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Sent: Friday, 9 August 2024 1:07 pm
To: Registrar
Subject: Foodstuffs Merger

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Hi there!!

I've never written a submission before in my life but feel compelled to in support of the potential Foodstuffs North Island/South Island merger.

Beard Brothers was formed and started in a shipping container in our back yard and 12 years later is still growing (fortunately not in a shipping container now!!) We employ 40 staff, that's 40 livelihoods we support through our strong relationship with Foodstuffs in both the North Island and South Island.

What I find hard to understand is the negative rumblings I'm hearing and seeing in the media re the merger...as a supplier and also a customer of Foodstuffs, all I can see happening with the proposed merger is efficiencies which can only benefit kiwis shoppers and suppliers alike!!

There's not Fontera North Island and Fontera South Island, there's not Briscoes North Island, Briscoes South Island...these companies run under one united umbrella which begs the question as to why this hasn't happened earlier with Foodstuffs!!

Bring the systems together, share and collaborate with knowledge. New Worlds, Pak n Saves and Four Squares are more often than not the hubs of communities and this can only be strengthened by merging the 2 entity's. Beard Brothers is heavily involved with the Foodstuffs North Island Social Supermarkets which is changing life's at the coal face through both the generosity of Foodstuffs themselves and suppliers like ourselves that are rolling up our sleeves, donating stock and helping others through the power of conversation and of course food!!

Being a supplier of Foodstuffs isn't the golden ticket to financial freedom... in fact far from it, you have to earn your spot on the shelves...as does a pair of shoes in a shoe shop or a pie in a bakery, the harder you work on your product the more chance of having success. No one in any business can think that once they gain a spot you can sit back and expect to reap the rewards...no way, this is when the real mahi starts!!! This is business, this is life.

We are proud suppliers of Foodstuffs and as a family business we understand the importance of locally owned and operated ownership which is something very special!!

The merger for us as a Supplier would have meant a significant cost savings to our business as everything needs to be presented twice...the same product needs to be loaded separately into 2 separate systems but have the same Bar Codes, the same prices etc. This can get rather messy as there's so much tooting and frooing between the 2 separate co opps when it all could be streamlined through the one entity and save a heap of time and effort!!!

In my eyes, as a Supplier, any cost savings that we can get from something so simple would have such a big impact on our small family business.

Thanks for your time,

Cheers
Rob Beard

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