



President's NSW Store Visits

During our visit we also had the opportunity to meet with some key NSW retailers. We met with Wayne and Kath Taylor who own and operate a great new Foodworks store in Minchinbury.

Wayne and Kath are not strangers to the Grocery Industry, both having worked in the industry for many years. They are currently looking to further their presence in NSW with an additional store and are developing a Greenfield site near the Minchinbury area.

Our journey also took us to Rainbow Supa IGA in Doonside where we met with store manager Malcolm van Yssel Dyk. Malcolm is the son of Charles van Yssel Dyk, owner of this store. This store is very large and very impressive, boasting a huge range of wonderfully presented groceries, fresh produce, delicatessen, meat, general merchandise and much, much more.



Rodney Allen, MGA President, Malcolm van Yssel Dyk, IGA Doonside and Jos de Bruin, CEO MGA

In our travels around the states, most members are reporting strong trading results with increased customer counts, basket sizes, sales and profits. The independent supermarket is gaining stature all over the country, particularly, in view of the significant service and support role it plays in meeting each community's needs. It is often the hub of the local community. The consumer groundswell toward supporting independently owned supermarkets should be of no surprise.

In a market where the grocery products can be quite uniform across supermarkets, consumers are voting with their feet, as they seek fresh food, product variety and more personalised service. Personalised service is something all independent supermarkets can make themselves "famous" for in their communities. It's your greatest point of difference!

A long time supermarket owner recently said that independent supermarkets are successful because the owners are passionate, enthusiastic and display a self belief in what ever they do. These are certainly wonderful traits which we at the MGA see every day, everywhere we go!

MGA Strategic Planning

Last month the MGA held its Strategic Planning Day. The hard working and passionate MGA board and management met to discuss and ascertain where our industry was heading and what it would look like in five to 10 years. The purpose of this important exercise was to develop a membership support and service picture of success and to clearly determine the associations future relevance to its members.



Our industry has seen an extraordinary amount of change in the last few years. We know that change will continue to occur at a fast rate. The marketplace, technology, processes and systems, workplace relations and the way we do things are constantly changing.

The outcome of the planning day was the board and management pledging that the MGA will continue to be a truly independent industry employer association, with a strong industry voice, representing their interests. An industry association all independent supermarkets can rely upon for unequivocal support and service. The MGA board is determined to continue to invest MGA funds into continuous development of crucial support services to help make our industry better with every day.

Continued Page 7