

AACS

AUSTRALASIAN ASSOCIATION OF CONVENIENCE STORES

Established 1990

2018 / 2019 MEMBERSHIP BROCHURE





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WELCOME TO THE **AACS**
MEMBERSHIP DETAILS
FOR 2018/2019

The Australasian Association of Convenience Stores (AACS) is the peak body for the convenience industry in Australia. Founded in 1990 the AACS celebrates 28 years of representing the interests of these businesses, large or small, their owners, staff, suppliers and customers.

Nationally the convenience industry employs over 40,000 people in over 6,000 stores. The majority of these stores operate as family run businesses, often under licence or franchise agreement. They regularly employ family members and people from the local communities in which they operate.

The 2017 / 2018 year for the Association has just passed with a number of events having taken place.

- AACS Annual State of the Industry Report Launch
- AACS Supplier round table meetings
- AACS Downunder Study Tour
- AACS Convenience Leaders Summit and AACS Gala and Awards dinner in conjunction with the C&I Expo in Melbourne
- AACS Collaboration and Innovation workshops
- AACS Overseas Study Tour to London, Amsterdam and then to the NACS Show in Atlanta
- AACS PJ Convenience Industry Award
- AACS Women in Convenience events
- AACS Weekly eNewsletter publication

Our '4 Pillars' remain relevant for our industry and they are **Representation, Innovation, Communication and Education.**

There have been many submissions to both state and federal governments representing our membership and the industry on key issues such as petrol theft, tobacco regulations and also alcohol regulations.

AACS CEO, Jeff Rogut, continues to represent the industry on the ACCC Consultative committee on Franchising and Small Business, as well as to the Illicit Tobacco Industry Advisory Group run by the Department of Immigration and Border Protection so that your industry voice may be heard at various forums. We have also represented the industry at a number of law and order forums to address issues such as robberies on our stores.

Jeff has presented on the 'State of the Industry' to a number of member companies and is available on an ongoing basis to do this for our Members.

Your AACS Board sincerely thanks you for your Membership of the Association and its Board members are available at any time should you have any feedback or suggestions which may benefit AACS and our industry.

I look forward to meeting you at one of our many events during the year.

Should you have any questions or require further information, please feel free to contact me at any time.

Jeff Rogut
Chief Executive Officer
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SELECTION OF EVENTS FOR 2018



AACS
STORE OF THE
YEAR FOR 2018



2018
AACS
PETER JOWETT
CONVENIENCE
INDUSTRY AWARD



AACS 2017
'STATE OF THE
INDUSTRY REPORT'
LAUNCH



MAY 2ND, 3RD, 4TH 2018



The **2017 / 2018** year has seen the following activities take place:

- AACS Annual State of the Industry Report Launch
- AACS Supplier round table meetings
- AACS Convenience Leaders Summit
- AACS Gala and Awards dinner
- AACS Collaboration and Innovation workshop
- AACS Overseas Study Tour
- AACS PJ Convenience Industry Award
- AACS Downunder Study Tour
- AACS Weekly eNewsletter publication





Your **AACS** Board:

AACS Chair Julie Laycock – 7-Eleven

AACS Vice Chair Amanda Woollard – BP

AACS Treasurer Chris Andrianopoulos – AA

Retail Board members

- Rob Anderson – APCO
- Karen Bozic – Caltex
- Steve Cardinale – New Sunrise
- Jennifer Gray – Viva Energy
- Darren Park – UCB

Supplier Board members

- Brett Barclay – CMA
- Theo Foukkare – Pacific Optics
- Caroline Waite – Frucor Suntory

AACS CEO – Jeff Rogut



AACS MEMBERSHIP 2018/2019

ALL **AACS MEMBERS**

RECEIVE THE FOLLOWING
BASIC BENEFITS:

- The annual AACS State of Industry Report Val \$2500
- Comprehensive networking opportunities
- Meetings with prominent Industry speakers
- Government lobbying on issues impacting on the industry
- International study tours
- Access to international speakers
- Convenience specific training
- Access to research and presentations
- Weekly eNewsletter
- 10% discount on all AACS training programs



AACS Membership Categories, Benefits & Fees

AACS membership is available to Suppliers and Retailers within the Convenience channel. Memberships are available in a variety of categories which offer different levels of benefit.

Associate membership is available to those companies which do not fall into specific categories but who have interests in the channel.

SUPPLIER



Diamond Members

\$33,990.00 + GST

ADDITIONAL TO BASIC BENEFITS:

- Logos displayed on the AACS Web Site
- Logos displayed on selected AACS marketing materials
- Advance copy of the full AACS State of Industry report
- Exclusive dinner with the AACS Board
- Two (2) tables of 10 at the AACS Gala Awards Dinner Val \$5600
- Six (6) tickets to the Convenience Leaders Summit Val \$1320
- Two (2) invitees to the Executive Leaders Dinner
- Three (3) invitations to exclusive Board breakfast
- Three (3) entrants to the Peter Jowett Award program
- First right of refusal for sponsorships of events or initiatives as well as participation on the Supplier Round Table
- Opportunity to present new innovations to the Board and promote these through our weekly newsletters
- Product placement at AACS events
- AACS State of the Industry update at your location Val \$3000
- Advertising opportunities in eNewsletter at no cost

NEW *Diamond* Plus+ benefits

For \$39900.00 + GST and paid no later than 30th June 2018, take advantage of the new Diamond PLUS+ benefit of a ticket to the amazing AACS Overseas Study Tour to China in September 2018. Includes a ticket for one person, economy airfare Melbourne or Sydney to Shanghai return plus land costs [accommodation, meals, transfers etc].

Excellent value all for one Membership cost

- Flight upgrades may be available at additional costs to the traveller
- Limited places are available at this rate

PLUS+

Receive 1 ticket on the AACS Downunder Study Tour 31st May/1st June which includes accommodation, meals and land costs [subject to exclusions; airfares not included]. Value \$1499.00

SUPPLIER



Emerald Members

\$12,875.00 + GST

ADDITIONAL TO BASIC BENEFITS:

- Logos displayed on selected AACS marketing materials
- Two (2) tables of 10 at the AACS Gala Awards Dinner Val \$5600
- Three (3) tickets to the Convenience Leaders Summit Val \$660
- Two (2) invitations to exclusive Board breakfast
- Two (2) entrants to the Peter Jowett Award program
- Product placement at AACS events Val \$5600
- Advertising opportunities in eNewsletter at no cost

SUPPLIER



Opal Members

\$6,695.00 + GST

ADDITIONAL TO BASIC BENEFITS:

- Three (3) to the AACS Gala Dinner Val \$840
- Two (2) tickets to the Convenience Leaders Summit Val \$440
- One (1) entrant to the Peter Jowett Award program
- Advertising opportunities in eNewsletter at no cost



Associate
MEMBERSHIP
\$3,800.00 + GST



NATIONAL

Retail Members

\$18,100.00 + GST

MIN 3 STATE PRESENCE

BUYING GROUPS

ADDITIONAL TO BASIC BENEFITS:

- Logos displayed on the AACS Web Site
- Logos displayed on selected AACS marketing materials
- Two (2) tables of 10 at the AACS Gala Dinner Val \$5600
- Four (4) tickets to the Convenience Leaders Summit Val \$880
- Two (2) invitees to the Executive Leaders Dinner
- Two (2) entrants to the Peter Jowett Award program



NATIONAL NEW Retailers Plus+ benefits

For \$24100.00 + GST and paid no later than 30th June 2018, take advantage of the new Diamond PLUS+ benefit of a ticket to the amazing AACS Overseas Study Tour to CHINA in September 2018. Includes a ticket for one person, economy airfare Melbourne or Sydney to Shanghai return plus land costs [accommodation, meals, transfers etc].

Excellent value all for one Membership cost

- Flight upgrades may be available at additional costs to the traveller
- Limited places are available at this rate

MAJOR

Retail Members

\$6,695.00 + GST

MIN 50 STORES

ADDITIONAL TO BASIC BENEFITS:

- Three (3) tickets to the AACS Gala Dinner Val \$840
- Two (2) tickets to the Convenience Leaders Summit Val \$440

Other RETAILERS

10 to 49 sites \$3600 + GST

5 to 9 sites \$875 + GST

1 to 4 sites \$385 + GST





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Australasian Association of Convenience Stores Limited ACN: 156 638 023