

We have some very exciting new initiatives we are planning to roll out to members, including, a 'holistic' approach to our industry's training needs, workplace relations seminars and forums, compliance training and much more.

Our research has also uncovered a great need to attract new people into our industry for employment opportunities, whether it be school or university leavers, or mature aged staff. Our training team have developed our industry's very first Pre-Employment Industry Training Program (Work Ready) that will convey the basic knowledge and awareness required for people to walk into a supermarket and begin work at the most rudimentary level. This training will be available on a national basis and will be instrumental in assisting to lift the profile of our industry and fill a very serious labour void for our members around Australia.

Due to a very healthy and buoyant economy there are also many opportunities around Australia for new entrants into our industry in the form of new store owners. There are many greenfield sites around Australia that have been identified as being suitable for a new supermarket development. This is a wonderful opportunity for people wishing to own their own business and to become a core business within a local community. The MGA will be writing and publishing articles in various publications with a view to attracting new business owners to our industry. We ask any interested parties who wish to own their own supermarket to contact Jos de Bruin, in confidence, at the MGA.



To conclude, the MGA team looks forward to being of assistance to you in 2008. It is going to be another exciting year of growth and change for you, our members and the MGA. Thank you for being our members and for the privilege of serving you.

Until next edition, Good Trading.
Jos de Bruin



Sydney Store Visits

After attending the NARGA Board meeting in early December in central Sydney, Jos de Bruin, MGA's CEO and Rodney Allen, MGA's President decided to venture to the outer west to visit the Khan brothers (Rashid, Shane and Robert) at Khan's IGA Head Office store in Picton and the almost completed 'Perfect FoodWorks' store in Bradbury just outside of Campbelltown.



Khan brothers with Rod Allen MGA CEO

The Khan's have eight high-performing Supa IGA stores and have developed a very close relationship with their local communities. Paul Jobe, the new FoodWorks Bradbury store owner, has built a wonderful store in a medium sized regional shopping centre that will also become the trading hub of their local community.

We also visited Tony Smith's IGA supermarket in Oatley as well as the very robust FoodWorks Banana Joes Supermarket in Marrickville, both of which also have a large presence in their local communities.

Congratulations must go to the Independent retailers in Sydney (and all over Australia), as they are certainly giving the chains a run for their money.



Foodworks Bradbury – Ron Tildesley and Paul Kayrooz from Foodworks Head Office & Rodney Allen President MGA

MGA Retailer Forums around Australia

The latter half of 2007 was very busy with retailer forums and gatherings being held in various locations in each state to discuss and address such issues as junior wage rates and trainee wages submissions, workplace agreements, expired agreements and generally any other topic of importance that affected our members.