

It's a family business

Advertising Feature

Opportunities abound with friendly retailer

YOU know you've made an impression on Nowra's business scene when people stop referring to your store by its old name.

Eight years ago Tony and Floriana Lenzo took over the well-known Barron's Bargains and opened Low and Behold Discounts.

"It pleases me that people say Low and Behold now - we rarely hear people call us Barron's Bargains anymore," Loriania laughed.

The couple have been in retail the last 20 years and their experience shows in the way they treat customers and in the opportunities they offer staff.

As a family business, they can respond to customers' needs.

"If they want something, we can source it," Floriana said.

"For example if someone wanted candelabras for a wedding, we are in a position to order that for them.

"They ask and we do our very best to get them what



New Low and Behold Discounts retail trainee Kirsty Stewart, 16, from Worrigeer is enjoying her time learning the ropes.

they need."

Holidays and special events are well catered for.

"With St Patrick's Day coming up we've ordered

stock as people have asked about that," Floriana said.

The store has a great range of Easter stock - decorations, crafts, hats, soft toys, bunny ears and more.

"Everything you need for the Easter bonnet parade," Floriana said.

And there is sure to be a time to suit - with the store open 9am to 5.30pm weekdays, Saturdays from 9am to 3pm and Sundays 10am until 3pm.

The staff of around nine employees offer some of the best service around.

"Our staff reflect our values - family values," Floriana said.

"It's important to us our customers are looked after, so it's important to our staff."

Low and Behold also offers opportunities to young people in the community looking to upskill or for casual after school work.

"We have junior retail traineeships available for those interested," she said.

Everything Easter and more...



Nowra
13/19 Shoalhaven
Arcade, Nowra
(off Woolies' carpark)
4423 2399

Gerrigong
Shop 2
146 Fern St,
Gerrigong
4234 3098

LOW & BEHOLD
Discounts

NOWRA OPENING TIMES
Mon-Fri 9a.-5.30pm
Sat 9am-3pm | Sun 10am-3pm

Trailer traders with community focus

ROB and Suzanne Edwards own and operate EGR Trailers in South Nowra.

The business has been operating for 10 years in the Shoalhaven.

Their main focus is manufacturing a high quality trailer for a reasonable cost.

"We find running the business together challenging at times but very rewarding when our products are received by happy customers," they said.

"A family business allows us to personalise our approach to customers.

"We are currently taking order for new galvanised trailers that will be in stock early April."



Suzanne and Rob Edwards have run family-owned business EGR Trailers in South Nowra for the past decade.



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A team that goes the extra mile

BARBEQUES Galore is blazing the field when it comes to successful family-run businesses.

Two couples, Robert and Ayesha Innes and Daniel and Jennie Bridle have managed the store for over six years.

The family-connection goes even deeper with Jennie and Robert siblings.

"We all think along the same lines," Robert said.

Things simply continue to get better and better.

Experience with their own families' needs means they are well-equipped to help their customers and their families with finding the right barbecue, camping equipment, heating or water sports gear. Because they camp and host lots of outdoor entertaining, the staff are in a position to advise on the products best suited to customers.

They also know how important quality family-time is and so always strive to do the



Jennie and Daniel Bridle and Robert and Ayesha Innes from Barbeques Galore put family first - theirs and yours.

best by their customers.

"We always try to make sure we do the right thing for our customers," Robert said.

Should there be a problem; the team will go the extra mile to make it right.

The Barbeques Galore team is also preparing for the winter heating season and has lots of modern and environmentally efficient heaters in stock,

including pellet heaters.

But while the weather is still warm, why not check out the range of stand-up paddleboard and kayaks?

You can visit this successful family business at 174 Princes Highway, South Nowra or phone 4421 8044.

Check out 'Barbeques Galore Nowra' on Facebook to keep up to date with their latest news.

IT'S ALL GOTTA GO!



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Save \$400

Princeton 7 piece dining setting

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174 Princes Hwy
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BBQ Better