

Roger and Dale King's New IGA Everyday at Jindera

Jindera is located about 20 minutes north west of Albury. This tiny little town is set to evolve as it now boasts it's first supermarket as well as a shopping plaza.

Although the town is really only a few kilometres from Albury and it appears to be a likely growth corridor for the ever expanding rural city, and this complex is one of the corner stones in this process.

Roger and Dale King, pictured left with son Joel, now have a band of three such sized IGA Everyday stores all within a short drive of the Murray River, giving them a greater presence in the community.

The store itself offers a great range for its size, and saves shoppers a twenty minute drive each way to the chains in Albury.

While the current population means the supermarket is a little before it's time, Roger and Dale elected to run a 'claytons' deli in the store. This means they cook and sell chickens in the area that will eventually house the deli cabinet, and rely on packaged deli items to cater for customer needs. This could be a clever way to build a business in marginal territory and considering Coles are moving to pre-packaged deli items, this trend may work out well. The store also stocks a large range of Eaglehawk Gold smokehouse meats and seafood prepared by Dale King's father, at the Eaglehawk supermarket. This range of specialty meats is an enormous point of difference and it is a wonder why other retailers have not tried the same idea.

The store launched with a Community Rewards loyalty program with Janelle Faust (pictured left) responsible for local store marketing for the Kings stores, signing up members during the launch phase.

Well done on another great store opening. John Markham

Super Choice



What it Means For You

From July 1 2005, employees of all businesses have a choice of superannuation fund for their employers contributions. This means you could be required to make contributions to a multiplicity of funds - in an extreme case, a different fund for each employee.

Can You Simplify Your Compliance with Choice of Fund Legislation?

Many awards, certified agreements and Australian Workplace Agreements (AWA) already specify, which superannuation fund contributions are to be made.

How will these interact with choice of fund obligations?

The order of priority of choice in Victoria will be:

1. The fund specified by a certified agreement or AWA
2. If no certified agreement or AWA applies, or it is silent on which superannuation fund, the fund properly chosen by the employee in accordance with the legislation
3. If neither 1 or 2 applies, the fund specified by a federal award applying to the employer and the employee, at least to the extent of the contribution rate specified by the award (many federal awards still specify a contribution rate of 3per cent)
4. If none of the above, the fund chosen by the employer

So if you wish to simplify your compliance with the legislation you should consider specifying a single fund or limited number of funds in any certified agreement or AWA being negotiated or renegotiated with employees.

Alternatively, you could make a single issue certified agreement with your employees to deal with choice of fund. Whichever you do, given the time it takes to put an agreement in place means that the time to act is NOW.

M+K Partner: Sam Eichenbaum

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