

8. Another concern is the other hotel in the town - the Great Southern Hotel - may apply for a TAB / SKY licence which would have to be granted under the Trade Practices Act at perhaps a lesser SKY fee than our own establishment, based on the current SKY beer literage TAB turnover basis for SKY charge.
9. The TAB's current commission structure and reimbursement of their Paper DFS costs encourages their policy to open up as many agencies as possible particularly if they do less than \$7,500 per week where no TAB commission is payable and to encourage home betting - PhoneTAB deposits commission rate = 1.08%.
10. The capital investment (now) of installing a TAB system is approximately \$30,000 ie: big screens, 12-16 monitors, TAB boards, Racing information, etc.
11. PUB TAB service involves 30 hours per week of one staff member's full time attention - daily race sheets / bet acceptance manning monitor etc.
12. Bar sales attributable to Punters is approximately 10-15% (on total hotel's turnover - approximately 4%).

Yours faithfully

Colin Waller
Mob: 0412 283 280

ENCL: Recent correspondence with TAB/SKY re Agreements / fees / Sales and Commission - Correspondence on duress and threats 'to cut' signal if agreement not signed / Disputes re SKY literage assessment applicable to TAB.

Copy

BERRY HOTEL

C. Waller & Associates Pty. Limited
Trading as Berry Hotel
A.B.N. 21 516 303 779

Old Princes Highway,
Berry NSW 2535
Phone: (02) 4464 1011
Fax: (02) 4448 6273
Email: berriypub@shoal.net.au

Mr John S Angel
National Sales Manager
Sky Channel Pty Ltd
79 Frenchs Forest Road
Frenchs Forest NSW 2086

August 2, 2002

Dear John

SKY CHANNEL LICENCE AGREEMENT

I refer to our conversation of 29th July, 2002 and in particular, our beer literage sales as a factor in the calculation of the Sky fee and the threatened withdrawal of the signal if the attached contract is not signed.

Please note:

1. I consider the circumstances of signing the said contract as one of duress.
2. Any payments relating to the contract are made under protest.
3. As Sky is an essential part of our business, we are left with no alternative but to submit and make the invoice payments and sign the agreement.

Yours faithfully

Colin Waller
Licensee

Colin Waller





Sky Channel Pty Ltd
ACN 089 136 010
79 French Forest Road
French Forest NSW Australia 2086

4 September 2001

Mr Colin Waller
Licencee
Berry Hotel
Princes Highway
Berry NSW 2535

Dear Colin,

SKY CHANNEL CONTRACT

Further to your telephone conversation today with our Sales Representative Mr Jon Banwell regarding the Pub TAB relocation within the Hotel, we are pleased to confirm that a (12) twelve month extension of your SKY Channel Licence Agreement has been granted for the period between 2 August 2001 to 1 August 2002.

We also confirm a 3% increase in subscription fees effective from 2 August 2001.

All other provisions of the original Licence Agreement will remain applicable.

Yours sincerely

John Angel
National Sales Manager

Site No: 22302
cc: Jon Banwell, Paul Maher, Gian Thomas

NOTE -- PLEASE SIGN

I _____ of _____ confirm
Acceptance of this Licensee Agreement Extension. And understand that all terms and
conditions and provisions of the original agreement remain applicable .

Signed _____

Date _____

BERRY HOTEL

C. Waller & Associates Pty. Limited
Trading as Berry Hotel
A.C.N. 001 135 084

Princes Highway,
Berry, 2535
Phone: (044) 64 1011
Fax: (044) 64 2142

Angela Thomas
Customer Relations Manager.
Sky Channel Pty Ltd.
79 Frenchs Forest Road,
Frenchs Forest NSW 2086

27 August, 2001

Dear Ms Thomas,

I Refer to your letter 17 August, 2001 and advise as follows.

Paul Maher together with Jon Banwell attended our Hotel on Wed 1st August, 2001. Discussions took place and I advised your representatives the following. . . I was about to go into Hospital that day for major surgery. Our Development Application for major Bar refurbishment was being processed by Shoalhaven Council.

Our TAB turnover in the past few years had reduced significantly \$25,000 per week to approximately \$18,000 per week due to a new agency being given to the Berry Bowling Club (situated approx. 150 metres from our Hotel), a new Kangaroo Valley Agency which markets into our catchment area and the increase in home betting. In the past three years we have invested some \$30,000 by providing two large screens and an additional 12 monitors to support the TAB operation.

The major problem was the TAB product was simply not female friendly and actually drove 52% of our available market out of the bar areas.

I suggested when the TAB product became more female friendly an increase in Sky fees maybe substantiated. Your Representatives asked "how would you do this?" I replied "use Gai Waterhouse, market jockeys as glamour pin-ups or sex symbols, have more interactive Ladies mid-week race days". (There is only one at the moment, the Melbourne Cup). A camera could be placed at a Hotel TAB venue, where the locals Ladies Club together with the Hotelier could be raising funds for their chosen Charity, School etc (A few ad hoc suggestions after a few moments consideration) We discussed a Sky fee based on litres of beer sold, I replied that this would not be suitable as more than 50% of our beer sales were associated with our food and outside food operations. When we commenced our business and the TAB agency food sales were nil per week.

Our past 6 months keg orders averaged 24 per week or approx.. 64,300 litres per annum. or approx.. 32,000 litres attributable to other styles of bar sales. The bulk of which came on a Fri. and Sat. Night when we provide entertainment not Sky related. The Sky representatives checked their costing charts for Hotels doing less than 30,000 Litres which would lead to a reduction of the existing Sky fee. I suggested to continue on the current Sky rates or at most pay the 3% as per the Sky letter 6/6/2001.

I was asked if I would sign a contract for 12 months on existing rates. "Yes!" I replied and Jon Banwell then went to his car and produced a redrafted contract for twelve months which I then signed.

Multi-finalist 1994/1995 A.H.A. (NSW) Awards for Excellence
Winner Best Country Restaurant 1994
Winner Best Country Accommodation 1995
and proud to be part of the community

Copy

BERRY HOTEL

C. Waller & Associates Pty. Limited
Trading as Berry Hotel

A.B.N. 21 516 303 779

John Miller
JDK Legal
GPO Box 3758
SYDNEY NSW 2001
DX 1288 SYDNEY

Old Princes Highway,
Berry NSW 2535
Phone: (02) 4464 1011
Fax: (02) 4448 6273

September 12, 2002 Email: berrypub@shoal.net.au

Dear John

Enclosed is correspondence and a brief history of the Berry Hotel SKY / TAB arrangement.

BERRY HOTEL - BRIEF TAB / SKY HISTORY

1. In August '91, signed the initial agreement with SKY and made representations to the TAB to continue TAB outlet prior to CW 's takeover from S Grady, the former licensee - a security bond of \$5,000 was given to the TAB (no interest paid by TAB).
2. At the time the agency was a separate room opened and operated for approximately 20-28 hours per week.
3. At CW's takeover in August '91, CW was granted a further 2 years licence and a PUB TAB was installed at the bar. The PUB TAB was then operated and still is from approximately 9am - 10pm Mon to Thur, 8am - midnight Fri and Sat, 8am - 10pm Sun or approximately 96 hours.
4. During this period of operations our agency has maintained a ranking of approximately 500 in the total TAB outlets of 1,530.
5. The exclusive air arrangement and TAB agency was abolished (in '97, '98 ?) and since this time further agencies have been installed at Berry Bowling Club (200 metres from CW's hotel premises) Kangaroo Valley, Shoalhaven Heads (in TAB patron catchment area) - not to mention the massive increase in home betting, phone TAB accounts, with a commission rate of only 1.08% to agency.
6. A big increase has occurred in home gambling which is promoted strongly by the TAB.

7. Brief history of TAB sales per week:

	SALES	COMMISSION
Average weekly sale '92 / '93	\$27,500	2.00%
Sales to June '02	\$21,500	2.05% (current)



An Award Winning Country Style Pub
- Proud to be Part of the Community -

In all my discussions with your Representatives I suggested **THE ONLY FAIR WAY TO ESTABLISH A SKY FEE IS BASED ON THE TAB TURNOVER AS 99% OF SKY USAGE RELATES TO RACING.** Any other usage such as boxing, requires additional payments.

On my return from Hospital on the 6th August Paul Maher said the original 12 month signed contract was . . . "not suitable" . . . and that I must sign that day a new contract with a 13.6% increase in Sky fees . I replied "No way. The AHA is discussing various aspects of the TAB agency agreement with your management. I will await completion of those discussions before I sign a new contract and/or relinquish any rights to our existing agreement."

That same day I received a call from the other Hotel in Berry, the Great Southern Hotel, approx. 150 metres from our premise. The Licensee informed me that he was approached by Paul Maher who suggested I was not interested in the TAB agency and would the GreatSouthern Hotel be interested in taking over the TAB agency.

This unethical approach raises some concerns which need to be addressed now.

What would be the Sky fee offered to the Great Southern assuming their beer sales are 60-70% less?

What guarantees would I have if I do sign a TAB agency agreement ,that in the future, an offer will not also be made to the Great Southern Hotel?

If so, would I be allowed to reduce my Sky fee to the rate being paid by either the Great Southern or the Berry Bowling Club?

I fully understand the Trade Practices ramifications for both sides however the current situation has numerous fair trade anomalies. Example outlets with higher TAB turnover than the Berry Hotel paying lower Sky fees.

Other concerns relate to signing a 5 year contract without recognition of technology changes - general trend shifts in consumer gambling habits to home entertainment and betting - without adjustment to any existing arrangements or agreements. The supplier of Sky TAB benefitting by having agents selling less than \$7,500 per week.

All in all I'm somewhat alarmed at the duress being employed by Sky TAB in order to force the signing of a new contract until all negotiations and concerns noted above are completed especially as our agency has been loyal and without blemish in it's Sky TAB association and has established by **OUR OWN MARKETING EFFORTS and INVESTMENT, THE NUMBER ONE SPORTS TAB OUTLET IN NSW. EVEN BIGGER THAN STAR CITY** - Berry has a population of 2500 people.

Your replies to the questions and concerns noted herein would be appreciated.

Yours Faithfully,

cc John S Angel (SKY)
John Thorpe (President AHA)
Bevan Douglas (Vice President)

Colin Waller.
Licensee. The Berry Hotel.

17 August 2001



Sky Channel Pty Ltd
ACN 009 136 010
79 Frenchs Forest Road
Frenchs Forest NSW Australia 2086

Mr Colin Waller
Berry Hotel
120 Queen Street
BERRY NSW 2535

Dear Mr Waller

We wish to confirm discussions between yourself and our Representative, Paul Maher, concerning the renewal of your Licence Agreement.

To enable us to continue to provide you with the Sky Channel service, we require a new Licence Agreement to be entered into between yourself and our company. As you would be aware, the current agreement expired on 3 August 2001.

In order for this matter to be expedited, we ask that the completed Licence Agreement be forwarded to this office, no later than 27 August 2001, as it would be a matter of regret to us if your signal were placed in jeopardy.

In the meantime, we look forward to our continuing relationship with you as a valued Sky Channel Customer.

Yours sincerely
SKY CHANNEL

ANGELA THOMAS
CUSTOMER RELATIONS MANAGER

cc Paul Maher
Site 22302



Sky Channel Pty Ltd
ACN 009 136 010
79 Frenchs Forest Road
Frenchs Forest NSW Australia 2086

19 June 2001

Mr Colin Waller
Berry Hotel
120 Queen Street
BERRY NSW 2535

Dear Mr Waller,

Re: SKY CHANNEL LICENCE AGREEMENT
Berry Hotel Site ID:22302

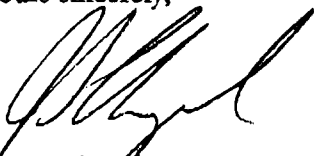
We wish to advise your current Sky Channel Licence Agreement is due for renewal on 02 August 2001. Accordingly, our Representative will be making contact with you, in the near future, in order to make arrangements for the ongoing supply of Sky Channel.

As you may also be aware, Sky Channel has a strong commitment to service excellence. Since our inception we have been constantly striving to provide the best live coverage of Thoroughbred, Harness and Greyhound racing, the result of which has seen Sky Channel become Australia's first and foremost satellite telecaster.

Furthermore, Sky Channel is now an integral business partner of the Australian Racing Industry, enabling us to bring you the best coverage available. Additionally, we have greatly increased our telecasts of quality International Sporting Events. It is our intention to build even further on this already extensive coverage and to bring to you, the best live television and racing coverage in Australia.

We would also like to thank you for your support over the years and we welcome the opportunity to be of service to you in the future.

Yours sincerely,


JOHN S ANGEL
National Sales Manager

SENDER TO KEEP
CN3767131

22-MAY-2003 14:07

BERRY HOTEL

2 4446 0478

P.03



Sky Channel Pty Ltd
ABN 77 009 136 010
79 Frenchs Forest Road
Frenchs Forest NSW Australia 2086

Wednesday, 6th June 2001

Mr Colin Waller
Berry Hotel
Queen Street
BERRY NSW 2535

Dear Colin,

Re: Sky Channel Subscription Fees (Site 22302, Berry Hotel)

We wish to advise effective 1 July 2001, Sky Channel subscription fees will increase by 3 percent.

We appreciate that no one will be pleased with this advice, but we have been forced into taking this action to enable Sky to continue to provide a quality service to our subscribers.

This is the first general Sky Channel subscription fee increase since July 1998. We have endeavored to contain our fee at this level despite having to bear significant cost rises.

Since July 1998 the Consumer Price Index (CPI) has risen by 10.3 percent.

This year Sky will contribute some \$35 million dollars in broadcast rights fees to the Australian racing industry, with these payments increasing by an average of 8 percent per annum.

The growth in the overheads we incur providing our customers with a unique and professional service, means we have no alternative but to pass on a proportion of our overall cost increases, which we have been unable to fully absorb.

We are striving to reduce broadcast rights fees - and are strongly committed to pass on any savings in this area to our commercial customers.

While we are hopeful of a positive outcome to the negotiations on rights fees, it is a laborious process and we cannot afford to have Sky's margins continually eroded.

In closing, we trust you can appreciate our commitment to providing you with live racing programming of world standards, and we look forward to continuing a mutually beneficial relationship.

Yours sincerely
SKY CHANNEL

A handwritten signature in black ink, appearing to read "John S Angel".

JOHN S ANGEL
National Sales Manager

BERRY HOTEL

C. Waller & Associates Pty. Limited
Trading as Berry Hotel
A.B.N. 21 516 303 779

Old Princes Highway,
Berry NSW 2535
Phone: (02) 4464 1011
Fax: (02) 4448 6273
Email: berrypub@shoal.net.au

November 21, 2002

Mr Peter Kadar
Chief Executive Wagering
GPO Box 4168
Sydney NSW 2001
Fax: 02 9211 5010

Dear Mr Kadar

Thank you for your letter dated November 14, 2002 albeit the tone appears non-reconciliatory and out of touch with out punters needs.

Unfortunately our major concerns have not been addressed namely:

- Satisfying the needs of our mutual customer – the punter
- Not necessarily providing a second machine for our hotel **but providing a backup machine** or machines for agents in a geographical area.
- A spare machine if based in Nowra could cover an area of say 100 outlets. The individual agency costs would approximate to \$2.50 per month.
- \$2.50 per month is a small price or insurance to pay by operators to ensure time and customer service delays are minimised during any breakdown.
- Two backup machines based on your Eureka Lease costs would approximately cost \$4.70 per month or “a small amount for the TAB to concede to ensure customer satisfaction”.
- Doesn't this make sense for all concerned?

I am aware of all facts pertaining to the Melbourne Cup Day operations and the Eureka Machine problems.

I stood beside the machine advising our 400 to 500 patrons and listening to my partner, Steve Fellows, trying to fix the machine on lengthy phone calls to three or four persons at the TAB head office.

An important factor overlooked by the TAB is that it took over one hour from our initial 'Please help' phone call to obtain any local response and that came when we called the area Aristocrat Sales Manager, Norm Calloway, on his mobile and pleaded with him to **obtain a technician**.

Mr Calloway phoned us back and advised the technician's arrival time would be in approximately 30 to 40 minutes.



In the meantime we spent 1½ hours trying to rectify the machine “on instructions” over the phone from TAB Head Office. At no stage did the TAB advise us “not to touch the machine”.

Interestingly, last week we received from the TAB an “Attention: TAB Manager” notice on Monday, November 18, 2002 – refer attached.

On the evidence of this letter and the attached clothes peg we simply have nothing more to say except:

Attach our hotel and partners’ resume of extensive and wide range of involvement in racing over the many years which to date has not been surveyed, researched or ‘tapped’ by our principal, the TAB.

The last paragraph of the TAB letter is somewhat disconcerting and non-reconciliatory and I trust not typical of your policies and procedures of reconciling genuine concerns of loyal, active and successful agents and their punters.

We have always stated and maintained the TAB represents an integral part of our business, however it is a pity the TAB does not want to listen to their agents’ and punters’ concerns which will ultimately improve the TAB/SKY product and service.

For the record would you please clarify if the SKY agreement only requires 1 months notice of termination in the event the normal TAB termination period is waived?

We remain your loyal, active but concerned agent,



Colin Waller

ADDENDUM – FOR THE RECORD OR FORM GUIDE

Our promotions and interest in racing include the following:

Instigating, obtaining sponsorship, organisation, research and development of The Berry Racing & Turf Association Inc. CW is Secretary / Chairman BRTA and for the past eight years, Honorary Treasurer of Noah's Ark Inc – a centre for children with disabilities - the main beneficiary of our recent Charity Race Day.

The BRTA has in excess of 400 members who paid \$60 to attend the Berry Cup at Kembla Grange on November 23, 2002 and 800 members who paid \$10-\$20 for entry. In all \$20,000 plus was raised for the charity (refer attached press clipping and note the free advertising we gave TAB/SKY without seeking contributions).

In the past two years we have sponsored races at the Archer Racetrack Nowra (as recently as Thursday, November 21, 2002) and other races at Hawkesbury and Canterbury.

Sponsoring trotting races and the drivers, Terry and Chris Robinson, who wear our logo on their helmets.

My partner, Jeffrey Evans, owns five trotters, one in work and four brood mares, one of which was nominated for NSW Brood Mare of the Year 2000 and 2001.

Jeffrey was a former registered bookmaker.

His wife Maryann Evans, formerly Robinson, is the daughter of well-known horse trainer, Kevin Robinson.

Our TAB display boards are the largest in the area and always display full form guide or races for the punters.

We run four separate punter's clubs within the hotel.

We attract in excess of 120 ladies to our Melbourne Cup function.

Five of our staff have or still own racehorses.

One only had to attend the recent Archer Cup at Nowra and Boystown meeting at Kembla racecourses to realise how crowds are dwindling in regional areas and how difficult it is to find sponsors.

Our Berry Cup day had nine sponsors for races however we ended up with a seven-race program.

Our hotel has recently written to SKY suggesting joint promotions aimed at the female market.

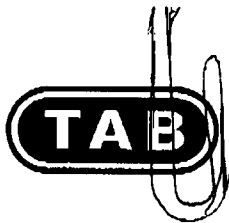
If there is a better performing agency based on tickets/turnover/fixed odds betting/sports bet in a market of 2,500 people serviced by two outlets please let us know.....such an agency would be worth visiting.

22-MAY-2003 14:11

BERRY HOTEL

2 4446 0478

P.01



14 November, 2002

Mr Colln Waller
Berry Hotel
Old Princes Highway
BERRY NSW 2535

Dear Mr Waller,

I note your facsimile to Warren Wilson dated 5 November 2002 together with your previous complaints directly to TAB and via the AHA.

Prior to addressing your specific issue let me start by saying that Melbourne Cup day is the busiest day of the year for TAB and this year was certainly no exception. There were some 3,200 terminals operating in almost 2,000 outlets throughout the State together with a 650 seat Call Centre and other electronic distribution channels.

Planning for the 2002 Melbourne Cup commenced literally the day after the running of the 2001 Melbourne Cup and the excellent results for 2002 is a testament to the detailed planning and execution undertaken by TAB.

The result for both the Melbourne Cup and the entire day was excellent, recording an increase on the Cup of 3.8% and a 6.6% increase on the whole day. In dollar terms, turnover on the Cup was \$44.6 million and \$78.3 million for the day.

What made this year's results even more gratifying is the fact that it was the first test under extreme load for the new Eureka terminal. Additionally, during the year a new network communications infrastructure was established together with two state of the art IBM mainframe computers. The overall cost of the terminals, communications network and computers was in excess of \$55 million and all performed with distinction.

Whilst the peak transactions per minute increased by 9% to 37,100, the systems did not miss a beat and provided the best ever service to our valued customers.

I am hopeful that the above gives you some insight into the size of TAB's Wagering operations and some appreciation of the volumes processed on Melbourne Cup day.

The overwhelming feedback we have received from operators of our retail distribution channels has been that it was a highly successful day and in fact many have gone onto say that it was the best ever. I attach a copy of an article on the subject from the Financial Review of 6 November, 2002.

Notwithstanding this, your letter contains a number of complaints that I will address in sequence:-

(1) At approximately 12.45pm, Eureka couldn't process tickets. Fault could not be rectified over the telephone and technician arrived at 2.30pm.

The fault was booked with our contracted service provider at 12.45 pm and their attendance at 2.25pm is within their contracted service response requirement. A response time of 1 hour 40 minutes for a regional area such as Berry, particularly on a day such as Melbourne Cup day, is excellent and compares very favourably with that available for other services.



(II) "We have asked on several occasions for a second machine".

Terminals represent a substantial capital investment. TAB does not believe that the likely incremental turnover warrants TAB making that investment in relation to your hotel.

You may be aware that TAB recently introduced arrangements which provide you with the opportunity to have a spare terminal exists based on a rental arrangement. I enclose the details for renting a terminal.

Your letter attempts to set out the events leading up to the rectification of the terminal issue however pertinent details are omitted, possibly as a result of you not being aware of the relevant facts.

The most critical detail omitted is that when the technician arrived at your hotel, he discovered the power supply had blown up. The operator of the terminal notified the technician that "they shorted something out and there were sparks". This of course would have been the reason why the terminal was no longer useful and why it took some time to restore the terminal to operation.

The technician sourced the power supply and the terminal was fully functional at 4.45pm.

The cost of the power supply is substantial and as it's destruction was caused by your staff, TAB would be within its rights to recover the cost from you however as a sign of good faith has elected not to do so.

TAB has acted in a thoroughly proper and professional manner and has not as you suggest breached the License Agreement. Neither you, your customers nor anyone else has any entitlement to any compensation.

It would appear that you are not satisfied with your TAB service. If you do not wish to maintain the service, in the current circumstances I would be happy to waive the standard one month notice period. Please advise me whether you wish to maintain your TAB service.

Yours sincerely,

A handwritten signature in black ink, appearing to read 'Peter Kadar', written in a cursive style.

PETER KADAR
Chief Executive Wagering

Email: pkadar@tablimited.com.au

cc: Mr Bevan Douglas
Chairman
AHA TAB Committee
Level 5
8 Quay Street
SYDNEY NSW 2001

BERRY HOTEL

C. Waller & Associates Pty. Limited
Trading as Berry Hotel

A.B.N. 21 516 303 779

Old Princes Highway,
Berry NSW 2535

Phone: (02) 4464 1011

Fax: (02) 4448 6273

Email: berrypub@shoal.net.au

Mr Warren Wilson,
Managing Director
TAB Limited
495 Harris Street
Ultimo NSW 2007
Dear Mr Wilson

November 5, 2002

We wish to record our disgust, and the lack of support and economic wisdom by TAB Limited in the servicing and maintenance of our Eureka machine. Our TAB agency is in a town of two agencies and with only a population of 2,500 people. However we regularly rank in the top 500 TAB outlets.

We have done a lot to promote the TAB product and in particular the Melbourne Cup Day with live coverage on ABC radio scheduled at 11am, 2pm and 3.30pm. One hundred and twenty patrons were booked for lunch, plus we traditionally have a full bar, TAB room and café. All looked well for our Melbourne Cup day until approximately 12.45pm when the 'n-ever-reliable' TAB Eureka machine simply couldn't process our tickets and the customer ticket dispenser refused to close. Tickets could be processed without receipts.

Desperate phone calls were made to service maintenance and to the TAB head office. and the lengthy process of maintenance by phone began. One and a half hours later the machine was still not operating and patrons began leaving our premise. The technician arrived at approximately 2.30pm and at the time of writing this letter, ie 4.30pm, the machine was still not operating. Consequently the day's TAB turnover, bar turnover, patron satisfaction was an absolute disaster.

The TAB support and maintenance program can only be described as appalling. We have asked on several occasions for a second machine or at least have a back up machine available within twenty kilometres. The writer firmly believes such a machine could have been installed within forty minutes of the initial phone call and 95% of our mutual patrons would have been satisfied.

These questions must be asked and require an answer!

"Why doesn't the TAB supply a back up facility as noted?"

What service back-up facilities or procedures were in place for the (BIGGEST) day?

What compensation is payable to our mutual patrons?

What compensation is payable to the TAB outlet?"

Unless satisfactory answers are obtainable to the above a case for negligence and damages will exist refer TAB Limited Agreement obligations paragraphs 2.1, 2.2.

Your urgent response would be appreciated.

Yours faithfully

Colin Waller

cc Bevan Douglas, Chairman, AHA TAB Committee



Licensed Outlets Sale's Incentive

Too much sport is barely enough – Soccer (Champions League, UEFA Cup), Cricket (World Cup Super Sixes and Finals), and NRL & AFL (Seasons Commencing). Not to mention all the racing action including the Canterbury Guineas and Stakes, Chipping Norton Stakes, Coolmore Classic and even the perennial favourite, the Wellington Boot! Whether it be SportsTAB, TAB Fixed Odds or the "tote" we have it covered throughout the month of March to make your venue the one-stop entertainment capital.

All this activity means that you may still have an opportunity to qualify for the Top Ten Club:

- **The Top Ten Club.** For the 10 Hotels & 10 Clubs that achieve the top TAB sales growth (in dollars) for the 02/03 financial year. *Conditions of entry are that your TAB service must have been opened and trading prior to July 1, 2001;*
- Your venue must have traded continuously throughout the Financial year

Qualifiers receive 2 double passes to a weekend of 5 Star Indulgence as a reward for their efforts.

Membership will change throughout the course of the year. All outlets are still in with a chance. As at February 28, 2003, the qualifiers are:

Hotels		The Top Ten Club - Qualifiers		Clubs	
Outlet	Name	Rank	Outlet	Name	Rank
2394	Hurstville Ritz Hotel	1	1671	Murwillumbah Services Club	1
2359	Cricketers Arms Tavern, Cooks Hill	2	1718	Batemans Bay Soldiers Club	2
1452	The Sports Inn, Alexandria	3	1093	Merrylands Bowls & Sports Club	3
815	Jackson on George	4	1694	Tweed Heads Bowls Club	4
2637	Regal Hotel, Gunnedah	5	1762	City of Sydney RSL Club	5
1517	Mascot Inn	6	1255	Eastern Suburbs Leagues Club	6
1823	Quarrymans Hotel, Pyrmont	7	1743	Sawtell RSL Club	7
585	Golden Barley Hotel, Marrickville	8	1518	Parramatta Leagues Club	8
1688	Hotel Queanbeyan	9	2372	Bateau Bay Bowling Club	9
1579	Dry Dock Hotel, Balmain	10	2571	Cooks River Newtown RL Bowl Cl	10
The Top Ten Club - Not on the Qualifiers This Year					
1662	Nortons Hotel, Leichhardt	11	568	Bankstown Trotting Club	11
2033	Royal Hotel, Richmond	12	2026	Merimbula Imlay Bowling Club	12
1914	Clovelly Hotel	13	1308	Liverpool Catholic Club	13
1008	Rydges Parramatta	14	1740	Griffith Ex-Servicemens Club	14
1860	Mount Annan Club Hotel	15	2379	Leo McCarthy Memorial Club	15

How are your sales going?

Sales Result at: # 1645 BERRY HOTEL	
Weekly Sales \$22,314	Weekly Tickets 1,722
Variation on Last Year 3.3%	Variation on Last Year 9.7%
YTD Fixed Odds Racing \$3,251	YTD Fixed Odds Sports 8,865
YTD Fixed Odds \$12,116	YTD PhoneTAB Deposits 32,959

Your Rankings

Sales 509 of 1,590	Fixed Odds Ranking 285 of 1,590
Tickets 653 of 1,590	PubTAB Channel 301 of 978

Let's play

Need more information? Please contact your Sales Manager, Russell Bourne, on 131 785



TAB Limited is committed to responsible provision and promotion of its Products and services. In your dealings with customers, please ensure that you observe and comply with all related TAB policies.

TAB

495 HARRIS STREET ULTIMO 2007

Address all mail to:

GPO BOX 4188

SYDNEY NSW 2001

AUSTRALIA

DX 949 SYDNEY

TELEPHONE +61 2 92110188

FACSIMILE +61 2 92115010

<http://www.tablimited.com.au>

TAB Limited ABN 17 081 765 308

RECIPIENT CREATED TAX INVOICE

1645 - BERRY HOTEL
 C WALLER & ASSOCIATES PTY LIMITED
 120 QUEEN STREET
 BERRY
 2535

Stores Zone: 5
 ABN: 40 001 135 084

Licensed Agencies Commission Statement

Date of Issue: 3 March 2003

Period: 01 February 2003 to 28 February 2003

<u>Item</u>	<u>Sales</u>	<u>Comm Rate</u>	<u>Total</u> \$
Racing Sales	79,735.00	2.075%	1,654.51
FOSports	124.00	1.35%	1.67
FORB	360.00	1.35%	4.86
PhoneTAB Commission Deposits	8010.00	1.08%	<u>86.51</u>
Total Commission			<u>1,747.55</u>
GST			<u>174.75</u>
Total Commission (GST-inclusive)			<u>1,922.30</u>

TAB

495 HARRIS STREET ULTIMO 2007

Address all mail to:

GPO BOX 4168

SYDNEY NSW 2001

AUSTRALIA

DX 949 SYDNEY

TELEPHONE +61 2 92110188

FACSIMILE +61 2 92115010

<http://www.tablimited.com.au>

TAB Limited ABN 17 081 765 308

TAX INVOICE

<u>Commission Deductions</u>	<u>Qty</u>	<u>Unit Amount</u>	
DFS PAPER CHARGES	3	24.400	(73.20)
DFS TONER CHARGES	2	100.000	(200.00)
Total			(273.20)
GST			(27.32)
Total (GST-Inclusive)			(300.52)

Net Commission Payable	1,474.35
GST	147.43
Net Commission Payable (GST-inclusive)	1,621.78

Enquiries should be made to SOS 13 17 85

Consumables deductions for January on this statement.
February consumable deliveries will be deducted from March Commission.

2956
1025
\$398
33 QUARTERLY
5924



\$2563
1025
\$3,588
DUA

Sky Channel Pty Ltd
ABN 77 009 136 010
79 Frenchs Forest Road
Frenchs Forest NSW Australia 2086

\$393

SUBSCRIPTION FEES				
Annual Bulk Beer Litres	Weekly Fee (incl GST)	Quarterly Fee (incl GST)	Per Annum	Total Quarterly Fee (incl GST)
0 - 14,999	\$157.69	\$2,050.00	\$205.00	\$2,225.00
15,000 - 29,999	\$165.54	\$2,152.00	\$215.20	\$2,367.20
30,000 - 49,999	\$197.15	\$2,563.00	\$256.30	\$2,819.30
50,000 - 69,999	\$227.38	\$2,956.00	\$295.60	\$3,251.60
70,000 - 89,999	\$277.85	\$3,612.00	\$361.20	\$3,973.20
90,000 - 109,999	\$311.62	\$4,051.00	\$405.10	\$4,456.10
110,000 - 129,999	\$339.00	\$4,407.00	\$440.70	\$4,847.70
130,000 - 149,999	\$371.85	\$4,834.00	\$483.40	\$5,317.40
150,000 - 169,999	\$391.54	\$5,090.00	\$509.00	\$5,599.00
170,000 - Plus	\$401.23	\$5,216.00	\$521.60	\$5,737.60

TAB TURNOVER CALCULATION				
Average Weekly TAB Turnover	Weekly Fee (incl GST)	Quarterly Fee (incl GST)	Per Annum	Total Quarterly Fee (incl GST)
0 - \$5,999	\$62.08	\$807.00	\$80.70	\$887.70
\$6,000 - \$9,999	\$70.15	\$912.00	\$91.20	\$1,003.20
\$10,000 - \$29,999	\$78.85	\$1,025.00	\$102.50	\$1,127.50
\$30,000 - \$49,999	\$118.31	\$1,538.00	\$153.80	\$1,691.80
\$50,000 - \$69,999	\$157.69	\$2,050.00	\$205.00	\$2,255.00
\$70,000 - \$99,999	\$215.23	\$2,798.00	\$279.80	\$3,077.80
\$100,000 - Plus	\$307.46	\$3,997.00	\$399.70	\$4,396.70

Note * Total Quarterly Fee Inclusive of GST.
 Sky Channel subscription fees are calculated by adding Annual Bulk Beer Litres and TAB turnover together.
 Subscriptions are calculated on a daily basis but your current annual rate remains unchanged