

Time sets up water charity

Time Wholesale Services, of Barking, Essex, is holding a 'Top Retail' event in support of the Every Well Water Foundation, a new charity formed by the company's managing director Sony Bihal.

The Every Well Water Foundation aims to raise funds to help those without access to safe, clean water worldwide, repairing broken



wells and building new ones.

The Landmark Wholesale member will be staging a trade show on 5 December at The City Pavilion, Romford, followed by a gala dinner.

"The trade show will enable suppliers to connect with retailers to capitalise on Christmas trading activity," said Bihal. "It offers manufacturers the perfect opportunity to sell core range goods, promote NPD and drive up incremental sales over the busy festive period."

► **Time Wholesale Services**
020-8595 7830

Faster ordering online

JJ Food Service has introduced a 'one tap payment' option for online orders placed using the company's app.

Chief operations officer Mushtaq Ahmed said: "Convenience and speed are absolutely key to our customers. With more than 50% of our online orders now coming via a mobile device, one tap payment will make online shopping at JJ Food Service faster than ever before."

It works by using details that have been captured via



the app by a card scanner and stored in the system to allow customers to check out instantly. Multiple card details can be saved at any one time.

"This means that customers do not need to manually type in credit card information, saving time and improving accuracy," said Ahmed.

One tap payment joins the wholesaler's new fingerprint ID and card scanning facilities.

"As a result of these three developments, we have reduced the time taken to place an online order by a minimum of 30%," said Ahmed.

► **JJ Food Service (0843) 309 0991**

Group signs 14 new members

Confex UK has signed 14 additional members so far this year, which will help it reach its turnover target of £3 billion by 2020 (up from £2.83 billion over the past 12 months). Managing director Nicky White added that the group was "firmly on course" to achieve its goal.

White – confirming data in *Cash & Carry Management* last month – was speaking after the group's fifth member incentive in Malta, which was attended by nearly 100



Confex in Malta, including managing director Nicky White (third on right).

delegates. Held over four days, the event included 532 business meetings between suppliers and members, as well as a busy social programme.

Plans have already been made for a similar trip next year – to Lake Maggiore in Italy from 6-9 September.

Invitations will go to members showing the highest growth across selected suppliers for the February-April 2018 trading period.

In the first half of this year, group turnover with Confex's top 20 suppliers rose by 24% and volume increased by 18%.

► **Confex UK (01608) 652333**

Striking Gold



Left to right: Imperial retail development rep Phil Woods; store owners Tony and Alan Johnson; Dave McLaren, general manager, Batleys Cleveland; and Andrew Miller, Imperial head of field sales.

A best-one retailer (and customer of Bestway/Batleys) in Stockton-on-Tees won top prize of £10,000 in **Imperial Tobacco's** FCT 123! competition to promote Gold Leaf JPS tobacco.

Second award of £3,000 went to a Premier (Booker) shopkeeper in Bacup, Lancs, while third prize of £2,000 was won by Premier Ultra Stores in Newport, Isle of Wight.

More than 300 cash & carries and their customers took part in the competition.

The winning Best-one store owner Tony Johnson said: "We've traditionally valued Imperial and Batleys as crucial trade partnerships. This fantastic prize will help us develop our business."

Andrew Miller, head of field sales at Imperial Tobacco, added: "This competition was designed to engage independents in a new way – in depot as opposed to in store.

"FCT 123! undoubtedly helped continue to drive the brand's volume and distribution across the country."

► **Imperial Tobacco (0117) 963 6636**