



2008 Metcash Expo and Conference Gold Coast

This years conference was well attended with over 5000 people making it the biggest ever and a fitting ten year anniversary. The MGA team were also present to spend time with the associations many national members at the event.

Andrew Reitzer addressed the packed conference hall during the first of three conference sessions and reported that the warehouse had increased sales totalling 7 per cent on a national basis over the past year with a market share increasing to 19.2 per cent. This was achieved despite the devastating storm that disabled the Blacktown warehouse for many months.

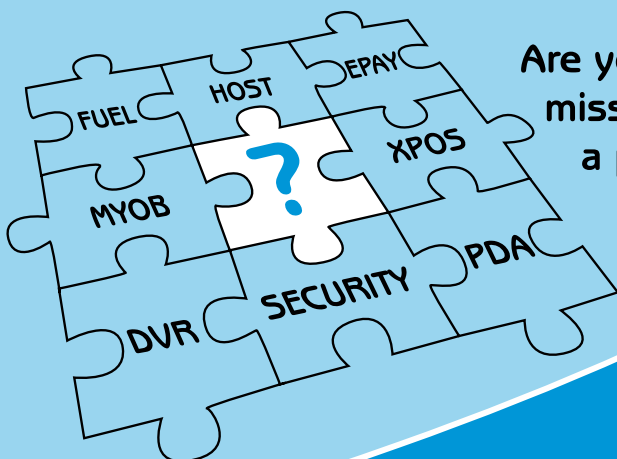
With 10,637 square metres of new store developments in the pipeline it is no wonder that independents have doubled the growth of the chains over the past year.

A retailer panel addressed the group during one session and included IGA Board members Fred Harrison - Ritchies, Michael Daly - Vic, Bob Cybua - WA and Ian Ashcroft - NSW (pictured above).

The panel also included Roger Drake - SA, Andrew Bray NSW, Mel Luke Qld. and was hosted by Mike Munro.

Some of the topics covered were the need to develop independents fresh food offers to be the best in the industry, the reduction in scanning system vendors, retail analysis, data sharing to develop live retail sales for better warehouse stock management to name just a few.

The expo hall this year was packed with suppliers offering great deals, and hot new products and fresh food display ideas. This event is an important one in the retailing calendar and a great opportunity for retailers to get away and plan for the redevelopments that must be a part of every successful store.



Are you
missing
a piece of
the puzzle?



Scanning Systems

SMARTER USE OF TECHNOLOGY

PHONE 1800 817 226

www.scanningsystems.com.au