

Wholesale Supply Inquiry

Preliminary Issues paper

This feedback form has been developed to assist with the making of submissions in response to the “Wholesale Supply Inquiry - Under section 55 of the Grocery Industry Competition Act 2023 - Preliminary Issues Paper” paper released on 24 September 2024.

If you would like to make a submission using this form, please fill in the boxes on the following pages.

You can choose to respond to any or all of the questions.

Alternatively, you can:

- Email a submission to grocery.regulation@comcom.govt.nz;
- Submit an anonymous report using the Commission’s Anonymous Reporting Tool at: <https://report.whistleb.com/en/comcom-grocery>; or
- Post to:
Grocery Regulation
Commerce Commission
PO Box 2351
Wellington 6140
New Zealand

Submissions are due by 5pm Friday .

Please note:

- If you wish to provide commercially sensitive information in a submission, we request that you provide, as necessary, confidential and public versions of your submission. Within the confidential version, please remember to provide reasons alongside any confidential information as to why it is confidential or commercially sensitive.
- There is a 4000 character limit per question. If you would like to provide a longer response, then we recommend providing a written response through the other channels listed above.

General questions

1. Name

Graham Hooper

2. Email

[REDACTED]

3. Is this an individual submission, or is it on behalf of a business or organisation?

Individual

4. Business or organisation name, if applicable

5. Would you like to be added to our distribution list to receive updates on grocery regulation?

[REDACTED]

Yes

6. Is this a public or confidential submission?

Public

7. Who do you think the wholesale regime should service? For example, what types of customers and what market share?

The Only way Competition in the Grocery Industry would happen by Foodstuffs Wholesale is exactly THAT! Wholesale

That Means Whether you are

1. Pack N Save
2. Four Square
3. Dairies
4. or whoever

Wholesale is Wholesale All of the above Pay the same Price per article! Weather purchasing by a Container load or by the Ton All the same price per article..... That's the way you Get Competition!

8. Please describe any experiences you have had regarding different forms of wholesale supply, inside or outside the wholesale regime. We are interested in the experiences of both wholesale customers and suppliers.

Foodstuffs wholesale Toops? I think it was that was Definitely Not Wholesale!

9. Do you have any additional comments about the wholesale supply regime?

Wholesale is Wholesale.....What Foodstuffs and Woolworths are operating at the moment is Definitely Not Wholesale!

10. Please describe your experiences of wholesale pricing in the grocery industry.

Foodstuffs Toops!

11. Please describe your views and provide evidence on the costs to wholesale customers of retailing grocery products. For example, what margin between wholesale and retail prices is required to recover the costs of retail activities.

The margins are all up the shit! because foodstuffs Toops wholesale is dearer than some supermarkets retails specials!

12. Please describe your experience and awareness of the types and value of rebates, discounts and payments (RDPs). How does this affect you as a wholesale customer (eg, retail pricing) or supplier? For example, what types of RDP between suppliers



and wholesale customers have you used, and what impact did this have on margins?
Please provide evidence if available.

I and You the Commission Know There's Thousands of Examples! But here is one example, a stranded 2 litre Tip Top ice- cream price verses from \$6.00, \$8.00, \$9.00!
Even at \$6.00 what the percentage commission mark-up profit! What's 600%? Or more! So where is the actual retail price on Millions and Millions of Supermarkets items!

13. What is your view on the types of RDP that should be passed on to wholesale customers to reflect the RGRs' benefits of scale and efficiency?

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14. Do you have any additional comments about wholesale pricing?

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15. Please describe your experience of accessing popular retail grocery products (or appropriate substitutes), including via Regulated Grocery Retailers (RGRs) and through direct supply.

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16. Please describe your experience of using alternative channels of supply - eg, wholesalers, direct supply and/or "off the retail shelf"

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17. Please describe your experience of supplying wholesale groceries to retailers.

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18. Please describe your experiences/relationships with suppliers and/or retailers.

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19. Do you have any additional comments about range of products?

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20. Please describe your experience regarding the effectiveness of systems and processes for wholesale grocery supply.
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21. Please describe whether you have experienced differences between the RGRs' and alternative channels' systems and processes? If yes, please comment on the effect of these differences.
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22. Do you have any additional comments about systems and processes?
-
23. Please describe your experience of terms and conditions for wholesale grocery supply.
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24. Please describe whether you have experienced differences between the RGRs' and alternative channels' terms and conditions. If yes, please comment on the impact of these differences.
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25. What is your opinion on the findings of this progress assessment? Is there anything we have not mentioned in this paper that you consider is relevant? Please explain.
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26. Do you have any additional comments about terms and conditions?
-
27. Do you consider we have identified the most important issues affecting the RGRs' wholesale offers? Is there anything we have not mentioned in this paper? If yes, please identify and explain.
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28. Is there any information or analysis that we have not mentioned in this paper that you consider relevant? If yes, please identify and explain.
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29. Do you have any additional comments about RGRs wholesale offers?

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30. Do you consider we have identified the most important issues affecting the direct supply of wholesale groceries? Is there anything we have not mentioned in this paper? If yes, please identify and explain.

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31. Is there any information or analysis that we have not mentioned in this paper that you consider relevant? If yes, please identify and explain.

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32. Do you have any additional comments about direct supply?

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33. Please describe your views on the additional regulatory options.

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34. Are there other actions not described in this paper that you think would help? If yes, please identify and explain.

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35. Do you have any additional comments about potential solutions to the issues?

I think it's high time the Commission put A into G, and finally regulate our supermarkets, its formally known supermarkets profiting an excess 1 million Dollars a Day!

July 2023 Pierre Van Heerden was appointed Grocery Commissioner, enough is enough Pierre Van Heerden Grocery Commissioner, one would say you and the commission are dragging the chain! and too much lip service!

Sorry but the Supermarkets are pulling the wool over your eyes! Because supermarkets are and have proven there's no such a standard retail price on any single individual grocery item!

