



## AACS to start NZ e-business pilot

The Australasian Association of Convenience Stores (AACS) is starting a pilot involving Quatro's online supply chain services network for the New Zealand convenience retailers and suppliers in April 2005.

AACS executive director, Peter Jowett, said Quatro's ability to reduce supply chain costs could be a boost for the convenience industry in NZ, which continues to face tough competition from larger outlets.

"With large scale supermarkets now targeting the petroleum market as a new

source of business, the convenience industry is coming under increasing pressure to improve efficiency and reduce costs."

"Now more than ever smaller outlets need to address supply chain efficiency by embracing technology solutions, such as Quatro", Mr Jowett said.

According to Quatro Head of Marketing, David Levine, these trials will promote acceptance of e-business solutions among convenience retailers and will create a demand for Quatro

to begin rolling out its service across the country.

Quatro already has over 4000 businesses participating in the service in Australia including some of the nation's largest organised petrol groups, such as BP and Coles Express; major manufacturers such as Coca-Cola Amatil, Vodafone / AWD, Frucor and British American Tobacco Australia; and major wholesale snacks and confectionery distributors such as Dicksons and members of The Distributors network.

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