

If your company is serious about Foodservice



We've got our eye on you!

Foodservice Suppliers Association Australia



Formed in 2005 to provide representation for all suppliers to the Foodservice industry
Promotes alliances and dialogue between differing industry sectors
Delivers networking, educational and professional development activities for members and the broader Foodservice industry

BENEFITS YOU RECEIVE AS A MEMBER

- ✓ Ability to actively participate in our Industry's only national association
- ✓ Have your point of view heard in the only industry association that has interface with the AFGC
- ✓ Timely updates on regulatory and legislative changes affecting the industry
- ✓ Participation in industry related, relevant surveys.
- ✓ Discounted entry and exhibitor costs for FSAA events and Foodservice Australia
- ✓ Priority invitation to industry breakfast, lunch and dinner forums and events
- ✓ Free copies of breakfast presentations [subject to presenter approval]
- ✓ Quarterly newsletters
- ✓ Framed certificate of membership
- ✓ Regular opportunities to network with industry colleagues
- ✓ Participation in a management mentoring program (member exclusive from 2012)
- ✓ Recruitment opportunity via an FSAA portal (member exclusive from 2012)
- ✓ The opportunity to receive Dining Out Data – a consumer research program (member exclusive from 2012)



**Be part of a dynamic
and relevant Foodservice industry body!**

JOIN TODAY!



"We believe the FSAA is making real progress in the development of genuine National representation for Foodservice suppliers. We support their endeavours to develop dialogue and broader representation in relation to the industry and encourage any supplier to the Foodservice market to join."

Peter Crowe – General Manager Marketing & Purchasing Bidvest Australia

MEMBERSHIP FEES

We are pleased to offer tiered membership fees relative to the size of your business:

Businesses up to \$3 million per annum revenue = \$450 + GST per annum

Businesses with \$3-\$5 million per annum revenue = \$600 + GST per annum

Businesses over \$5 million per annum revenue = \$750 + GST per annum

Membership fees are due on January 1st each year.

Join the FSAA and be part of a National industry body representing **ALL** supplier groups.

**TOGETHER WE CAN BECOME A
STRONG VOICE REPRESENTING **OUR**
INDUSTRY!**

Join us and become part of an exciting future!

Our Activities



BREAKFAST FORUMS

The FSAA conducts breakfasts each year across the country where key industry people are invited to present subjects of interest. This includes leading chefs, catering managers, purchasing managers from major buying groups, senior Foodservice Distribution leaders, Hospitality educators and other people who deliver insight to their particular field.



NATIONAL AWARDS OF EXCELLENCE

The premier event on the Foodservice supplier calendar, we acknowledge those businesses and people who have made a special contribution to our industry. The Awards cover all supplier groups to the Foodservice market in Australia including food, beverage, equipment, tabletop, distribution, trade media and other service providers.



FOODSERVICE TODAY & TOMORROW CONFERENCE

This is a full-day program and is the only such conference held in Australia. We source leading speakers and presenters from within the industry as well as from other sources that can help all of us improve our business in today's business environment.



VIEWPOINT

These small, prestigious luncheons are held in conjunction with Hospitality training institutions where an industry leader is invited to provide a Viewpoint on their particular area of expertise.



FOODSERVICE CONNECT

Is a member exclusive activity where the FSAA organizes visits to key end user and other industry sites for information tours to help members understand how such businesses operate.



UNDERSTANDING FOODSERVICE

Is a training initiative that provides a sound introduction to the structure, dynamics and operational aspects of the Foodservice industry. These half-day activities are targeted at new entrants to the industry as well as a “refresher” for those people who wish to understand current trends



CHARITY GOLF DAY

Held later in the year, this is a fun day with lots of prizes, networking and the opportunity to help an industry related charity, and see who are the burglars!



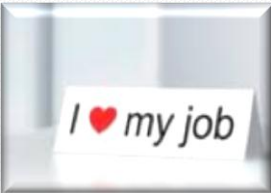
STRATEGIC ALLIANCES

The FSAA has also established a Strategic Partnership platform where we align with other industry related organizations on matters of mutual benefit for our membership. This is being done in a spirit of working together to help our industry develop into its full potential. Our most notable partnership is with the industry leading Australian Food & Grocery Council



MANAGEMENT MENTORING PROGRAM (from 2012)

This is another member exclusive initiative where the FSAA aligns the years of experience of some of our senior leaders with those emerging future leaders. This is done to help develop our industry into a leadership position in professional standards.



RECRUITMENT PORTAL (from 2012)

Also member exclusive, we will be introducing a relationship with a recruitment company that has a focus on Foodservice sales and marketing positions. By doing this it will provide opportunity for placement of specialist people within the industry from a company that understands what is sought.



DINING OUT DATA (from 2012)

A research exercise where the final consumer will provide insights into dining by meal occasion, key demographics, category, state and other significant indicators. A MUST for all Foodservice operators.