

June 2009

Dear Newsagent,

**ARE YOU A SPECTATOR?
"OR"
ARE YOU A PERSON WHO WANTS ACTION?**

With the current economic down turn VANA would like to remind you that you do not have to be on your own, join VANA and be part of a 500-members+ strong association.

Our combined industry experience has ensured your Association remains progressive, focused, relevant and competitive. VANA is active, informed and concerned with the growth of the Newsagency Industry. VANA understands Victoria's local issues and works with ANF (Australian Newsagents Federation) to keep abreast of National issues as they affect members.

VANA has negotiated many benefits on your behalf and our member membership is fully tax deductible!

YOU ARE 4 TIMES BETTER OFF BEING A VANA MEMBER!

Being a VANA member saves you 4 to 8 times your membership fee. Benefits include:

- *N-Stock*
- *Business card offer for new owner (1st year only)*
- www.YourNewsagent.com.au
- *Theft Prevention (15% savings)*
- *Jobson Energy*
- *Leasewise (initial consultation free)*
- *OAMPS Insurance (including lottery Insurance)*
- *Industrial Relation Advice*
- *National Mercantile — Debt Recovery Service*
- *Etc...*

Did you know?

1. Being a VANA member could save you an average of \$350 per year on your electrical bill
2. Being a VANA member could save you up to \$300 on your lottery insurance
3. By using N-Stock, not only are you accessing great product ranges at fantastic margins, the rebate paid back when purchasing products from N-Stock can pay for your membership fees!
4. Networking — VANA members have a sense of community that creates endless networking opportunities
5. Group power — VANA members are professionals who gather power through unity and interaction for the betterment of the industry. Connect through VANA; each individual member has the collective strength of the group. This strength enables members to solve problems, promote the industry and learn from one another.
6. Contribution and participation — Membership is all about giving and receiving

Your Support is integral to the success of your industry, each member increases VANA strength and standing in dealing with industry issues.

We are also happy to waive the joining fee (\$55.00) for newsagents joining the association before 30th September 2009 as well as offering a double invitation to the next regional meeting (saving up to \$70.00).

We are looking forward to welcoming you as a VANA member — Please download the application form by visiting www.vana.com.au. Alternatively call us on (03) 9482 2911, and we will fax you the application form.

BE PART OF A COLLECTIVE VOICE!

Yours Faithfully,

A handwritten signature in blue ink, appearing to read 'Oliver Stankovski', is positioned above the typed name.

Oliver Stankovski
Membership Services
Manager VANA Ltd