Group
- 2014 SPAR Plus Supplier Of The Year - Insignia (Pty) Ltd

Unilever Australia Limited, SPAR Australia's Supplier Of The Year for 2014 achieved high growth rates in their key categories. Great responsiveness with diligent communication and follow up at all levels, a high level of support of SPAR's Consumer Promotions, an effective

promotional strategy - including a record breaking result at Trade Show, saw this supplier deserve to be named Supplier of the Year for 2014.

These awards were judged on year round performance, recognising consistent achievement and support throughout the year. The criteria used in deciding the award winner included:

- The percentage increase achieved by each supplier versus prior year
- Service level percentage in to SPAR's DC's
- Investment as a % of Turnover
- A Category Manager ranking
- An Inventory Controller ranking
- Level of support for SPAR's Consumer and Over & Above Promotions
- Level of support for the SPAR Trade Show
- The development of new initiatives to further sales growth

The awards were presented by SPAR Australia's Managing Director, Mr Lou Jardin and SPAR Australia's National Merchandise Manager, Mr Colin Dwyer, with SPAR Australia's Chief Information Officer, Mrs Angela Farrar-Tilley joining Lou to present the SPAR Plus Award, SPAR Australia's National Refit Manager, Mr Garby Melick joining Lou to present the Equipment Supplier Of The Year Award and Mr Bob Little, Deputy Chair of the SPAR Guild Council presenting the Retailers' Choice Award on behalf of SPAR Australia's Retailers.

SPAR Australia would like to thank all of the suppliers who have supported SPAR Australia both at Warehouse and Retail level throughout 2014 and congratulate both the nominees who made the judging process an extremely competitive one and the winners on their success.

-Ends-

For all enquiries please contact:

Rebecca Andrew
National Marketing Manager
SPAR Australia Ltd
0405 711 876

Colin Dwyer
National Merchandise Manager
SPAR Australia Ltd
0401 999 456