

### IGA>D Letter to All Retailers

Dear Independent Retailer,

Coles recently reported that their 'Like for Like' growth was only 1.5 per cent which is significantly behind that of Woolworths which reported growth of 4.2 per cent

In addition to this, Coles-Myer recently offloaded its department store Myer for \$1.4 billion, giving it considerable buying power. Coles has already announced it will concentrate on its core business of supermarkets and liquor, and signalled expansion.

Independent retailers are currently enjoying the best period of growth and stability seen in many years and the future looks bright. By working together with IGA Distribution, you have managed to consolidate banners, improve your buying power and communicate more effectively with your consumers.

Three years ago, IGA Distribution in Victoria was rocked when 10 of our large independent supermarkets were targeted by the chains and bought. It affected all areas of our business, in particular our buying power and our efficiency in the warehouse, which in turn affected all retailers that bought out of this distribution centre.

Coles has commenced targeting Victorian independent retailers with the intent to purchase their business. Whilst we would never begrudge any retailers getting the best outcome for their business, we do ask that you give IGA Distribution every opportunity to compete with Coles. Please let us know if Coles has approached you, and if an offer has been made, feel free to speak with us regarding the future of your business.



Only through unity can we remain a viable alternative to the chains. Please give us, and other Victorian retailers the opportunity to keep your business as an independent, and thus ensure the success of our stores into the future.

Regards,  
Mark Laidlaw  
General Manager IGA Distribution

### WAGE INCREASE NSW Butchers Retail State Award increase Feb 3

### Master Grocers SDA Enterprise Agreement 2005 - increase May 1 2006

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