

THE PAK'nSAVE TEAM

David Wise	PAK'nSAVE Group Manager	03 353 8615
John Ingram	PAK'nSAVE Promotions Manager	03 353 8612
Samantha Spooner	PAK'nSAVE Promotions Co-ordinator	03 353 8765
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PAK'nSAVE RANGING PROCESS

Effective from the 17th January 2012, the Category Services team will take up the responsibility of being your one point of contact for the presentation of new products for all grocery, frozen and chilled categories for PAK'nSAVE.

The team will then present these to each committee with their views and recommendations based on extensive category analytics, and your own consumer insights, it will then be up to the committee to make a decision on the acceptance or non acceptance of these lines.

We encourage you to still maintain your relationships with the PAK'nSAVE promotional team, and that the Group should have the opportunity to attend any major NPD launch, or your 6 monthly / annual marketing plans.

Seasonal Lines if your product falls into one of the following seasonal lines you are required to present your seasonal range by the specified deadline below.

Category	Contact	Deadline
Christmas Products	John Ingram	End of March
Easter Products	John Ingram	End of May

PAK'nSAVE DRY GROCERY RANGING PROCESS

There are two store representatives on the committee at all times.
The composition of the Ranging Committee as at 1 January 2012:

- John Ingram (Chairman) Foodstuffs – PAK'nSAVE
- Samantha Spooner Foodstuffs – PAK'nSAVE
- Sarah Prendergast Foodstuffs – PAK'nSAVE
- Charyl Watson Foodstuffs - Category Services
- Rebecca Kennedy Foodstuffs - Category Services
- Stine Cooper Foodstuffs - Category Services
- Lisa Bailey Foodstuffs - Category Services
- Tony Francis Timaru PAK'nSAVE
- Craig Panagiotidis Moorhouse PAK'nSAVE

Grocery Meeting Dates 2012

Grocery Ranging Committee Meetings are held on the last Thursday of every month, with a one week deadline prior to the meeting.

Thursday 26 January

Thursday 23 February

Thursday 29 March

Thursday 26 April

Thursday 31 May

Thursday 28 June

Thursday 26 July

Thursday 30 August

Thursday 27 September

Thursday 25 October

Thursday 29 November

PAK'nSAVE CHILLED AND FROZEN RANGING PROCESS

The composition of the Ranging Committee as at 1 January 2012:

- John Ingram (Chairman) Foodstuffs – PAK'nSAVE
- Samantha Spooner Foodstuffs – PAK'nSAVE
- Sarah Prendergast Foodstuffs – PAK'nSAVE
- Charyl Watson Foodstuffs - Category Services
- Rebecca Kennedy Foodstuffs - Category Services
- Stine Cooper Foodstuffs - Category Services
- Stephen Adamson Riccarton PAK'nSAVE

Chilled & Frozen Meeting Dates 2012

Chilled & Frozen Ranging Committee Meetings are held on the first Thursday of every month (excluding the last meeting of the year), with a one week deadline prior to the meeting.

Thursday 2 February

Thursday 1 March

Thursday 5 April

Thursday 3 May

Thursday 7 June

Thursday 5 July

Thursday 2 August

Thursday 6 September

Thursday 4 October

Thursday 1 November

Thursday 29 November

PAK'nSAVE PROMOTION TYPES

SD1 & SD2 Promotions

1 or 2 week group promotions that are displayed in our Aisle of Value, Gondola Ends, or throughout store. These products will be the lowest price in the market and we will not be beaten on price by our competitors.

TPR Promotions

Temporary Price Reduction promotions run for 4-6 weeks and are shelf advertised promotions. All mandatory lines are expected to be promoted on our TPR programme on a regular cycle.

TPR CATEGORY ALLOCATIONS

SARAH PRENDERGAST * Further category breakdown on the next page

TPR Group 1	Start Date	Finish Date	Promo No
Total Beverages	9-Jan	6-Feb	200311597
Total Household Products	7-Feb	4-Mar	200311599
Total Paper Products	5-Mar	1-Apr	200311600
Total Baby Food	2-Apr	29-Apr	200311601
	30-Apr	27-May	200311602
	28-May	24-Jun	200311603

TPR Group 2	Start Date	Finish Date	Promo No
Total Health & Beauty	9-Jan	19-Feb	200311604
Total Baby Needs	20-Feb	18-Mar	200311605
Total Frozen	19-Mar	15-Apr	200311606
	16-Apr	13-May	200311607
	14-May	10-Jun	200311608
	11-Jun	8-Jul	200311609

SAMANTHA SPOONER * Further category breakdown on the next page

TPR Group 3	Start Date	Finish Date	Promo No
Total Meal Solutions	9-Jan	12-Feb	200311241
Total Sauces	13-Feb	11-Mar	200311243
Total Herbs Spices & Cond	12-Mar	9-Apr	200311248
Total Dressings & Oils	10-Apr	6-May	200311252
Total Baking Needs	7-May	4-Jun	200311254
Total Ambient Desserts	5-Jun	1-Jul	200311255
Total Canned Foods			
Total Breakfast Foods			
Total Spreads			
Total Petfood			

TPR Group 4	Start Date	Finish Date	Promo No 7 Day Buy	Promo No 0 Day Buy	Promo No 4 Day Buy
Total Biscuits & Bakery	9-Jan	26-Feb	200311259	200311262	200311264
Total Snack Foods	27-Feb	25-Mar	200311268	200311276	200311278
Total Chilled	26-Mar	22-Apr	200311279	200311281	200311282
	23-Apr	20-May	200311284	200311285	200311286
	21-May	17-Jun	200311287	200311289	200311291
	18-June	15-July	200311292	200311293	200311295

SARAH PRENDERGAST CATEGORY ALLOCATIONS

SAMANTHA SPOONER CATEGORY ALLOCATIONS

TPR GROUP 1

Total Beverages
Water
Cordials & Syrups
Carbonated
Fruit Juice
Sports Energy Drinks
Milk Drinks
Home Brew Kits
Hot Tonics
Coffee
Tea
Total Baby Food
Baby Food
Baby Formula
Total Household Products
Aircare
Dishwash
Household Cleaners
Insecticides & Fly Spray
Laundry Needs
Toilet Cleaners
Food Wraps, Foils & Bags
Wipes & Scourers
Total Paper Products
Facial Tissues
Paper Towels
Toilet Tissue

TPR GROUP 2

Total Health & Beauty
Cosmetics
Baby Care Toiletries
Nappies
Cotton
Medicine
Cough Cold
First Aid
Family Planning
Personal Lubricants
Health Supplements
Sports Supplements
Deodorants & Fragrances
Defined Facial
Hair Care
Hand & Body
Oral Care
Personal Wash
Sanitary Protection
Shaving & Depilatory Needs
Total Frozen
Ice Cream
Desserts
Fruit
Party Snacks
Pastry
Meals
Pizza
Pies & Sausage Rolls
Fish
Poultry
Meat
Vegetables

TPR GROUP 3

Total Meal Solutions
Noodles & Prepared Meals
Pasta & Sauce
Mexican Foods
Soup
Stocks & Gravies
Pasta Rice & Couscous
Total Sauces
Tomato Sauce
Simmer Sauces
Marinades
Puree & Paste
Specialty Sauces
Total Herbs Spices & Cond
Pickles & Olives
Chutneys & Relishes
Mustard
Herbs & Spices
Total Dressings & Oils
Cooking Oils
Dressings & Mayonnaise
Vinegar
Total Baking Needs
Cake Mixes & Icing
Cooking Chocolate
Dried Fruit & Nuts
Essences & Colourings
Flour, Powder & Cocoa
Sugar & Sweeteners
Syrups
Milk Products
Yoghurt Sachets
Total Ambient Desserts
Ice Cream Cones
Instant Desserts & Puddings
Jelly
Toppings
Total Canned Foods
Canned Fruit
Canned Vegetables (& dried)
Spaghetti & Baked Beans
Canned Meats
Canned Fish
Total Breakfast Foods
Cereals
Liquid Breakfast
Total Spreads
Breakfast Spreads
Sweet & Savour Spreads
Total Pet
Ambient Pet Food
Pet Accessories

TPR GROUP 4

Total Biscuits & Bakery
Biscuits
Bakery
Bread
Total Packaged Snacks
Potato Chips
Packaged Nuts
Bread Snacks
Meat Snacks
Shelf Stable Dips
Muesli Bars
Confectionery – Chocolate
Confectionery – Sugar
Total Chilled
Butter & Margarine
Cheese
Beverages
Meats
Cultured Foods
Dips & Pate
Milk & Cream
Vegetarian Foods
Yoghurt & Desserts
Pizza, Pies & Pasta