

Overwaitea Food Group

Market More BC

Mike Olson, Vice President

June 2015



The “Inside Scoop”

- **A general introduction to OFG**
- **Get to know us**
- **Establishing our partnership**
- **Some success stories**
- **Key contact**

Over-weight-tea

For a century, we've been leading the way in the West with innovation, local value and customer connection



Overwaitea Food Group



Overwaitea Food Group

Save-On-Foods Offering



Overwaitea Food Group

Growth Strategy



Overwaita Food Group

A map of New Zealand is shown with numerous colored dots (green, orange, red, purple, yellow) scattered across the islands, representing various locations. The text "Overwaitea Food Group" is overlaid in large red font.

Overwaitea Food Group

Overwaitea Food Group

Growing Together

Acquisitions • New Markets • Strategic Alliances

always
customerfirst

Unique Service

Customer Service Leadership

Technology Enabled Shopping (E-Comm)

Always Innovating

Operational Excellence

Clean 'Full & Fresh'

Productivity

Program Execution

Build Value

Competitive Pricing

More Rewards

Western Family

Leverage Trends

Own Local

Local Products & Tastes

Community Support

Customized Stores

World Class Team Members

People Development • Entrepreneurial Leadership

Best Supermarkets in Canada

- **World Class Team Members** - best employer!
- **Unique Service** going the Extra Mile, anytime, anywhere!
- **Leverage Trends** - best innovators
- **Build Value** - best in providing overall value, through great pricing, deals, service, experience and quality
- **Own Local** - best supporting local communities, providing local products, and meeting local tastes.

Own Local – Stories



Own Local – Products

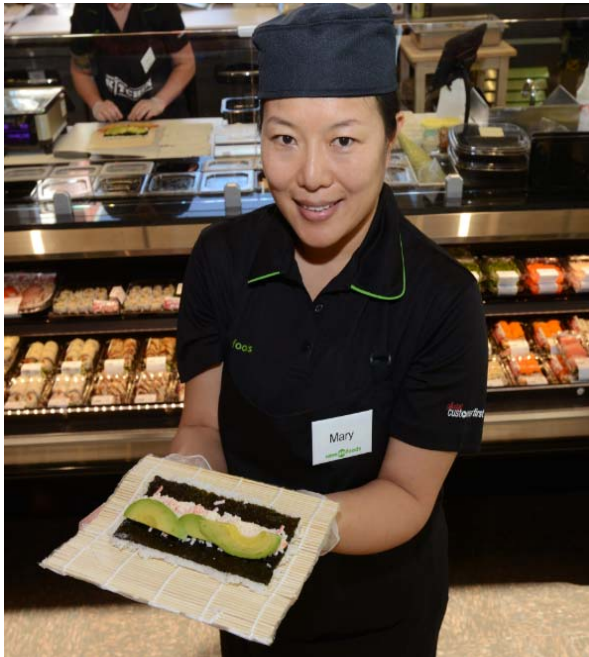


Overwaita Food Group



Overwaita Food Group

Own Local - Tastes



Overwaitea Food Group

The New Local



Overwaita Food Group

eCommerce Grows

Lower Mainland

- Willoughby, Langley
- Sapperton, New Westminster
- Grandview, Vancouver



eCommerce Expansion

Victoria

- Saanich
- Tillicum

why shop online?

fast.	easy.	fresh.
<ul style="list-style-type: none">• next day pick up or delivery• all your favourites	<ul style="list-style-type: none">• same great prices• handy App	<ul style="list-style-type: none">• shop with confidence• satisfaction guaranteed

 **HELPING you Ketchup**

"This is a great option for a mother of young children. Not having to take an hour out of my weekend to shop in the store with two kids was lovely!"
— a satisfied mom

saveonfoods

introducing
online shopping

special offer

free + **\$10 off**
PICK UP OR DELIVERY — YOUR NEXT ORDER



Establishing our Partnership

How-to Partner

- **Do Your Homework-** Get to know us
- **Partner with us to build business**
- **Leverage Trends** – innovative products and ideas
– no “me-too’s”
- **Look after the basics** – business plan, food safety
- **Collaborate** – so we can be the best together at supporting local communities, providing local products, and meeting local tastes.

Getting Started

Overwaitea Food Group
2015 Supplier Arrangement Form
PO Box 7200, Vancouver, BC V6B 4E4 Phone: 604-888-1213



Supplier Name:

NEW ITEM & MAINTENANCE FORM

OFG Supplier #

Supplier #

Overwaitea Food Group

A Division of Overwaitea Food Group Limited Partnership, A Jim Pattison Business

SUPPLIER SETUP/MAINTENANCE FORM

☐ New Supplier

☐ Address

☐ Payment Terms

☐ Current Supplier - using the boxes below indicate what is changing

☐ Address

☐ Payment Terms

☐ Contact Name

☐ Name Change

☐ Other



Partner Portal

www.owfg.com

Overwaitea Food Group

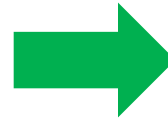
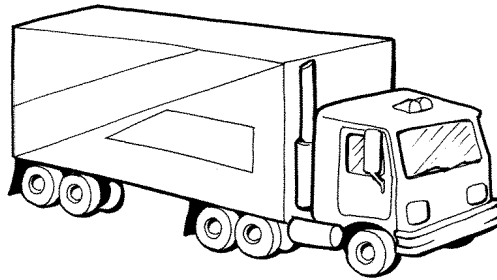
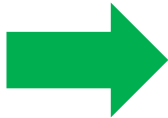
[Home](#) [About us](#) [Join our team](#) [News](#) [Contact Us](#) [Supplier](#) [Retail Careers](#)

With everything they need at the prices they want, it's easy to see why customers love to Save-On-Foods. Since 1982, Save-On-Foods has built a reputation for delivering low prices plus all the things you can't put a price on: exceptional service, consistent quality and a great shopping experience.



Overwaitea Food Group

End User Costing



Distributor Price

Wholesale Price

Retail Price



Success Stories



*Marilyn Tower
Tower Foods*



*Jillian Hull
JillyV's Clean Eating in No Time*

Success Stories



Chris and Betty Jentsch
C.C. Jentsch Cellars



Paul Chaddock
Finest At Sea Ocean Products

Key Contact

brad_olsen@owfg.com

always
customerfirst

Thank you!



Overwaitea Food Group