

To: Ms. Louise du Plessis

Technical Team Head

From: [REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]

Dear Louise

Re: Grocery Retail Sector Market Inquiry

The township/rural independent grocery retailers are deprived of many benefits by the suppliers, such as:

- no other payment terms except cash up front
- no sales discounts or rebates
- no advertising rebates
- no sell allowance (the return of damaged and expired goods)
- no shelf space payment
- no point of sale support, such as promotion and advertising materials
- no supplier's merchandisers services

The other challenges faced by the township/rural grocery retailers include illicit trade, such as:

- counterfeit goods
- pre-packing (when the trader print the packaging of a favourite brand and put in an inferior product)

Thanks

Your's Sincerely

[REDACTED]
CELL PHONE NO [REDACTED]