



**tasmanian  
independent  
retailers**

ADDRESS 8 TRANSLINK AVE, WESTERN JUNCTION, TASMANIA, 7212  
MAIL LOCKED BAG 4, LAUNCESTON, TAS 7250  
PH 03 6391 0200 FAX 03 6391 0299  
EMAIL RECEPTION@IGATAS.COM.AU WEB IGATAS.COM.AU  
ABN 89 743 048 843  
a division of tasmanian independent retailers co-operative society limited

## **Tasmanian Independent Retailers Co-Operative Society Ltd.**

### **2017 Chairman's Report**

It is with pleasure I present the Chairman's Report for Tasmanian Independent Retailers Co-Operative Society Ltd (TIR) for the financial year ending 30 June 2017 (FY17).

TIR recorded total purchases of \$287.5M for the 53 week period of FY17, this represents a growth of +7.6% compared to the prior financial year (FY16) – a 52 week period. By way of a like for like 52 week period comparison, based on averages for FY17, this result represents growth of +5.6% compared to the prior financial year (FY16). This is the sixth year on record of positive growth for the group.

The purchase growth collectively across the group, along with the increases in the TIR rebate percentage for Charge Through from 1.5% to 2.5%, has in turn resulted in higher Purchase Incentive Payment (PIP) distributions to our retailer network overall. Total distributions for the 53 week trading period were \$4.8M on net Rebatable TIR group purchases of \$189.1M. This is a \$700K increase on total FY16 distributions.

The past twelve months has also seen further growth in development from within the IGA network in Tasmania with many retailers continuing to invest heavily in store refurbishments and upgrade programs thus further improving the retail offer and corresponding retail sales.

Our marketing and support programs have been further enhanced with the revised IGA catalogue format, in addition to our continuing focus within the social media and digital space. Needless to say the cost associated with marketing the brand is expensive, with both the Board and TIR committed to delivering the best marketing outcomes at the lowest cost to the overall network.

TIR's association and alignment with Metcash Food & Grocery continues to positive outcomes to the IGA Network via our participation in national marketing and support programs, with such alignment also extending to the IGA Channel Criteria and eligibility. I thank Metcash for their continuing support of both TIR and the IGA network in Tasmania.

SIW and IFP have also achieved many positive outcomes over the past 12 months with both businesses playing a pivotal role in supporting the IGA and independent sector in Tasmania.

In June we gathered for the 2017 TIR Conference & Award Dinner, the response and support from both retailers and suppliers to the renewed conference format was encouraging with a high attendance for both days of the conference and the awards dinner. I congratulate all nominees and the winners of the 18 IGA department and IGA Store of the Year Awards.

I would like to take this opportunity to thank all my fellow directors for their contributions over the last 12-months to the Board of TIR. Their commitment in the interests of the Co-Op should be commended.



tasmanian  
independent  
retailers

ADDRESS 8 TRANSLINK AVE, WESTERN JUNCTION, TASMANIA, 7212  
MAIL LOCKED BAG 4, LAUNCESTON, TAS 7250  
PH 03 6391 0200 FAX 03 6391 0299  
EMAIL RECEPTION@IGATAS.COM.AU WEB IGATAS.COM.AU  
ABN 89 743 048 843  
a division of tasmanian independent retailers co-operative society limited

On behalf of the Board of Directors we thank all staff at TIR and Island Fresh Produce (IFP) for their ongoing contributions and support to the entire network. They along with David Lanham and his team at Statewide Independent Wholesalers (SIW) continue to deliver on their high standards in providing services to us that enable us to achieve our own successful outcomes.

Chairman  
Greg Raspin  
22 November 2017