



C O N T E N T S



16. Exclusive Interview: David Milner, Amplify Snack Brands President International.



20. The SPAR attraction.



51. Coffee.

News and Retail News

- 10. Wesfarmers produces good results for FY16.
- 12. Impairments and sell-offs announced at Woolworths' full-year results.
- 14. Taking you on a world tour.
- 16. Exclusive interview: Amplify Snack Brands President International David Milner.
- 18. Exclusive interview: Private Label Manufacturers Association General Manager Bill Trainor.
- 19. Aussie Farmers Direct to take on supermarkets with expanded online offer.
- 20. The SPAR attraction.
- 22. Accredited Distributors' 21st annual trade show.
- 24. Exclusive interview: IGA Inc CEO and Board Chairman Mark Batenic.

Industry Insight

- 27. Code corner, part four: hot topics – NextGen Group.

Market Research

- 28. 'Australian made' moves to third most looked for item on product labels – David Burton and Colmar Brunton.

Marketing

- 30. Take your shopper activation to the next level – Shopperpedia.

Marketing News

- 31. Dr. Oetker's handy baking tips; Fresh owner for mango marketing business; U by Kotex campaign dismisses 'outdated concepts'.

What's New

- 32. Lavazza premium coffee; Mr Bootleg prescribes the Sour Tonic; Ballantyne supercharges its new spread; Lucky to shake things up; Superior Liquorice Co spins new novelty.

Features and Category Reviews

- 34. Summer Entertaining.
- 36. Organic.
- 39. Summer Beverages.
- 42. Cheese.
- 44. Bread & Bakery.
- 46. Biscuits.
- 48. Baby & Toddler.
- 51. Coffee.

Retail Business

- 56. News: Online retail 101.
- 57. News: Customers 'appy to compare prices.
- 58. Marketing: The Bourne commendation – IdeaWorks.
- 59. Marketing: Saving money, time and effort on barcode verification – SKUvantage.
- 60. Marketing: Rethinking growth for growth's sake – ShopAbility and CLSA.
- 62. Legal: Compliance with workplace laws – Lander & Rogers.
- 63. Business Review: Point of purchase.
- 66. What's New.