

THINKING OF BUYING A SUPERMARKET? WHAT BRAND BEST SUITS YOU??

IGAAUSTRALIA

Owning an IGA store means that you belong to Australia's leading independent grocery brand. Independent retailing is an exciting and dynamic industry to work in. IGA retailers, in particular, have developed a unique style and enthusiasm for their businesses. The IGA brand has been accepted and embraced in the marketplace, and continues to evolve with new initiatives, programs, promotions and sales drivers.

IGA is the leading independent retail grocery brand in Australia and as such, has benefits that no other brand can deliver. It offers a professional support network, backed by volume buying and negotiating power. Strong promotional and marketing programs give independent retailers a unified and competitive voice. This is in addition to behind the scenes support through dedicated retail consultants, IT, marketing, merchandising and, business planning and strategy.

IGA retailers are supported at all levels whilst having a long standing, dynamic and growing brand as their foundation for success. With over 1400 IGA stores throughout Australia the choice is easy when it comes to selecting the independent grocery brand for your business

FOODWORKS AUSTRALIA

FoodWorks is growing and they are looking for passionate store owners with a drive for success.

They are looking for people who are leaders, and recognise the value of building a brand on personality and old fashioned hard work, thrive on a challenge. FoodWorks store owners are driven, show initiative and demonstrate retail know-how.

If this sounds like you, then you're already on the same team.

There retailers pride themselves on having a fresh, contemporary approach to retail whilst still retaining a friendly, community-focused relationship with their customers. Their existing store network consists of 650 stores Australia-wide with an annual turnover of \$2 billion and more than 3 million customers a week. They are Australia's largest truly independent supermarket group.

As a branded FoodWorks store, all the profits from your business belongs to you. When you join FoodWorks you become a member and shareholder of the company. They don't tell you how to run your business, but provide the tools, support and services you need to ensure your success.

This makes them unlike any other supermarket brand in Australia.

What qualities do you need?

- You need to be hard-working, driven, thrive on challenges and have a passion for successful retailing.
- You need to be good with the basics of running a business – especially stock control and cash.
- You should be great at managing and getting the most out of people.
- You should have retail blood in your veins – a passion for customers and an eye for knowing exactly what they need.

SPAR AUSTRALIA

Join the smart buyers making an everyday difference with Australia's fastest growing, independent supermarket brand.

With SPAR, you could own a business with a multi-million dollar annual turnover.

SPAR Australia is proudly 100% Australian owned, and has a proven retail system built on local knowledge and backed by global expertise.

Based in Brisbane, where our main distribution warehouse is based, SPAR Australia supplies grocery goods and services to more than 260 independent retail stores across four states every day.

The SPAR Supermarket concept originated in the Netherlands in 1932 and has grown to become the largest, independent food store retailer in the world. Today, SPAR's global network is spread across four continents and includes more than 13,610 stores in 31 countries.

Locally, the brand is flourishing due to its commitment to its independent retailers in their family-owned stores. In fact, the high standards and protocols we set allow us to compete strongly against all the major retail brands.

Delivering quality field support is a major priority for growing the SPAR brand and improving the way we do business. And our dedicated retail support team is available to help franchisees with every aspect of operation whenever it is needed, including:

- Site selection, store planning and design
- Economic profiling and forecasting
- Refurbishment and relay assistance
- Equipment selection and sourcing
- Retail management advice
- Retail business operations
- Business planning
- Fresh food
- Local marketing, promotions & advertising
- Public relations
- Sales dissections
- Financial performance
- Trading performance diagnostics
- Demographic studies
- Inventory/stock layout
- Group negotiations on financial and business services

Each SPAR franchisee owns and operates their individual store and plays a vital role in their local communities. As an independent organisation, SPAR franchise owners pay no ongoing franchising fees, and more importantly, they retain all the profits from their own stores.

Franchise opportunities from 500sqm to 3000sqm are now available. So there's never been a better time to discover what's made SPAR the country's fastest growing independent retail brand.

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