

excellence awards winners

Award	Winners	Presented By
New South Wales		
Metro	Civic Video Engadine <i>Tony Pullen and Amanda Worthington</i>	Paramount <i>David Hunt</i>
Regional	Civic Video Chittaway <i>John Hodges and Penelope Gooding</i>	Paramount <i>David Hunt</i>
Victoria		
Metro	Blockbuster Taylors Lakes <i>Kevin Jellard</i>	Buena Vista <i>Rocco Zerbi</i>
Regional	Roundabout Video Top Leading <i>Rosemary and Neville Winther</i>	Buena Vista <i>Rocco Zerbi</i>
Queensland		
Highly Commended	Movies 4U Robina <i>Scott and Brooke Sheppard</i>	Roadshow <i>Katherine Diles</i>
	C&J Leading Edge <i>Tannum Sands</i> <i>Cecil Beckman</i>	Roadshow <i>Katherine Diles</i>
Metro	Network Video Booval <i>Paul & Tina Gianotti</i>	Universal <i>Liz Nicholson</i>
Regional	Video Ezy Morayfield <i>Jeff & Sandy Menck</i>	Universal <i>Liz Nicholson</i>
South Australia		
Metro	Atlantic Video Network Blair Athol <i>Tony and Rosa Curcio</i>	Warner Bros <i>Scott Taylor</i>
Western Australia	Network Video Kelmscott <i>Morris and Susan Bahbah</i>	20th Century Fox <i>Brendan Zauner</i>
Tasmania	Video City Devonport <i>Terry Ewing</i>	20th Century Fox <i>Brendan Zauner</i>
National Distributor Award		
Major	Buena Vista Home Entertainment	Entertainment Insider <i>Kris Ashton</i>
Independent	Eagle Entertainment	Entertainment Insider <i>Kris Ashton</i>
National Distributor Sales Executive		
Major	Belinda Williams	Gadens Laywers <i>Michael Bradley</i>
Independent	Marion Madden	Gadens Laywers <i>Michael Bradley</i>

MARKETING AWARDS

Award	Winners	Presented By
Distributor Marketing Awards		
Non Theatrical Release to Sell Through	Paramount Star Trek	GfK Marketing Services <i>Gary Lamb</i>
Theatrical Release to Sell Through	Universal Shrek	All Interactive Dis <i>Sherad Kingston</i>
	Warner Bros Harry Potter	All Interactive Dis <i>Sherad Kingston</i>
Non Theatrical Release to Rental	Universal Slap Shot 2	Rocket Video Software <i>Angela Dunlop</i>
Theatrical Release to Rental	Roadshow For its Multi Titled Summer Campaign	Peacock Films <i>Lynn Shannon</i>
Retail Marketing Awards		
Retail Group Marketing Award	Civic Video Lord of the Rings	Whats Hot On Video <i>Sarah Hollingworth</i>
Retail Store Marketing Award	Civic Biloela	Columbia TriStar <i>Scott Werner</i>
National Retailer Award	Atlantic Video Network Blair Athol <i>Tony and Rosa Curcio</i>	Brackley Industries <i>Maria Pates</i>
Keith Williams Award	Keran Wicks	AVRA President <i>George Kafataris</i>

AVRA ANNUAL GENERAL MEETING

Friday 18th October 2002
At The Star City Boardroom

The Annual General Meeting of AVRA Ltd was conducted at the Star City Boardroom on the 18th October 2002. The President, George Kafataris opened the meeting at 10.15am, welcoming all members to the AGM.

The minutes of the previous meeting, 11th October 2001, were adopted as a true record of that meeting and the President then tabled his Annual report to the meeting, see attached article. The financial statements of accounts for the Association were tabled by the Treasurer, Jeff Menck and the Auditor, Stephen Swaine. The meeting accepted the accounts as a true record of the Association's financial position. The meeting then appointed Stephen Swaine as the Auditor for the coming year and the President thanked Jeff Menck for his efforts as Treasurer.

The President noted that Ted Konidis, Stuart Slater and Dale Neale had concluded their two year appointment on the Board and as such should stand down. Stuart Slater advised the meeting that Dale Neale would not be seeking re-appointment and as such had resigned, the President thanked Dale for his efforts and time on the Board. Stuart Salter, Ted Konidis and Peter Taylor all indicated they would be happy to be re-appointed.

The President then confirmed the Board of Directors for the year 2002/2003 as: George Kafataris, Tony Romano, Keran Wicks, Jeff Menck, Wendy Wilson, Peter Taylor Stuart Slater and Ted Konidis.

The President thanked all for attending and declared the meeting closed at 10.45 am.

SKILL MASTER COMPUTER LEARNING OPPORTUNITY

Skill Master computer learning centres, located in Sydney, would like to extend to the members of the Association a special offer regarding any members possible computer training needs.

Are you are within Sydney and would like to look at how our instructor led courses could help you better understand the financials of your business, or possibly create better relationships with your active renting customers through the use of targeted mailings? Courses in MYOB, Word, Excel, Access and many others might be just what you are looking for.

Are you outside of Sydney and would still like to look at what a little bit of knowledge of the computer systems you use could make to your business? Perhaps an interactive online solution might fit the bill.

These and many other solutions are all available from a range of global solutions that Skill Master and its partners can deliver to organisations of all sizes down to individuals. Mention that you saw us in AVRA News and we'll extend to you a 20% discount on any classroom learning or 10% on any online learning solution.

Further information can be obtained by phoning Tim Williams on (02) 8234 2008 or via the web at www.skillmaster.com.au.



OUR MISSION

To develop, promote and represent the video industry. To provide effective service, support and direction for our members.

Thanking the sponsors of the AVRA Excellence Awards 2002

Platinum Event Sponsor

The ZenithPac Rental/Retail (Yellow Lock) Security System by Brackley Industries

Gold Sponsor

What's Hot On Video Magazine

Silver Sponsors

Columbia Tristar Home Entertainment Roadshow Entertainment

Buena Vista Home Entertainment

Paramount Home Entertainment

Universal Pictures

20th Century Fox Home Entertainment

Gadens Lawyers

All Interactive Distribution

Entertainment Insider

Warner Bros

Sony Music Entertainment

Bronze Sponsors

Magna Pacific

Peacock Films

Rocket Video Software

Australasian Performing Right Association

The AV Channel

Kaleidoscope Film, a division of the Shock Music Group

GfK Marketing Services Australia

Supporters

Eagle Entertainment

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Campbell Murray Creating

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PRESIDENT'S ANNUAL REPORT 2001-2002

George Kafataris

It is with great pride and confidence that I can report that the Association has had, what probably most people would say, its most testing year. History will now show that the Board of Directors, on behalf of its members, stood up and challenged what was perceived by many as the unchallengeable – the new terms and policies of Warner Bros. With expert advice from the Association lawyers, Gadens, the victory in the Federal Court of Australia last December was a ground breaking result for the Video industry not only in Australia but possibly worldwide.

The legal committee lead by Keran Wicks must be thanked for their tireless efforts in persisting in something we all whole heartily believed in. One can only imagine the long hours and countless sleepless night thinking and worrying about the mammoth task we had undertaken.

This challenge and the resultant victory have cemented the Associations standing in the video industry as a truly representative body for its members.

Other industry issues the Board has been actively involved in during the year cover the areas of: small boxes for VHS tapes; dealer information kits from Distributors; the ongoing concerns about DVD discs, both consumer education and the associated manufacturing problems that persist, together with the problem of the poor quality, cheaper DVD players that have flooded the market that more often than not cannot play this latest technology. This matter more recently has been taken up with the ACCC and the Board continues to work with them to find the answers.

Membership, I am pleased to report, continues to grow, even though there has been, and will be in the future, some fluid movement of retail stores from group to group. The number of independent members within the Association has risen as many retailers not aligned with a group look to the Association as a means of support and method of communication. The recently updated membership database installed at the Association's office will provide the Board with a comprehensive profile of all members and streamline the communication processes with stores.

Membership can only be expected to continue to grow in the coming year as talks are continuing with all those in the industry who are not members.

Jeff Menck, our Treasurer, must be congratulated on providing the Association with an outstanding financial result for the past year. Jeff's careful eye on all expenses has placed the Association in its best end of year financial position so far, providing a sound financial platform for the future.

I am happy to also report that during the year, Jeff provided the BAS auditors from the Australian Tax Office with all the information required to satisfy their inquires and provide the Association with a clean bill of health on our BAS returns. This coupled with the annual auditor report, to be tabled later in this meeting by Stephen Swaine, will give all AVRA members the confidence that the Associations finances have being duly accounted for. Many thanks Jeff.

The AVRA Excellence Awards this year will be the biggest and probably the best the Association has conducted. By popular demand, the night has moved back into the Star City Ballroom and is supported by the largest number

of sponsors ever, 23 in total. The event has truly become the night for the whole video industry, recognising the efforts of both Retailers and Distributors alike. The night will be a great mixture of formalities and fun with our Master of Ceremonies Wilbur Wilde keeping everybody entertained. The ticket sales have been good and the financial outcome of the event will be well into positive territory.

I am proud to announce that the major sponsor for this years awards, Brackley Industries, has confirmed its commitment already for the year 2003, which is really pleasing.

After some two years at Leichhardt the Association's office moved to Mosman in June this year. The new offices have access to all the latest technology and as such communication with members will be improved dramatically. The additional use of a Board Room provides a more convenient place for Directors meetings.

I would like to take this opportunity to

thank all Board members for their support during my term as President this year. As we all know, it was a testing year, but as a Board we stuck to our beliefs and won, well done and thank you to all.

I cannot end this report without making mention of the efforts of the Association's Executive Director, Ross Walden. The Association has gone from strength to strength over the last two years and Ross has played a big part of this by implementing systems and controls so the office functions efficiently and effectively. He has also ensured the AVRA awards are organised well in advance leaving nothing to chance. We have the highest number of sponsors ever for 2002 and the night is expected to be one of the best. Thank you Ross.

For the new Board for next year, who ever they might be, I wish you well and offer my fullest support for the year. Thank you all.

George Kafataris

AVRA EXCELLENCE AWARDS

The best ever by many reports!

Yes, by all reports the annual AVRA Excellence Awards were the best the Association has conducted. Many retailers and guests have telephoned, emailed and written to the AVRA office expressing what a fantastic night it was for all. Back at the Star City Ballroom by popular demand, the evening commenced in the foyer and on the terraced balcony with pre-dinner drinks and canapés as everybody mixed, renewing acquaintances and enjoying the friendly atmosphere before the formal proceeding commenced.

Moving into the Ballroom around 8.00pm for the start of the formalities, the 192 guests, the biggest attendance ever, were greeted by Wilbur Wilde, the

MC for the night, performing a solo mixture of tunes on his saxophone. The audience was mesmerized as Wilbur, playing his sax, moved around the room, finally ending up on stage to welcome everybody.

There were 23 awards presented on the night and all the winners must be congratulated on their efforts. The Awards are in recognition of the work retailers put into their businesses and in many cases the judging came down to only a few points difference. The Distributor awards for marketing were keenly contested this year and once again the judging was very close in many categories.

The National Retailer of the Year went

to Tony and Rosa Curcio from Atlantic Blair Athol, a Network store and the Keith Williams Award for Excellence to the video industry was won by a very hard working and dedicated lady, Keran Wicks, Network Video and Vice President of AVRA.

Once again, congratulations to all.

The evening would not have been possible without our sponsors and on behalf of the Board of AVRA and its members I would like to thank all 23 of them. Our major sponsor, Brackley Industries, has pledged their support for next year's event already. A special thanks to Gary Abrams and Maria Pates for their continuing support of the Association.



5. Winner of the Distributor of the Year Rocco Zerbi from Buena Vista (front left) celebrates his win with friends including Kris Ashton from Entertainment Insider magazine (back right). 6. Keith Williams Award winner Keran Wicks (centre) with MC Wilbur Wilde (left) and AVRA President George Kafataris. 7. Rocco Zerbi from Buena Vista with Victoria Metro winner Kevin Jellard. 8. Dancing the night away after the awards presentation.



1. The Awards' major sponsors' table Brackley Industries. 2. MC Wilbur Wilde, National Retailer of the Year Tony Curcio and Maria Pates, Brackley Industries. 3. QLD Regional winners Jeff and Sandy Menck with Liz Nicholson from Universal. 4. Tony Pullen and the team from Civic Engadine, winner of NSW Metro, with David Hunt from Paramount.

