

**NANA****Since 1891**
ABN 13 096 737 352

23 March 2009

NANA Recommends No Petition

NANA is aware of a petition about NSW Lotteries being sent to newsagents. NANA's advice is not to participate.

NANA has met with the Minister and staff on two occasions and more recently with senior treasury officials.

The process is still in its early stages and is intended to result in a change of operator not a sale. The NSW Government will still be the regulator.

All of the activities mentioned are already intended to occur after the project has been scoped. This should happen in about seven months time.

NANA's presentation to Government last Thursday asked for the following to receive the highest priority.

- Generally maintaining the same number of outlets and not expanding.
- Providing the same high level of operational support.
- No changes to shop fit-out requirements including colour scheme.
- Ensuring trading terms are not changed including draw downs.
- Assigning to one operator ONLY, to avoid the Victorian problem.
- As indicated previously to the Minister for Gaming and Racing, NANA is apolitical about the Governments intent to change operators. As business people we understand the need to sometimes realise on assets to capitalise elsewhere.
- Similarly, as business people we need to protect our assets and as small businesses we need to be particularly watchful. Newsagents are family businesses.

The partition shows a very immature approach to the situation and could end up as a real negative in the final outcome. We have spent years developing relationships with Government, why destroy it. **The unprofessional approach reeks of Bill Express days.**

You may also consider not making your counter a political place.

The new operator may have to pay upfront perhaps \$600 million and \$300 million annually. **\$600 million can provide a lot of jobs.**

Let's wait until the matter further develops, and NANA will be consulted, before we go off on a tangent.

Your sincerely,

Stan Cousins
NANA President

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service to **members**