



Above: Alan Fossett and the Ausmart table

## Industry Function a Huge \$85,000 Success! [Cont.]

The ambience, the food, the band and the opportunity to network with fellow industry colleagues were enjoyed by over 480 people including Industry Leaders Andrew Reitzer, CEO of Metcash and Patron of GALA, Peter Noble CEO of Foodworks, Lou Jardin, Managing Director of IGA and Rick Wight, COO Foodworks.

Combined with the industry golf day held in March of this year this event enabled our industry to raise in excess of \$85,000 toward the development and implementation of youth mentoring and education programs, as well as, a full time social worker for the Reach Foundation. Andrew Reitzer and Jim Stynes (founder of Reach) reinforced the message that the Reach Foundation is an essential national community organisation supporting troubled and distressed young people around Australia. This insight is of great significance, as our industry is a very large employer and developer of young people in part time and casual roles in supermarkets around Australia.

We wish to extend a heartfelt Thank You to all major and minor sponsors of this special industry event. Without their support and kind donations this event would not have been the success it was.

Watch out for next years industry Ball, as the GALA committee has planning already underway to ensure the bar is once again raised to a new level.

More images from the night at [www.mga.asn.au/gala/gala.html](http://www.mga.asn.au/gala/gala.html)



Above: FoodWorks Newcastle NSW Regional Meeting

## FoodWorks Regional Meetings

The FoodWorks Team have been very busy in the month of August leading regional meetings for FoodWorks retailers around Australia. Regional meetings are a rich opportunity for retailers to come together to learn of the many new promotional and marketing initiatives tailored to help generate additional sales and grow their businesses.

Attending regional meetings is a must for all independent retailers if they wish to be proactive to grow and develop their businesses, compete with the chains and interact positively with their local communities. FoodWorks report that despite heavy competition in grocery and liquor from the market place and of course the slow down in the last quarter of last financial year, that sales, basket sizes, customer counts and GPs have grown, on a like for like basis, significantly over the past 12 months.



Above: Patricia Crawford and some of the team at FoodWorks East Maitland  
Below: Shepparton, Victoria Regional Meeting - Michael Sher, FoodWorks Marketing Manager and Rick Wight, Foodworks COO taking the lead.

