



# NZACS AWARDS 2020

The New Zealand Association of Convenience Stores (NZACS) Supplier Awards and the Peter Jowett Award for young industry leaders were presented on 27th October at the Cordis Hotel in Auckland.

More than 90 industry members were in attendance, including the teams from Bluebird, Coca-Cola Amatil, British American Tobacco (BAT), Frucor Suntory, and Tip Top.

After the official Welcome and a brief AGM, NZACS Executive Director Dave Hooker introduced the four Peter Jowett scholarship finalists who presented on the topic:

“In a world where fuel prices are on the rise, the cost of living is increasing, the call to look after our natural environment is getting louder, the biggest dollar sales c-store category (tobacco) is decreasing in sales, what does the c-store industry need to do – other than food-to-go and coffee – to have a sustainable future in New Zealand?”

## The Peter Jowett Competition

Rowan Lowe, a 23-year-old Trade Marketing Representative from BAT suggested a new revenue stream, with an easily identifiable area in store that allows consumers to browse sustainable local products.

Lowe was awarded the Peter Jowett Scholarship for her ECOCERY concept, which would offer a product range that is ethical and sustainable, made locally and is environmentally friendly with recyclable packaging.

Runner-up was Tom Daghish from Frucor, who identified a gap in c-stores for a Health & Wellness offer. Daghish suggested charging stations for hybrid and e-vehicles, combined with a gym on the top floor of the store – a multipurpose “Power Hub”.

NZACS has been running the Peter Jowett Scholarship competition annually for over 10 years.

It is designed for up and coming young people within the convenience industry under the age of 35 to showcase their ideas in front of an audience and be judged.

The topic can change from year to year and it's designed to encourage new and trendsetting ideas to bring to market.



Rowan Lowe, winner of the Peter Jowett Scholarship



PJ Scholarship finalists (L to R) Matthew Judd, Rowan Lowe, Tom Daghish, Chris Wilson



Mark Scott (Bluebird), Helen Wolfgram (BP), Anil Nathoo (BP), Deva Dhar (Remedy)



NZACS Executive Director Dave Hooker & Michele Hooker



Comedian Nick Rado was MC at the event.



Steve Laursen (Z Energy) and Dave Hooker (NZACS) with the Best National Retail Brand Store Compliance Award



Mark Scott (L) accepts the Best Admin Support Award for Bluebird.



Networking drinks at the Cordis Hotel



The British American Tobacco team (L to R) Adam Brill (Key Account Executive), Nicola Cook (Human Resources Manager), Ash Dearmer (Key Account Manager)

The judging this year was on the following criteria:

- Addresses the question
- Innovative thinking
- Could be implemented
- Quality of presentation

Only one vote from each company could be submitted and at the end of the evening the runner up and winner were announced.

In past years, the winner and runner up have won a trip to the annual NACS show, which rotates from Las Vegas, Chicago and Atlanta. This is an enormous trade show with over 25,000 attendees each year.

Dave Hooker explains: “The experience for young people of the convenience industry is often a sensory overload – at one of the biggest trade shows in the USA. It showcases new products to the market, equipment for c-stores and has education sessions and guest speakers daily.

“Our winners can attend any session they wish and typically see world class speakers within the industry. There are cocktail events and international get togethers to meet industry members.

“However, this year it has been very different. COVID has seen the cancellation of NACS and travel to the USA. So, our association had to adjust our winners’ prizes to \$4,000 personal travel and professional development grants for both the winner and runner up.”

With regards to the Scholarship presentations, Hooker says: “We understand and appreciate the significant work, effort and time that goes into producing a presentation of this standard and it requires support from competing companies staff and management.

“Once all the research and presentations are compiled, they then practise for weeks and often months to deliver a confident and thought-provoking presentation. This year our four finalists from a larger group of



The Frucor team, Best New Product Launch 2019 Winner for Boss Coffee. (L to R) Gwen Foong, Latherine Ledger, Robert Woodward, Thomas Daghish, Christopher Wilson, Ryan Preston, Robyn Wake.



Tracey Fookes accepts the Best Service To C-Stores (Chilled / Frozen Category) Award for TipTop.



Carl Bringans (Regional Sales Manager - Upper North Island) accepts one of many awards for Coca-Cola.



The Coca-Cola team (L to R) Dean Wallace (Sales Manager - Petroleum Upper North Island), Bevan Woodgate (Logistics - Field Operations Manager), Carl Bringans (Regional Sales Manager - Upper North Island), Steve Fielder (National Business Manager), Jenn Allan (Customer Business Manager), Drew Adams (Customer Business Executive), Ella Johnston (Customer Business Manager)



Mike Luck (L) accepts the Best Regional Retail Group for Store Compliance Award for Nelson Petroleum.

entrants were facing lengthy delays due to COVID and Level restrictions and our date was moved several times. This just adds another level of complexity that they all had to manage.

“The day of the event is challenging for each person who has to deliver a confident presentation to 70 plus judges in 10 minutes.

“It’s a great opportunity for young people in our industry to get front and centre and showcase their ideas and ability to a wide audience of Convenience retailers and suppliers.”

Hooker adds: “NZACS is proud to offer this opportunity to young members of our association and we see from past results that our entrants move quickly into or onto more challenging roles. We also enjoy the fact that it encourages new ideas and enthusiasm within our industry. We also welcome family, friends and colleagues to attend the evening to support and encourage the contestants.

We would like to thank all our finalists this year and we look forward to next year’s event.”

### Supplier Awards

Suppliers from all over New Zealand attended the NZACS Awards dinner, where they were celebrated for their outstanding achievements. The following Awards were presented by Dave Hooker and MC Nick Rado:

- **BEST SERVICE TO C-STORES**

Winner: Coca-Cola Amatil

- **CHILLED / FROZEN CATEGORY**

Winner: Tip Top

- **BEST ADMIN SUPPORT**

Winner: Bluebird

- **BEST DELIVERY SERVICE TO STORES**

Winner: Coca-Cola Amatil

- **BEST STOCK SUPPLY TO STORES**

Winner: British American Tobacco

- **BEST HEAD OFFICE SERVICE AND SUPPORT**

Winner: Coca-Cola Amatil

- **BEST HEAD OFFICE SERVICE AND SUPPORT FOR A MEDIUM SUPPLIER**

Winner: Signature Marketing

- **BEST NATIONAL RETAIL BRAND STORE COMPLIANCE**

Winner: Z Energy

- **BEST REGIONAL BRAND STORE COMPLIANCE**

Winner: Nelson Petroleum

- **BEST NEW PRODUCT LAUNCH 2019**

A tie between Tip Top Ice Cream Company for Goody Goody Gum Drops and Frucor for Boss Coffee

- **SUPREME SUPPLIER AWARD**

Winner: Coca-Cola Amatil [FMCG]

# NO SUGAR, NATURALLY.



MAKING IT RIGHT

