



19 January 2017

IMPORTANT INVITATION FOR ALL LOTTERY RETAILERS

**Premier to meet with WA Lottery Retailers
about issues and concerns with Lotterywest
Wednesday 1st February, 2.30pm (please arrive early)**

**** Note ** Premier's Office Time Change Above – Meeting Now Commencing 2.30pm**

Location: Astral Room, Crown Perth Hotel & Casino, Burswood

Getting the WA Premier to attend this critical meeting to address your issues has taken months of work. If you do not attend this meeting, Lotterywest will simply tell the Premier that Lottery Retailers have no issues and nothing will change or be resolved!

This is your opportunity to be heard and to have your issues addressed. We need all WA Lottery Retailers to attend – we have one opportunity.

The Premier has acknowledged that there has been a breakdown in relations between Lottery Retailers and Lotterywest and that there are significant issues that are **not being addressed by our State owned lottery body.**

Retailers issues and concerns include but are not limited to:

- **Lotterywest Retail Transformation Program Costs**, including your capacity to get a return on your investment (ROI) from RTP and the large disparity between the disclosure of estimates provided to retailers by Lotterywest vs actual costs being incurred
- **The material chosen by Lotterywest for the new mandatory shopfits**
- **The new Lotterywest minimalist signage strategy** that was not adequately researched and is not appropriate for attracting consumers' attention to an impulse purchase product
- **Significant increase to the Lotterywest Retailer Network** at a time when existing retailers are facing both unrealistic investment burdens for new shopfits and the most challenging retail trading conditions in WA in over a decade. Lotterywest Retail Distribution Plan outlines investigations underway to potentially open more than 100 additional Lotterywest outlets.

Please see **Agenda for the meeting** attached. WA Lottery Retailers are united by the impact of these issues and thank you to all the franchise, marketing groups and independently owned Lottery Retailers who have indicated their attendance as we work together to get our concerns heard and issues resolved.

Attached is a copy of a letter sent to the WA Premier last November that outlines Members' concerns as well as the discrepancy between the cost Lotterywest estimated for the RTP and the actual average costs that are being incurred by retailers.

Lottery Retailers – you must attend this meeting if you want to see change.

RSVP is essential please. Please email a photo or scan or text a copy of the attached RSVP Form confirming your attendance to sarah@alna.net.au or simply call or text Sarah Garvey on 0431 242 889 advising that you will be there!

Yours sincerely

**Sarah Garvey
WA General Manager**

Australian Lottery and Newsagents' Association
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**Australian Lottery
and Newsagents
Association**

**Australian Lottery & Newsagents Association (ALNA)
WA Lottery Retailer Forum with
Hon Colin Barnett MEd MLA, Premier of WA**

Subject: Lotterywest Retailer Issues & Concerns

Date & Time: Wednesday 1st February, 2.30pm

**** Note ** Premier's Office Time Change as Above - Meeting Start 2.30pm**

Location: Crown Perth - Astral Room (*located in Crown Convention Centre – ample free parking*),
Great Eastern Highway, Burswood

AGENDA

1. ALNA CEO - Adam Joy to welcome members, acknowledge the Premier and other special guests and to summarise WA Lottery Retailers core issues with Lotterywest. Adam will outline the 'ground rules' for the meeting with the purpose of ensuring a professional and productive meeting in a respectful environment that is conducive to mutually beneficial outcomes that can be efficiently implemented.
2. The Hon Colin Barnett MEd MLA, Premier of Western Australia invited to address the concerns of WA Lottery Retailers.
3. Retailers to outline their issues and challenges and to answer any questions from the Premier and other attendees
4. Question and Answer Session – floor is open to all retailers for their comments and questions.
5. Meeting Ends Approximately 4.00pm.

RSVP ESSENTIAL - ASAP

**Australian Lottery & Newsagents Association
WA Lottery Retailer Forum with Hon Colin Barnett MEd MLA, Premier of WA
Subject: Lotterywest Retailer Concerns
Wednesday 1st February, 2.30pm**

I _____ of lottery outlet name _____

want to have my issues and concerns with regard to Lotterywest heard and addressed and I will be attending the ALNA WA Lottery Retailer Forum with the WA Premier Hon Colin Barnett MEd MLA, on Wednesday 1st February at 2.30pm at Crown Perth.

Name: _____ Ph: _____

Email: _____ Mobile: _____

Please scan or take a photo of this RSVP Form and email to sarah@alna.net.au or simply text or call Sarah Garvey on 0431 242 889 to confirm your attendance.