

## SPAR Australia

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# PRESS RELEASE

## SPAR Australia Year In Review 2011

It has been a huge year for SPAR Australia. The business took on some massive challenges and successfully achieved so much in 2011. From opening the new NSW Cross Dock and warehouse facility, implementing a new management team, restructuring the Guild Council to achieve better Retailer input and representation, launching the new brand Jardin Fresh Life and assisting a large number of independent Retailers to open new stores or convert existing stores to SPAR Australia's prosperous brands, it has been an extremely eventful year!

2011 has seen prominent IGA Retailers such as Keith & Margaret Simpson and Wayne Harrison convert their stores to SPAR to secure the future of their businesses. When asked why he converted to SPAR, Wayne advised it was "to be an Independent Grocer again as I have not felt like one for a long time under the previous supplier and banner. Also joining a truly independent warehouse that is family owned and run with a wealth of experience and understanding is what being independent really means".

In November Friendly Grocer Texas in Southern Queensland converted to SPAR. This business is owned by Josh and Michelle Schwenke with parents Margret and Peter Conn. It was extremely touching to hear Margaret thank SPAR Australia for "giving our children a future". It's times like this that the SPAR Australia team works for, to secure the future of independent retailing in Australia.

In 2011, SPAR Australia opened new stores in:

- North Parramatta (NSW) - SPAR
- Tuggeranong (ACT) – Jardin Fresh Life
- St Marys (NSW) – Jardin Fresh Life
- Cannonvale (QLD) - SPAR
- Nerang (QLD) – SPAR Express
- Brisbane City (QLD) – SPAR Express

And converted:

- Burpengary (QLD) – IGA to SPAR
- Dakabin (QLD) – IGA to SPAR
- Morayfield (QLD) – IGA to SPAR
- Golden Beach (QLD) – IGA to SPAR
- Caboolture - Learjet Drive (QLD) – IGA to SPAR
- Caboolture - King Street (QLD) – IGA to SPAR
- Caboolture - McKean Street (QLD) – IGA to SPAR
- Caboolture - Morayfield Rd (QLD) – IGA to SPAR
- Big K Toowoomba (QLD) – 5 STAR to SPAR Express

- Alpha (QLD) – 5 STAR to SPAR Express
- Tallebudgera (QLD) – IGA to SPAR Express
- Coraki (NSW) – 5 STAR to SPAR
- Texas (QLD) – Friendly Grocer to SPAR
- Hillcrest (QLD) – FoodWorks to SPAR
- Bermagui (NSW) – IGA to SPAR
- East Brisbane (QLD) – FoodWorks to SPAR
- Ballina (NSW) – Farmer Charlies to SPAR
- Evans Head (NSW) – Farmer Charlies to SPAR
- Annerley (QLD) – Mother of all Fruits to SPAR
- Gilgandra (NSW) – 5 STAR to SPAR
- Boondall (QLD) – Lucky 7 to 5 STAR

It is clear that the work that has been achieved this year at SPAR Australia has provided independent Retailers with a new alternative for supply and more freedom to tailor their stores to best meet the needs of their local communities.

SPAR Australia's business principal of supporting independent retailers through the motto of "family business helping family businesses" is one of the key reasons why so many Retailers have joined the SPAR family this year.

When Lou Jardin became Managing Director of SPAR Australia in December 2010, he vowed to continue to provide competition at the wholesale level, ensuring independent Retailers are able to source deals that allow them to compete in the market and ensure the survival of family businesses in the grocery industry. It is clear that this goal has been achieved. Commenting on this success, Lou stated "We are proud of what we have achieved in such a short time. More importantly I could not have achieved all this myself. I'm extremely proud of my team, what they have achieved and their total dedication in keeping the SPAR 'ideal and spirit' alive".

SPAR stores are all part of the worldwide SPAR family. Over 12,139 SPAR stores across 35 countries meet the needs of over 11 million customers daily. This huge international support structure allows SPAR Australia to develop at much greater speed than their competitors. With such success around the world, SPAR is a true international force in the supermarket industry.

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