



RETIRED MEN'S ASSOCIATION OF GREENWICH, Inc. (RMA)
Invites you to its meeting **February 1, 2017** at
First Presbyterian Church, Lafayette Place, Greenwich, CT.

Darren Powers

“Managing Fairfield County’s Best Supermarket”



“Differentiation was, and will be, key for retailers in upcoming years. Grocery stores need to increase focus on creating a unique shopping experience, store design, and product selections, and provide excellent customer service for their customers.” (from Candela, a leading advisor to the grocery industry)

Darren Powers, Store Manager of the Cingari family Grade A ShopRite of Commerce in Stamford (1990 W. Main St), will discuss how his store has achieved superior differentiation in a very competitive market.

Some of the topics he will discuss:

- The history of the Cingari Family and their association with ShopRite/Wakefern.
- General day-to-day operations of a large-scale retail store.
- Anticipation of customer needs and demands.
- Reaching and inspiring a multi-cultural workforce.
- Grocery shopping in the digital age/shopping from home.
- Minding the bottom line within labor/gross profit and shrink parameters.
- Striking a balance between home and work in the retail workplace.
- What really sets ShopRite apart from the competition.

Darren has deep ties to the Greenwich area. His mother worked in labor and delivery at Greenwich Hospital for many years. Darren’s father Richard grew up in Cos Cob and graduated GHS in 1950. He worked at several auto parts stores before opening his own shop in the 1970’s, called Gateway Auto Supply.

Darren has worked for over 25 years in the grocery business, including working for the Cingari family for the past 11 years. His ShopRite career began at the Brookfield store and he has spent the last four years at the Commerce store in Stamford, acting in the role of Assistant Store Manager and now as the Store Manager. He lives in Brookfield with his wife and 2 daughters

Next week: Frank Prial Jr., Architect, “Grand Central Terminal: Restoring the Gateway to NYC”

The Greenwich Retired Men’s Association offers a free program every Wednesday that is open to the public, both men and women; no reservations are required. Our social break starts at 10:40AM followed promptly by our speaker at 11:00AM. Programs are at the First Presbyterian Church, 1 West Putnam in Greenwich. For additional information see www.greenwichrma.org or contact info@greenwichrma.org