



MGA CEO Jos de Bruin NARGA CEO Ken Henrick and MGA President Rod Allen at the Independents Conference and Expo In Hobart

Tasmanian Independent Retailer conference

The TIR Expo and Conference was held at the Wrest Point Casino in Hobart on 23 - 24 May.

The theme of the conference was "Building on Success – Our Vision for the Future".

Congratulations must go to Grant Hinchcliffe, TIR MD, Craig Smith, General Manager Operations and Ron Barker, General Manager Marketing for organising this wonderful event to bring independent supermarkets from around Tasmania together to share the TIR vision for the future. All retailers who attended the conference embraced the theme and left feeling confident that the future of independent retailing is full of opportunity and growth. The Expo provided a marvellous opportunity for retailers to meet and do business with product, equipment and service suppliers.

The TIR Retailer of the Year Awards are as follows:

- **IGA Friendly Grocer Channel**
Ulverstone - Leigh and Sharrie Gale
- **IGA Value Plus Channel**
Youngtown - Ted, Fulvia and Michael French
- **Supa IGA Festival Channel**
Supa IGA Prospect - David and Lynne Baxter
- **TIR Niche Marketers of the Year Joint Winners**
IGA Value Plus Lilydale - Sally Wilkinson and Karlene Cuthbertson
Salad Bowl – Simon and Joanne Johns
- **Sam Richardson Perpetual Trophy**
Festival IGA Orford - Christou and Phil Diamantis
(Awarded for outstanding contribution to lifting the standards of Independent Retailing in Tasmania)

Intralot - Gaming Offer for Victorian Independents

By now you may be aware that the Victorian Government has selected a new entrant into the Victorian gaming marketplace. From 1 July 2008, Intralot, a highly credentialed global company, will be launching a range of soft gaming products including Instant Tickets, Keno, Cross & Match and Bingo into the Victorian marketplace. Two new games will be added by January 2009.

MGA and a dedicated committee of Foodworks and IGA retailers are excited about this opportunity for interested independent supermarkets. This group has been successfully working with Intralot since November 2007 to develop an industry specific solution to enable the independent supermarket channel to promote and sell Intralot products.

Intralot have stated that they have apportioned a significant advertising and promotion budget to help drive consumers into Intralot agencies. In addition, Intralot is very keen to align itself with independent supermarkets because of the close relationships that they have with their customers, a value Intralot also wishes to foster. It is anticipated that this additional offer in supermarkets is capable of generating some excitement and foot traffic in the stores willing to participate.

MGA advises that an information pack (you may have received this already) including expression of interest forms will be sent to members in early June. The MGA committee also wishes to advise members to consult their financial and legal advisors prior to making a commitment to Intralot.

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