
Glenn Sullivan – Head of IFP

ISLAND FRESH PRODUCE (IFP) UPDATE

TIR Channel Meeting





THE JOURNEY SO FAR



My First 3 Months as Head of IFP



The 3 P's – What Does Good look Like?

- People
- Product
- Process



Our plan for the Next 6-12 Months



OUR PEOPLE



Team Survey

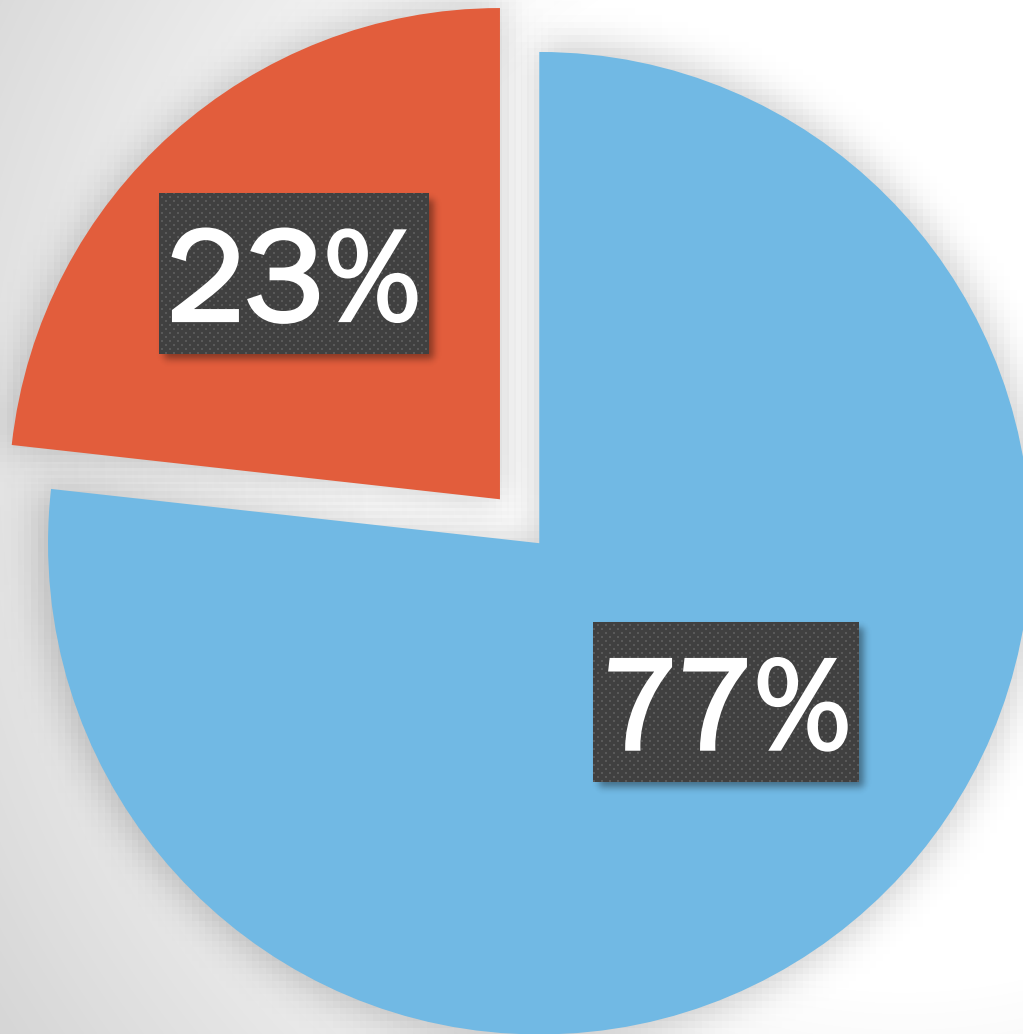


Team Appraisals



Leadership Team Formation
Key Dashboard Developed

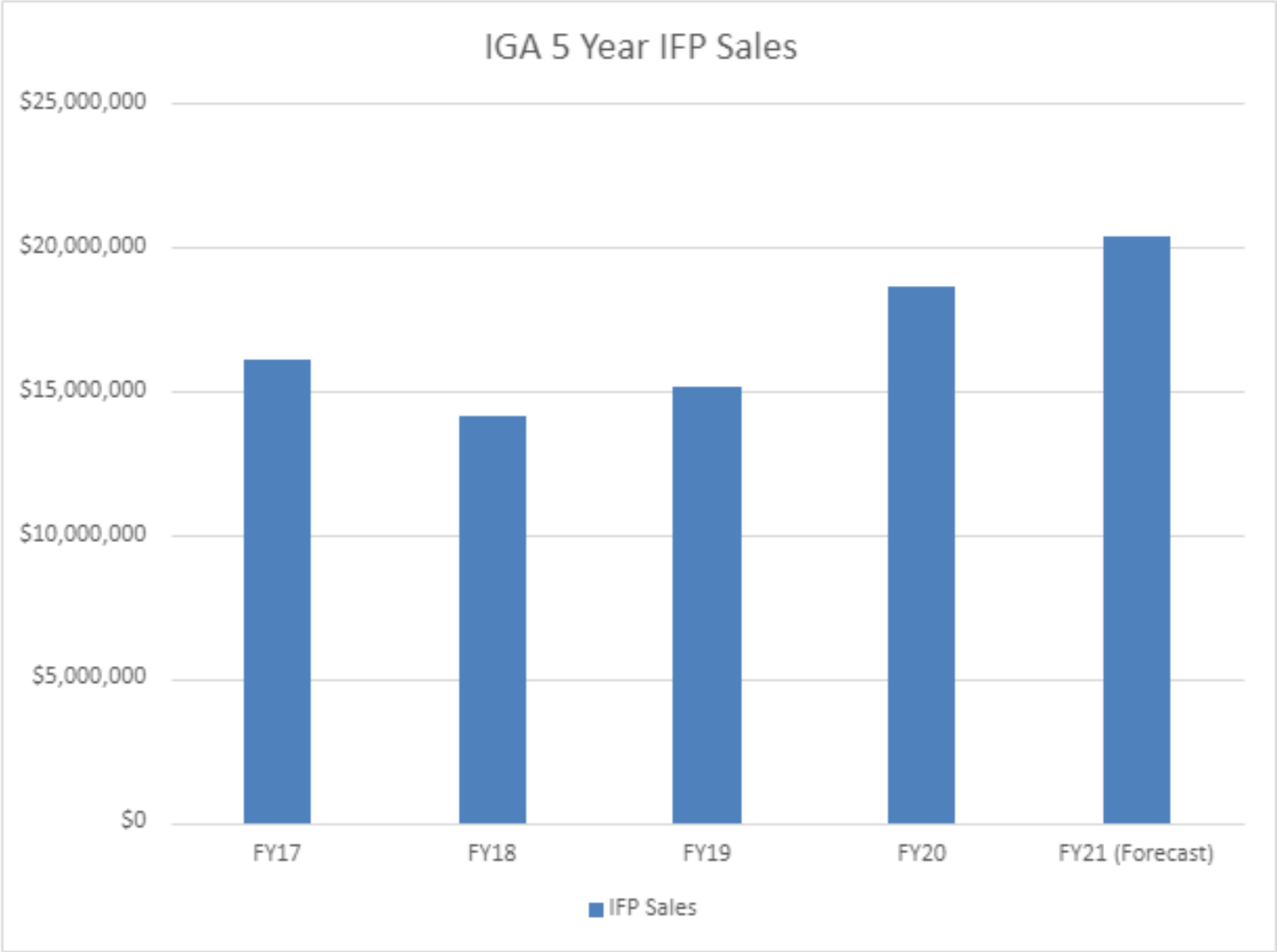
IFP Sales July 2020 to May 2021



Share of

■ IGA/Members

■ Other





Through the store visits and the IGA members' survey, the two main pain points identified were price and quality.

Daily Leadership Quality Walkthrough

- Tighter quality control

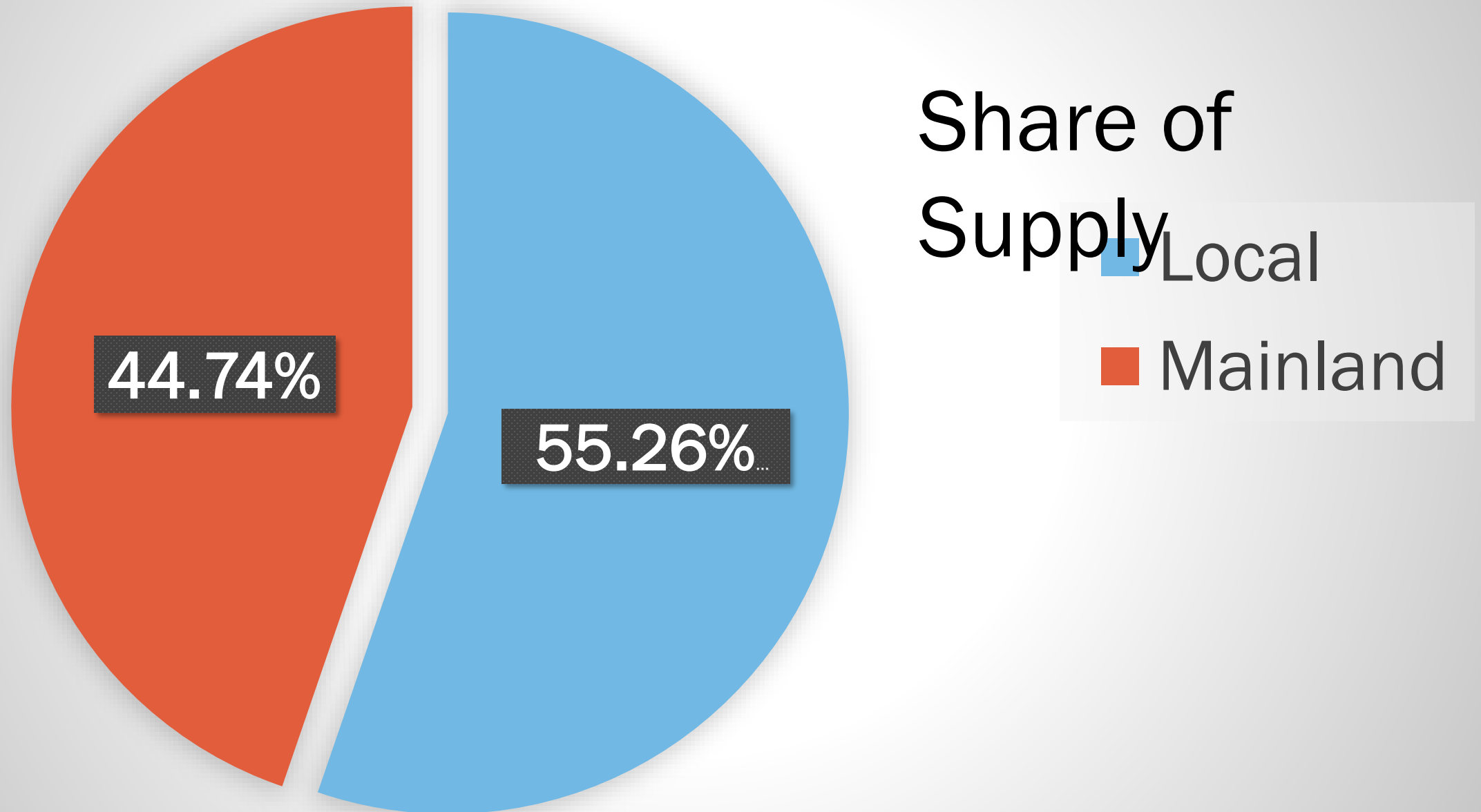
Key Price Initiatives So Far

- 10kg Potatoes
- Grey Pumpkin
- Reduction in pricing

Tasmanian Vs Mainland Supply

- Marketing of Tasmanian produce

Local V Mainland FY 2021 Spend - \$ 15.4m





THE NEXT 6 TO 12 MONTHS

Focus To Grow Member Satisfaction

- Price
- Quality
- Communication

Operational Efficiencies

- Enterprise Resource Planning system (ERP)
- Adopting further technology to minimizing picking, packing and admin errors

*****Open invite for all members to visit and tour IFP***