

SPAR Australia honours 'passionate' suppliers

'The Power of Passion' was the theme of SPAR Australia's 2015 Supplier Awards presentation in Brisbane last month.

The awards recognised the support of key suppliers across various categories. SPAR Australia said the support of its suppliers over the past year had again assisted in the retailer's growth.

Speaking at the event, SPAR Australia Managing Director Lou Jardin discussed how far the SPAR Australia business had come over the past five years and said the current level of investment being made by retailers reflected their confidence in the brand.

SPAR China Managing Director Yoep Man, who is also responsible for international business development in Asia Pacific for SPAR International, presented an overview of SPAR's global operations and focus areas for growth.

He shared some recent key developments around the world and provided the audience with insights into upcoming expansions that have not yet been announced to the market.

He also explained some of the challenges and opportunities presented by the Chinese market and how SPAR was successfully using these to create points of difference and drive significant sales volume. An example was the trial of occasion-based categories, such as Family Fun, for snack and beverage products.

Finally, he shared the opportunities that exist for both Australian and international suppliers in working with SPAR in the areas of strategic collaboration, the supply chain, category management, consumer trends and SPAR's beliefs.

SPAR Australia says 'The Power of Passion' theme of the event represents the company's next key focus area.

"SPAR retailers are passionate – passionate about retail, passionate about their businesses and passionate about their communities," a spokesperson said.

"SPAR's staff are passionate about driving success and profitability throughout their network, both to retailers and suppliers, and they're passionate about their individual roles within this important business in the



Host, Peter FitzSimons.



SPAR China Managing Director Yoep Man.

independent retail landscape.

"SPAR's suppliers and partners are passionate about the brands and businesses they represent, passionate about achieving market share."

Those who have been most passionate about working with SPAR to achieve their goals were recognised in the Supplier Awards, hosted by journalist and author Peter FitzSimons.

Snack Brands Australia was honoured as SPAR Australia's Supplier of the Year for 2015. In addition to achieving strong growth of 27.2 per cent over the previous year, the company was praised for great responsiveness in account management, a high level of support through promotional activity and a great result at the SPAR Australia Trade Show.

Other award winners were:

Grocery Platinum Supplier of the Year: Mars Petcare Australia.



Supplier of the year: Snack Brands Australia.



SPAR Australia Managing Director Lou Jardin.

Grocery Gold Supplier of the Year:

Lion Dairy & Drinks Australia.

Refrigerated Platinum Supplier of the Year: Devondale Murray Goulburn.

Refrigerated Gold Supplier of the Year: Peters Ice Cream.

Fabulous Supplier of the Year: Real Dairy Australia Pty Ltd.

Direct Supplier of the Year: Tip Top Bakery.

New Product Launch of the Year: Unilever Australia, Streets Blue Ribbon Golden Gaytime Ice Cream.

Retailers' Choice Supplier of the Year: Coca-Cola Amatil.

The awards were presented by Mr Jardin and SPAR Australia National Merchandise Manager Colin Dwyer, with Deputy Chair of the SPAR Guild Council Bob Little joining the pair to present the Retailers' Choice Award on behalf of SPAR Australia's retailers. ♦