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This month, the Gala Forecourt Spotlight falls on Sheahan's Gala. Anthony Sheahan tells IFCR why Gala works best for him and his business.

INDEPENDENT

Can you tell us about your store and how long you've been with the Gala Group? "We have operated as an independent store here in Newcastle West for the past 20 years. After we began working with our local wholesaler M & P O'Sullivan a couple of years ago, we spoke to them about joining the Gala Group and we became a Gala Retail store a year ago and haven't looked back" said Anthony.

GALA'S VALUES

What attracted you to become part of the Gala Retail Group? "Gala's values are very much focused on community retailing and great customer service, delivering value for its customers and this matches our own values very well. Retaining our independence as a store, while working with local wholesaler M & P O'Sullivan and availing of the support of a national brand, made the Gala Group a great fit for us."

SUPPORT

How has the support of the Gala Group evolved since you became part of the group?



**FORECOURT SPOTLIGHT:
ON SHEAHAN'S**



Store manager Rachel McMahon pictured with owner of Sheahan's Gala, Anthony Sheahan.

"The support we received from the Gala Group and our local wholesaler M & P O'Sullivan when planning and executing our store refit was phenomenal" explained Anthony. "Despite delays with the refit due to the Covid-19 pandemic, our Retail Operations Executive, Colin McTaggart, and the team at Gala kept things on track, communicating all changes and stages of the project to us. From planning layout and introducing Gala concepts, to the day to day running of the store, Gala continues to be there every step of the way!"

CUSTOMER BASE

"Our customers are all members of the local community, familiar faces of families that we have welcome as regular customers over the past 20 years and part of our own family at this stage. We wouldn't be where we are today without their support."

GALA CONCEPTS

What Gala concepts have you implemented in your forecourt store? How has the introduction of Gala concepts been received by your customers?

"We have introduced the Coffee Junction, Baker's Corner and New Street Deli Concepts to our store and we have had great feedback from our customers who are thrilled at these new additions!"

INCREASE IN FOOTFALL

What would you say to retailers who are considering joining the Gala Group?

"As a team, Gala is well organised and working with them to join the Gala Group and execute the refit of our shop was a well-planned, enjoyable process. Being part of the Gala Group is like being part of a family, there is always a member of the team on hand to provide business support and guidance."