



ALDI Stores
(A Limited Partnership)
1 Sargents Road
Minchinbury NSW 2770

10 June 2009

Media Release

ALDI SEEKS NEW SUPPLIER PARTNERS TO AID EXPANSION PLANS

ALDI today called for more Australian suppliers to take advantage of a great business opportunity by partnering with one of Australia's fastest growing retailers.

Group Managing Director, Michael Kloeters said ALDI needed a broad range of Australian suppliers to cater to an expanding range of products and existing product lines.

"We are looking for suppliers that can meet our required volumes and importantly, are as passionate about high quality goods as we are," he said.

"Our exclusive brands are benchmarked against leading household brands. We pride ourselves on delivering products with consistently high standards in taste, quality, nutrition and performance.

"We are growing by at least 25 new stores a year and are committed to building long term relationships with our suppliers, many of whom have enjoyed growth and success as we have expanded.

"We have uncomplicated business terms which include payment terms of 30 days net; and no rebates, discounts or listing allowances which cost suppliers money."

ALDI is the retailer preferred by food manufacturers. In the *AC Nielsen Retail Barometer survey* (January 2009) suppliers rated ALDI as the strongest retailer in terms of fairness of trading terms and negotiations; alignment between head office and stores; strength of the management team; understanding the needs of the consumer; and innovation.

Mr Kloeters said size is no barrier to supplying ALDI. "Some of our suppliers are niche boutique manufacturers, while others have much larger operations and produce some of Australia's leading household brands."

ALDI sources a high percentage of its products in Australia - 100 per cent of fresh meat, 97 per cent of dairy and 95 per cent of the fruit and vegetables sold are locally sourced.

ALDI will be holding open days for interested suppliers. For more information on the open days or details on how to supply ALDI, contact kirsten.mills@aldi.com.au

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