

The Independent Retailer Owners Forum

1. Purpose

The **Independent Retailer Owners Forum** is exclusively for owners of the UK and Ireland's leading independent retailers. The forum purpose is to 'build the financial success of independent convenience retailing' regardless of brand or supply chain, through:

1. Learning from the best UKI independent retailers
2. Learning from top retailers in the world's leading retail markets
3. Encouraging different thinking by challenging pre-conceived ideas and industry norms
4. Disseminating & assimilating the best insight and initiatives into retailer & sector action plans
5. Working with core supplier partner/s to inspire innovation and different ways of working

Membership is by invitation and is limited to 20 retailer principals in any year. Potential members will be recognised by their peers as progressive retailers and be 'team players' who will fully engage in the forum.

2. Background

Scott Annan (SA) of Blue Ananta <http://blueananta.com> created **The Retail Leaders Forum** in 2011 for leaders of the top UK Convenience, Food and Drug retailers (BP Global Retail, Booker Retail Partners, Boots, Conviviality Retail, Cooperative Food, Costcutter, M&S Simply Food, McCalls, One Stop, Sainsbury's, Spar & Tesco).

The Independent Retailer Owners Forum will mirror the success of The Retail Leaders Forum for independent retailers.

3. Founder retailers

The founder retailers are: Tom McAvoy Milestone Rathfriland NI; Thomas Ennis Ennis Group Dublin; Kash Khara Simply Fresh; Guy Warner Warner's Budgens; Jonathan James James Retail; Stephen Jempson Jempsons; Patrick Sewell Sewell Group; Shane Thakrar HKS Retail; David Sands David's Kitchen; Steve Bassett Londis Weymouth; Paul Gardner Budgens of Islington & Hemant Tandon Park Garages Group.



4. Annual programme

The forum formally meets four times a year with a programme of discussion, curated market visits, insights and action planning.

The kick off meeting was in February at the Simply Fresh, Old Oak Collective in west London.

SA offers dedicated business development for each retailer with challenge, insight and knowledge.

5. Partner

Aryzta <http://www.aryztafoodsolutions.co.uk> is supporting the IROF foundation year.

6. Insight partner

Nick Shangher MD Newtrade <http://newtrade.co.uk> is IROF's insight partner.

7. Market visits 2017

Three visits are scheduled

1. 19/9. Warner's Budgens & 'Meet the Leader' with Tim Chalk, ex CEO 7-Eleven Hong Kong
2. 22-23/11. Rathfriland NI and Dublin Ireland
3. March 3-8, 2018 Tokyo and Hong Kong

SA will lead the trips with top retailer meetings; store visits and facilitated discussions on pertinent retail developments.

8. Retailer costs

There is an annual subscription of £1k.

The Tokyo & Hong Kong visit cost is £5k with economy flights & £7k with business class flights.

9. The opportunity

The opportunity is to 'mingle and learn' with the UK and Ireland's best independent retailers and external experts, independently of your supply chain/s in this time of massive sector change.

10. Legal Compliance.

The Forum will fully comply with the European and British elements of the Competition Act 1998, the Enterprise Act 2002, the Bribery Act 2010 and Competition Law.

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