

# AHA NSW

AHA NSW Industry

## Partners & Suppliers

We provide the following for the assistance of members as a summary of the range of general relief commitments and offers of support as announced by industry suppliers.

(Note: This the extent of information provided by suppliers to date – as further information comes to hand this will be updated)

Supplier	General Arrangements Announced	Additional Support/Further Details
<p><b>TABCORP</b></p>	<p>Following extensive engagement, Tabcorp can advise the following:</p> <ul style="list-style-type: none"> <li>• Relevant fees under our SKY, TAB, Keno and MAX contractual arrangements will be payable by licensed venues up to the close of business on 22 March 2020. This is, of course, the day prior to the first government shut down order.</li> <li>• All payment obligations for the following month will be suspended in light of the government ordered shutdown, and Tabcorp's obligations under those contractual arrangements will also be suspended during this period.</li> <li>• We will continue to review the position in respect of each subsequent month taking into account further developments, such as additional government directions.</li> <li>• Where applicable, alternative arrangements will be agreed with venues, such as extensions of long-term fixed contracts equivalent to the cumulative period of the payment suspension.</li> </ul> <p>In order to support industry through this difficult period, the interim measures described above are being implemented despite the terms of relevant venue contracts.</p>	<p>We anticipate that the shutdown may last several months, but we recognise the position is fluid hence we will be reviewing the circumstances each month to allow for maximum flexibility (as set out above). Our teams will be contacting impacted venues with details of the specific commercial arrangements that will apply for each relevant business.</p> <p>We would also like to note Tabcorp's appreciation for the support packages announced by governments and the banking industry, especially those which support the family and small businesses of local pubs and community clubs across Australia.</p> <p><b>7<sup>th</sup> April update:</b> click <a href="#">here</a></p> <p><b>25<sup>th</sup> May update:</b> TAB that it will not be charging any Sky subscription fees through the month June. <a href="#">Click here for the TAB wagering restarting fact sheet and checklist.</a></p>

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		<p><b>June Update:</b> As venues commence reopening across the country, TAB is proud to continue to support the industry. In recognition of the reduced trading conditions that NSW Licensed Venues will operate throughout June, TAB and SKY have suspended all fee obligations owed to TAB and SKY and suspended all of TAB and SKY's payment obligations.</p> <p>Where applicable, alternative arrangements will be agreed with venues. We look forward to working together as we re-emerge from COVID-19. If you have any questions, please reach out to your Wagering Sales Executive.</p>
<p><b>KENO</b></p>	<p>As above.</p> <p><b>25th May update:</b> <a href="#">Click here for the Keno</a> restart fact sheet and checklist.</p> <p><b>June update: Keno Fee suspension for June 2020</b> Click <a href="#">HERE</a> to view information relating to June fee suspension and commission arrangements</p> <p>To re-enable Keno in your venue, please complete and submit the Keno re-opening checklist found on Keno Connect. If you're unsure about the next steps you need to take to re-open, please seek clarification from Keno through the Service Support Centre on 1800 061 061 or email at <a href="mailto:sscu@tabcorp.com.au">sscu@tabcorp.com.au</a>.</p> <p>We will continue to be accessible and able to provide assistance to you via: <a href="mailto:KenoSalesEnquiries@tabcorp.com.au">KenoSalesEnquiries@tabcorp.com.au</a></p>	<p>We very much value our partnership and we are committed to keeping you informed and actively engaged as this situation evolves. Our teams are working with you and the hotel, club and industry partners to ensure we come out of COVID-19 aligned on what is required to keep you, our teams and customers' safe going forward.</p> <p>We welcome your support and commitment to working together throughout this challenging period for our people, our customers and the community at large.</p>

# AHA NSW

## Aristocrat Technologies

**Ongoing Payments** – Given your venue is closed due to a government directive, Aristocrat will be deferring all invoicing and open payments due in the month of April relating to your Access and Type 4 contracts for a 30 day period, after which Aristocrat will again review on the 30<sup>th</sup> Day of each month, the position to ascertain the current state of events.

**Payments** - Aristocrat will be suspending invoicing and direct debit payments for a period of 30 days from 23/3/2020, and you will not be charged any maintenance, support or software fees for services or systems during such period. We will review the position, taking into account further developments at the 30<sup>th</sup> day of each month.

**Services** - Our team remains available to support any maintenance, installs and/or servicing initiatives that you might have during the period of temporary closure. We assume you will not be requiring any such support while the government restrictions are in place, but please let us know if in fact you will require any support during this period, and we can discuss your requirements and standard contract fees that would apply.

**Planning Measures** - We have put in place a number of planning measures so that, when you are ready to re-open, our teams can support you through this difficult time. In the interim, should you have any queries around current machine orders, spare parts/warranty repairs, our team is available to assist (within the limits of the applicable government and health directives) so please contact your Aristocrat account manager.

**27th April: Customer update:** I am writing to keep you informed of the preparations Aristocrat is making to ensure we're ready to support your business' recovery in the months ahead, in line with a statement we shared with the Australian Stock Exchange today.

### **Maintaining your gaming operations under the current enforced closure**

Our intention is to ensure that your current products can power up and be operational as soon as the Government permits venues to reopen.

Gaming products (EGMs, MTGMs & CRTs) have a backup memory to ensure the machine retains specific legislative & meter information to comply with regionally specific requirements. All EGMs and MTGMs powered down for an extended period will be reliant on the rechargeable battery used for the machines backup memory.

Please note that EGMs should be powered on/off individually via their main power switch. Multiple EGMs should not be simultaneously powered on/off via the switchboard circuit breaker, as this can cause temporary loading issues to the EGM supply circuits.

Due to the nature of capacitors and NiMH type batteries used in an EGMs major components, **Aristocrat recommends powering on all EGMs for a minimum of four hours every three days to allow batteries and capacitors to maintain charge.**

This should reduce the instances of memory backup corruption and component failure, which may lead to unexpected EGM downtime when venues reopen. The backup batteries in older products may no longer function at optimum capacity or hold enough charge and replacement parts may be limited.

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Aristocrat's first priority throughout this period has been the health and safety of our employees, their families and you, our customers – and this remains the case. We are also taking a range of steps to further strengthen our financial fundamentals, and ensure we emerge from this disruption ready for a fast start as our industry recovers. This means putting in place some temporary workforce changes in our business, along with other sensible cost reduction measures.

I want to stress that these cost saving measures have been carefully applied to ensure we can continue to invest strongly in making market-leading products that perform, and will help your business to differentiate and grow going forward. Our commitment to continue to bring you first class product is unwavering. In spite of these temporary changes, there will be technical advice and commercial support available to assist your preparations for an eventful re-opening. Aristocrat's ANZ region is maintaining a core infrastructure of critical resources, whose focus will be on supporting business continuity.

The previously announced measures in our letter dated 24<sup>th</sup> March 2020 in regards to invoicing and payments will be extended as follows:

**Access/Type 4 contracts and System price payments:** Aristocrat will defer all invoicing relating to your Access and Type 4 contracts, as well as System Price payments, which are due in April and May, to a date to be advised, in writing, by Aristocrat.

**Maintenance/Services and Software Support payments:** Aristocrat will be suspending invoicing and direct debit payments relating to maintenance and services as well as System Software Support Fees (including any Enhanced Functionality Software Fees) for another 30 days from 22<sup>nd</sup> April 2020 and you will not be charged such fees during that period. We will review the above position, taking into account further developments, at the 30<sup>th</sup> day of each month.

**29<sup>th</sup> May Update:** [Hardware Maintenance Agreement](#)

Third party, system or regulatory/monitoring devices e.g. link controllers, graphic servers, monitoring server and equipment racks, SMIBs and venue specific PMM hardware should continue to be left powered on where possible.

If you are an Aristocrat VMS Systems customer can we ask that you please keep your servers powered on and operational. This will ensure the integrity of the hardware is maintained.

In these unprecedented times, Aristocrat will offer any assistance to our customers that is available and within our control.

**May 2020 Customer update:** Hotel Operators all over NSW are starting to look at how their business may change and evolve once restrictions start to subside and trade starts to return. The effect on patrons and staff is unknown at this stage, so how do venues look forward and create an offering not unlike what we had in February, but leaves room for at least short-term changes?

It's not an easy question given the uncertainty around restrictions and future guidelines, and what resources venues will have available. To assist venue operators with some broader market perspective and understanding, we at Aristocrat have started an initiative called 'Our resources are your resources' which utilises our Insights Team to provide market data and insights for better decision making.

We are here to provide industry wide research and information to help venue operators through these challenging times and assist where we can.

# AHA NSW

[Click here](#) for recommended cleaning techniques for use on **Aristocrat** cabinets

**June Update:** Over the past few weeks, we've been able to partner with many of our customers to prepare for the eventual re-opening of venues, helping to ensure systems are ready, floor moves have been completed as required and that you have what you need in the form of payment assistance to get you through this interim period. We're also excited that many of our staff have returned to help with the recovery and as of 1st June, many more of our Aristocrat family members will be back on board, ready to support you as you reopen and rebuild the industry. As we venture into this next phase, Aristocrat would once again like to assist you, as follows:

**Access/Type 4 contracts and Systems price payments:** Aristocrat will continue to defer all invoicing relating to your Access and Type 4 contracts, as well as System Price payments, which are due in April, May and June, to a date to be advised, in writing by Aristocrat.

**Maintenance Services:** Aristocrat will recommence the normal provision of services under Hardware Maintenance Agreements from 1 June 2020. *However, Aristocrat would like to continue our support and assistance by waiving Maintenance Fees (excluding charges for services and parts that are not included under your Hardware Maintenance Agreement) for the month of June 2020.*

**Software Support payments:** For customers with current Gaming System Agreements, Aristocrat will be suspending invoicing and direct debits payments relating to System Software Support Fees (including any Enhanced Functionality Software Fees) for the period up to and including 30 May 2020 and you will not be charged such fees during this period. Aristocrat will recommence invoicing relating to such fees in June 2020, with payments due in July 2020.

We will review the above position, taking into account further developments, at the 30th day of each month.

Aristocrat looks forward to continuing to support you and your customers during these unprecedented times. If you require any further assistance or assurance, or if you would like to suggest further ways in which we can help, then please do not hesitate to contact us. *Please note, as per previous correspondence, that this update does not constitute a waiver of any of Aristocrat's rights.*

# AHA NSW

	<p>Our focus is to be there to support you as you open your doors and we hope this will help you as you transition back into operation.</p> <p>Our focus continues to remain on the health, safety and wellbeing of our people, their families and our customers so we'll also be supporting you with best practice safety standards in mind, such as PPE, social distancing measures and any other safety standards that meet the needs of our customers. Please notify our representatives of your requirements now or as they arrive at your venue.</p> <p>We wish you all the success as business reopens and look forward to continuing to provide the high level of support and service that you have come to expect from us.</p> <p>As always, you can contact Aristocrat via our Call Centre between 7am and 5pm, Monday to Friday 1800 150 432 or via your Aristocrat representative who will happily provide any solutions you require.</p> <p>Please note, as per previous correspondence, that this update does not constitute a waiver of any of Aristocrat's rights.</p>	
<p><b>Lion</b></p>	<p>Following the Government's announcement that pubs and clubs will close from midday today, Monday 23 March 2020, we are now in the process of working through options to assist our customers who are affected by this new closure order.</p> <p><b>Keg credits:</b> Lion will take back unused kegs and offer customers a credit. For safety reasons these kegs must be full and capped. To process a full keg pick-up and credit request, customers can email Lion Connect on <a href="mailto:lionconnect.enquiries@lionco.com">lionconnect.enquiries@lionco.com</a> with the keg quantity, best before date, keg number/s and venue account number.</p>	<p><b>Take-away draught beer now available to help you support your local</b> - Lion has arranged 10,000 amber 1.25L bottles and caps, and 500 dispensers to be affixed to the tap to fill the bottles to be delivered free of charge to hundreds of hotels across NSW, who will then be able to provide take-aways of their favourite draught – including Tooheys New, Furphy and James Squire – to customers.</p> <p>AHA NSW CEO John Whelan said the move would help keep many NSW pubs in business and their staff in jobs during the most difficult time in their history.</p>

# AHA NSW

It may take some time for us to come to your venue to collect these kegs, so we ask for your patience as we contact all impacted customers over the coming days and weeks to make the necessary arrangements.

### **Safe shutdown of draught beer systems**

Here at Lion, we are determined to provide further support and solutions for the industry and our customers.

Please click [HERE](#) for information including instructions on the safe shutdown of your draught beer system, advertising and social media campaigns and social distancing signage.

**June update:** [Click here](#) for communication from Lion on restarting beer operations.

### **Support Your Local Campaign**

The [Support Your Local campaign](#), led by Lion in partnership with its customers, will hopefully make the road to re-opening a little easier for many in our industry. Our customers across this fantastic industry are really at the heart of everything we do at Lion. We will stand by them now, and we will walk the road to recovery together.

Click [HERE](#) for information on **Restarting Your Beer System After Shutdown** and **Growler Filling Procedure**

“Hotels across NSW have been shut for almost a month now and I know many people are missing a draught beer down at their local with mates,” he said. “We can’t quite do that yet, but a cold draught beer to take-away is certainly next best.”

“Hotels are the hearts of their communities - especially in regional and suburban areas - and the truth is many are struggling to survive with take-away sales the only form of income.

“This move by Lion will particularly help out many of the small local pubs at a time when they need it most.

I thank James Brindley and his team at Lion for this great initiative. Not only does it provide an immediate boost to venues, it prevents millions of litres of draught beer literally going down the drain.”

Lion Managing Director James Brindley said the brewer was committed to doing everything it could to support licensed venues during this challenging period.

“On 23 March we announced immediate support for pubs, in the form of credits for all unused and capped kegs, but we knew many pubs would have tapped kegs sitting in their cool rooms they would still need to get through, and this initiative will make that possible,” Brindley said.

“We have also supported pubs with cleaning procedures for their draught beer systems to keep them in working order, ready and able to open up quickly again when the time comes. Our draught quality team has now cleaned 10,000 couplers and taps for our on-premise customers, and this number will keep growing. So committed to the cause, our team has been doing all this vital work from home.”

# AHA NSW

## Carlton & United Breweries

**Keg credits:** CUB will provide customers with credits on full kegs that have been purchased from CUB. Credits will be net of logistics costs, which will be minimal. Each full keg must have sealed brand caps.

The credits will be issued upon return of the kegs. We will provide you with details next week of how to register your kegs, including the information we need from you.

We will work to get collections done as soon as possible, but due to significant logistics constraints around Australia, and the anticipated high volume of requests, it may take some time to pick up the kegs. We will work with you on this. CUB will also provide credits for any tank beer you have.

**20.4.20 Update:** Carlton & United Breweries are continuing to work with our On Premise partners for keg returns and credits. This is a complex task which requires a number of steps depending on how accessible your kegs are. With safety our number priority we are doing everything possible to ensure all personnel in this process are kept safe. CUB are ready to move to the next stage which is to arrange a time and date to collect the kegs.

When it's time for your keg return to be picked up, you'll receive a call 24 hours prior to the schedule time to ensure you can organise to be available for the pickup. CUB are working very hard to ensure the return of kegs is completed in a timely manner but please be aware it can take up to 8 weeks to finalise all keg pick-ups. Credits for full kegs (net of minimal logistics related costs) with sealed brand caps attached, will be processed when kegs are receipted at a CUB warehouse. Once again, thank you for your patience and understanding.

**Hand Sanitiser:** CUB has partnered with leading hygiene company EcoLab on a great initiative to produce and donate 60,000 bottles of CUB Hand Sanitiser. The majority will go to frontline medical staff as they fight COVID-19 in emergency wards around the country. On behalf of the employees at Carlton & United Breweries, we are donating this

### For the Love of your Local Initiative

CUB, in partnership with AHA Australia, wants to help our industry through the [For the Love of Your Local initiative](#).

**How it works:** The public can pre-purchase a pint voucher online from participating venues at [loveofyourlocal.com.au](https://loveofyourlocal.com.au). All proceeds from the voucher are transferred by CUB to that venue via PayPal. CUB will match the pre-purchased voucher with additional beer for the patron, donated to the venue when it re-opens.

To register and for more information visit:

<https://loveofyourlocal.com.au/pages/venues>

### Typsy Training

As part of the partnership between Typsy and Carlton & United Breweries, we are offering members unlimited and unrestricted access to Typsy and their entire training content library of 700+ hospitality-specific video lessons. Due to the unprecedented industry challenges and hardship caused by COVID-19, Typsy is absorbing all Typsy Pro Individual and Business subscription costs until 30th September 2020. Your staff can also earn CUB training badges on Typsy!

*Please note:* When creating a Business account on Typsy, you will need to enter AHANSW in the Supplier Access Code section where prompted, to receive both the absorbed subscription costs (through until September 30th, 2020) and have access to CUB badges. Alternatively, ask your CUB representative or Brewery Fresh Partner for more information. Explore CUB's online learning content powered by Typsy at:

<https://www.typsy.com/suppliers/cub>

# AHA NSW

**May 2020 Keg Availability Update:** The following is an update from Carlton & United Breweries on the keg availability for New South Wales as the NSW market starts to reopen.

Carlton & United Breweries will ensure that we can supply the major selling lines of beer and cider in kegs for this initial phase with our focus on the following brands: Great Northern Super Crisp kegs, Carlton Draught kegs, VB kegs, Carlton Dry kegs, Stella Artois kegs (available from 8th June), Bulmer's cider kegs, 4Pines Pacific Ale kegs, 4Pines Pale Ale kegs, Brookvale Union Ginger Beer kegs.

The focus will be on the above brands which are the major sellers in NSW. In addition to these key sellers there is limited stocks of other CUB brands beyond the range listed above that will be available to order but only while stocks last in the early phase on this reopening.

To ensure full coverage is available for all our customers in NSW (of the keg brands listed above) CUB will apply limits to opening orders to a maximum of one week's stock to minimise any impacts across all customers. This is a necessary requirement to ensure all customers can access stock during the initial four week opening period.

For NSW, CUB will accept Draught Beer orders from **Wednesday 20th May**. If you are unable to contact your Sales Team member at any time, for any customer enquiries please contact CUB ONLINE at [online.cub.com.au](http://online.cub.com.au) or our Call Centre on 13 2337 or by emailing us at [onlinesupport@cub.com.au](mailto:onlinesupport@cub.com.au)

#### **25<sup>th</sup> May update**

[Click here](#) for communication from CUB on restarting an Icebank Beer System.

Click [HERE](#) to view a summary of the support package available from Typsy

#### **For the love of your local update (May 2020)**

Nationally, nearly \$700,000 of CUB beer has been pre purchased by consumers to enjoy in your On Premise venues across Australia once our market re opens again.

In addition to the beer already pre purchased by patrons, CUB will be matching the re purchased consumer vouchers with additional pints for the patron, donated to the venue when the market reopens.

NSW has over 550 venues signed up and participating in "For the Love of Your Local" with the first round of payments for pre purchased pints paid to venues via their PayPal accounts this week CUB will continue to make payments to venues for pre purchased beer every fortnight and will send the venue a monthly payment statement on the 18th of each month of all payments received from consumers for your venue when you reopen.

If your venue is registered, don't forget to engage your patrons in the initiative via your social networks to drive pre purchases.

Now is the time to start using all the digital media available from CUB to start promoting your signed up venue on socials to drive pre purchase beer sales in your venues.

<https://loveofyourlocal.com.au>

# AHA NSW

## **For the love of your local update (June 2020)**

Carlton & United Breweries is rolling out 2,000 kegs of free beer to help pubs and clubs survive the coronavirus crisis. Having already raised more than \$1.2 million in cash for struggling pubs and clubs through the For Love of Your Local campaign, CUB has announced it will double the target to \$2 million as restrictions continue to seriously impact the hospitality industry. The investment will give venues badly-needed cash right now plus 200,000 pints of donated CUB beer to pour for their patrons when they open again. CUB appreciates that despite restrictions easing, many pubs and clubs still face enormous challenges. Patrons can support their local by visiting [www.loveofyourlocal.com.au](http://www.loveofyourlocal.com.au) nominating their favourite venue then buying a pint of CUB beer using their credit card, with the cash going to the venue immediately. When people redeem their voucher, Carlton & United Breweries matches the purchase with a free pint, meaning people get 2-for-1 pints when their local re-opens. Over 2,000 pubs across Australia have joined already – sign ups have now re-opened on the website – closing again on Sunday 14<sup>th</sup> June so please jump online and register if you would like your venue to participate in Love of your Local Campaign <https://loveofyourlocal.com.au/>

**Voucher Redemption Update** - With pubs beginning to reopen, voucher redemption for patrons will begin from Monday 15<sup>th</sup> June with a 'how to redeem' email to be sent to all venues beforehand to give venues enough time to review and implement the patron redemption process. Bonus kegs for venues to cover the pint for patrons that CUB is matching will occur late June and then again at the end of the program to true up bonus stock requirements. EDM's have been sent to both venues and patrons this week to provide them all a thorough update of all aspects of the program.

Any questions please reach out to our Customer Experience Centre on 132 337 or Live Chat with us via CUB Online

CUB is helping the industry through the For the Love of Your Local initiative. How it works:

The public can pre-purchase a pint voucher online from participating venues at [loveofyourlocal.com.au](http://loveofyourlocal.com.au). All proceeds from the voucher are transferred by CUB to that venue via PayPal. CUB will match the pre-purchased voucher with additional beer for the patron, donated to the venue when it re-opens.

Please contact your CUB Sales representative or CUB ONLINE at [online.cub.com.au](http://online.cub.com.au) or our Call Centre on 13 2337 or by emailing us at [onlinesupport@cub.com.au](mailto:onlinesupport@cub.com.au)

# AHA NSW

<p><b>HEM</b></p>	<p>After the Coronavirus stage 2 shutdown which took effect from Monday, your hotel's wages will be significantly reduced; subject to your decision to continue to pay some employees or operate bottle shops, take away food or accommodation.</p> <p>If a member (whose workers compensation insurance is with HEM) has any outstanding instalments due for their current workers compensation premiums due for policies ending on the 30<sup>th</sup> June 2020 or 31<sup>st</sup> December 2020 you are able to re estimate your anticipated wages for the year ending on either of those dates.</p>	<p>Please call Jay Mitchell on (02) 4032 2455 to advise your reduced wages or to obtain a Declaration.</p> <p>The reduced wages may extinguish any liability currently due, however if a debt is still outstanding and you need assistance please contact HEM on the above number.</p>
<p><b>HOSTPLUS</b></p>	<p>All of our industry partners are in our thoughts as we grapple with the unprecedented COVID-19 crisis confronting us. While this pandemic is having a huge health impact around the globe, we acknowledge the industries we serve being Hospitality, Tourism, Recreation and Sport are some of the most affected economically.</p> <p>Hostplus stands side by side with you and with our broader community at this time. As you would be aware, the Government recently announced a new scheme in relation to early release of superannuation. We understand that these early release changes to superannuation combined with the current COVID-19 crisis has raised many questions for our employers and members. We therefore wanted to share with you the <a href="#">attached</a> fact sheet which provides further details of the scheme and other options available to individuals.</p> <p><b>May 2020 update   A Message from our CEO</b> - For more than 30 years Hostplus has been a leading Industry SuperFund with a proudly members-first culture. This philosophy has never been more important than it is today. As the hospitality, tourism, recreation and sports communities continue to work their way through the many challenges raised by the COVID-19 pandemic, I want to reassure all of our members and contributing employers that Hostplus remains determined to deliver outcomes in the best interests of all of our members. With</p>	<p><b>9<sup>th</sup> April update   A message from our CEO</b> During these uncertain times, I want to reassure you that we are actively monitoring and managing these unprecedented circumstances to ensure that your hard-earned retirement savings continue to be well managed and in good hands. In keeping with our long and proud Industry Superfund heritage and values, our members continue, as always, to be our top priority. Click <a href="#">HERE</a> to view the entire message.</p> <p><b>JobKeeper Payment &amp; Early Access to Super Factsheet</b> Click <a href="#">HERE</a> to view</p> <p><b>Last Week at Hostplus</b> - Welcome to Last Week at Hostplus, where we share all of the content we've created for our members, employers, partners and media contacts in the previous week. We know it's sometimes hard to keep track of everything that's happening in the world, so we wanted to make it easy for you to at least stay across everything Hostplus. We'll share our media releases, email communications and social media posts with direct links to their digital locations for you to engage with as you wish. Click <a href="#">HERE</a> to read.</p>

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this in mind, Hostplus has supported the Federal Government's initiatives to provide those in need with early access to their super as well as other hardship-related options, including JobSeeker and JobKeeper.

As a major sand well-diversified superannuation fund, Hostplus invests in a wide range of both listed assets, such as stock exchange-listed shares and securities, and unlisted assets, such as property, infrastructure and non-listed private companies. As part of the Fund's investment strategy, Hostplus has continual regard to liquidity, including all expected future cash flow requirements.

We'd like to once again reassure all members that Hostplus' current cash and liquid asset holdings continue to have us well placed and ready to assist all of our members who need support during these unprecedented times, while maintaining all existing and routine investment choice decisions of our members and continuing to adhere to our long-term investment beliefs and strategy.

Our longer-term performance and achieved results remain comparatively market-leading. For the period to the end of March 2020, the default Balanced investment option's net return to members continued to be placed in the top quartile over five, ten, and twenty-year periods<sup>1</sup>. There has of course been significant volatility in economic markets since February due to the pandemic.

While our continuing strong historical performance is of course not a guarantee of future returns, it is instructive of the success and capacity of the Fund's long-term investment strategy to resiliently weather the cycles of markets and economic phases over time.

We are committed to keeping you updated on the latest developments and will continue to share information on relevant and emerging policies and options as they arise, via our website, at [hostplus.com.au/2020updates](http://hostplus.com.au/2020updates)

# AHA NSW

## St. George Bank

St George Bank has a long history supporting the hotel industry and we are here to support our customers and the industry through these unprecedented times. That's why we are contacting every client individually around their own personal circumstances as we know that no two pubs are the same and all businesses have different needs.

There have been a lot of announcements around support measures from state and Federal Government as well as from the banking sector in response to the developing COVID-19 situation.

Our St. George Bank chief economist, Besa Deda has released a comprehensive report '[A Wrap of Recent Stimulus Measures – Federal Government, Reserve Bank & State Governments](#)' which provides clarity on the collective stimulus measures to soften the impact of COVID-19. A useful read at a time when there is a lot of information to absorb.

Besa is also hosting a series of short weekly teleconferences to cover the latest in economic data, market movements, and government policy and industry responses.

Please find [attached](#) your invitation to register your interest in attending this call.

We will continue to communicate regularly with you to provide updates in this rapidly changing environment.

St George has also introduced a range of support measures to help ease the financial pressure caused by the COVID-19 situation. More information can be found at [stgeorge.com.au/covid19](http://stgeorge.com.au/covid19)

### Economic Updates

**6th April:** Chief Economist at St.George, Besa Deda, talks about the latest on COVID-19 and shares her thoughts on the economic outlook and financial markets. Click [HERE](#) to watch

**14<sup>th</sup> April:** Senior Economist at St. George, Janu Chan, talks about the latest on Covid-19 and shares her thoughts on the economic outlook and financial markets. Watch [HERE](#).

**20<sup>th</sup> April:** Chief Economist at St.George, Besa Deda, talks about the latest on COVID-19 and shares recent domestic data and economic trends. Click [HERE](#) to watch

**27<sup>th</sup> April:** Senior Economist at St. George, Janu Chan, talks about how Covid-19 has impacted the economy now we have some more signs from economic data. Watch [HERE](#).

**18th May:** St George Chief Economist Besa Deda discusses jobs, the release of the April Labour Force Survey and the Australian-Chinese tensions that have emerged.

Watch [HERE](#)

**25th May:** St George Chief Economist Besa Deda discusses the close monitoring of investors into how the emergence from lockout proceeds. Watch [HERE](#)

**June 2020:** Senior Economist at St.George, Janu Chan, talks about the latest on COVID-19 and shares her thoughts on the economic outlook and financial markets. [Watch HERE](#).

# AHA NSW

		<p><b>Economic Update &amp; Stimulus wrap pack</b></p> <p><a href="#">Click HERE</a> to view a stimulus wrap pack from St. George Bank which updates the measures from all forms of government since Mar 31 and includes everything from the start of COVID-19.</p> <p>St.George Economic Update – Monday 29 June 2020. <a href="#">CLICK HERE</a>.</p>
<p><b>Foxtel Business</b></p>	<p>We are eager to work with our loyal customers to ensure we're meeting the needs of your business in the current climate. As a result, we will be providing you with a suspension on all charges to your April subscription invoice as a first step.</p> <p>We will be monitoring the situation on a month by month basis and as the government trading restrictions are updated. In the meantime if you have any questions regarding your account then please let us know by emailing us at <a href="mailto:Foxtel.business@foxtel.com.au">Foxtel.business@foxtel.com.au</a> and a member of our team will assist you.</p> <p><b>Option to recommence service</b> Following the announcement of the Government's 3-step plan to ease restrictions, some venues are starting to trade again in the coming weeks, albeit in a much limited capacity. As a result you may wish to resume your Foxtel service.</p> <p>As previously advised, <b>Foxtel will not be charging for the month of May</b> and is reviewing the situation moving forward. <b>If you wish to get your service reactivated, please contact one of our Business specialists on 1300 306 460.</b></p> <p>The 2020 NRL Telstra Premiership will resume on 28<sup>th</sup> May so you'll be able to show every game of every round live and ad-break free. For AFL fans, our FOX FOOTY channel will be showing some of the biggest and best games in AFL</p>	<p><b>Recommencement of Service at \$0 charge for June</b> Following further announcements from each state and territory regarding more easing of restrictions, we write to inform you that, if you have not already requested your service to be resumed, we will be turning your Foxtel signal back on from 1st June.</p> <p>We recognise that, while trading may have resumed, it is in a much-limited capacity and therefore, Foxtel have decided not to charge for the service in the month of June.</p> <p>With the 2020 NRL Telstra Premiership already restarted and the 2020 Toyota AFL Premiership Season returning on 11th June, you'll be able to show every game of every round live and ad-break free. Until 11th June, our FOX FOOTY channel will show replays of Round 1 to recap the season so far. Plus there are five 24/7 music channels and 12 dedicated news channels to ensure you have something to show every hour you trade. We will continue to monitor the government trading restrictions and the recommencement of the sporting codes to ensure we are providing a fair agreement going forward and will write to you prior to 1st July with an update. In the meantime, if you have any questions regarding your account then please let us know by emailing us at <a href="mailto:Foxtel.business@foxtel.com.au">Foxtel.business@foxtel.com.au</a> and a member of our team will assist you.</p>

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	<p>history every Friday and Saturday. Plus there are five 24/7 music channels and 12 dedicated news channels to ensure you have something to show every hour you trade.</p> <p>We will continue to monitor the government trading restrictions and the recommencement of the sporting codes to ensure we are providing a fair agreement going forward and will write to you prior to 1<sup>st</sup> June with an update.</p> <p>In the meantime, if you have any questions regarding your account then please let us know by emailing us at <a href="mailto:Foxtel.business@foxtel.com.au">Foxtel.business@foxtel.com.au</a> and a member of our team will assist you.</p> <p>We value your custom at this challenging time and are taking these steps in a bid to ease your financial burden during the uncertain days ahead.</p>	<p>We value your custom at this challenging time and are taking these steps in a bid to ease your financial burden during the uncertain days ahead.</p>
<p><b>Banktech</b></p>	<p>During the period of the Government shutdown Banktech and Utopia are happy to work with you on the following basis:</p> <p><b>Payments related to Gaming Licences</b> - Utopia will suspend any payments on any Global Gaming licences due on or after 1 April 2020 until the Government shutdown is lifted.</p> <p><b>Payments on Hardware Maintenance</b> - Banktech will suspend payments on any hardware maintenance (i.e. CRTs, AutoPay, Cash recyclers etc.) for payments due on or after 1 April 2020 until the government shutdown is lifted.</p> <p><b>Payments related to Hardware</b> - We will defer payments on hardware purchases (Gaming Systems, CRTs, recyclers etc) for instalment payments due on or after 1 April 2020 until the government shutdown is lifted at which time those missed payments will be added on to your current agreement. For example if the shutdown lasts for 3 months we will then add 3 months on to the end of your existing agreement.</p>	<p><b>Customer Support</b> While our lives are in turmoil at the moment, please be assured Banktech and Utopia Gaming Systems (the owner of Global Gaming) are continuing to support our customers, staff and their families during this difficult time.</p> <p>We have moved quickly to assist our hotels and clubs with suspension and/or deferral of licence, maintenance and equipment payments for the term of the government closure.</p> <p>This includes ATMs, CRTs, Global Gaming Systems and all other products supplied by us.</p> <p>If you have any questions please do not hesitate to email us on <a href="mailto:info@banktech.com.au">info@banktech.com.au</a> or call us on 1800 080 910.</p>

# AHA NSW

## Coca-Cola Amatil

At Coca-Cola Amatil, our teams are working around the clock to ensure we can continue to support our customers, whilst keeping our people safe and continuing to produce our beverages.

**Keg Returns** - You have the option of returning and receiving a credit on any Canadian Club Draught, and our Beer or Cider Brand Kegs purchased from us in 2020.

Please note: We will only accept a return and provide a credit for full and capped kegs (this is for safety reasons). Tapped kegs cannot be returned.

To process a keg pickup and credit please call our National Sales Centre on 1300 666 835 (toll free), please have your customer number ready. You will need to provide us with the quantity of stock by product that meets the above criteria for return. Our consultant will then arrange for a pickup of this stock, however please note this may take a couple of weeks depending on your location. We will do our best to respond as quickly as we can.

**Postmix BIB Returns** - You have the option of returning and receiving a credit on any Postmix (BIB) purchased from us in 2020. *Please note:* We will only accept a return and provide a credit for unopened, unused Postmix (BIB) product that has a best before date of April 1, 2020 or later. Any product that is open, currently connected or has a best before date prior to April 1, 2020 cannot be returned.

To process a Postmix BIB pickup and credit please call our National Sales Centre on 1300 666 835 (toll free), please have your customer number ready. You will need to provide us with the quantity of stock by product that meets the above criteria for return. Our consultant will then arrange for a pickup of this stock, however please note this may take a couple of weeks depending on your location. We will do our best to respond as quickly as we can.

**27<sup>th</sup> April; Customer Update** - You are, and remain, a valued partner of ours. We understand that your business, together with the wider Hospitality and Food Service industry, is feeling the impact of COVID-19.

As more and more people are confined to home, access to safe food will remain a challenge. Every day we observe businesses are finding innovative ways to adapt, to continue to operate and serve their customers, and CCA aims to continue to provide you support, where we can.

We have put together a guide of our services we can offer to help you get through these times. Click [HERE](#) to download.

We want our CCA community to feel empowered to talk to our representatives, use our services and trust that we will continue to support you.

It is our promise to support our customers in every way possible and continue to share the latest innovations we observe in the industry. We will continue to work with you all to drive the Food Service and Hospitality industry forward with leading, modern and progressive ideas.

If we can be of further assistance to you, please don't hesitate to contact your Business Development Executive or Key Account Manager. *Stay safe, stay healthy and stay up to date.*

**June 2020 Update:** [Click here](#) for communication from **Coca-Cola** on safely restarting your Postmix (PMX) or Frozen (FCB) equipment

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<p><b>Diageo</b></p>	<p><b>Diageo's 'Welcome Back' support package helps lift the bar industry's spirits</b></p> <p>Venues are invited to register their interest to receive support and Diageo stock deals Diageo, one of the world's largest drinks producers, has launched a nationwide 'Welcome Back' support package for on-premise partners designed to help rebuild the Australian bar industry, valued at \$1.2 million.</p> <p>The offering will provide 130,000 free serves to venue partners across the country in bonus stock, and PR and marketing support to help enable bars to reopen and drive revenue in line with the current trading conditions. Hospitality businesses can register their interest via their local Diageo representative.</p> <p>Click <a href="#">HERE</a> to read more</p>	<p><b>Bundaberg Rum Creates \$11.5 Million fund to support Australia's hospitality industry</b></p> <p>Iconic Queensland brand Bundaberg Rum, owned by parent company and leading drinks producer Diageo, today announces its creation of 'Raising the Bar', an \$11.5 million fund that will support Australia's bars, pubs, and clubs as they rebuild following the COVID-19 pandemic.</p> <p>Any licensed venue in Australia, whether they're regional or metro, and regardless if they're a Bundaberg Rum or Diageo stockist, can apply for support through the 'Raising the Bar' initiative that will fund a two-year programme rolling out from July 2020. 'Raising the Bar' will directly support jobs, recovery, and innovation in the Australian hospitality industry. Pre-COVID-19 Australian pubs, bars and clubs employed more than 500,000 Australians and contributed \$17.2 billion in revenue.</p> <p><a href="#">Click here</a> for more information</p>
<p><b>IGT</b></p>	<p>These are extraordinary times, and we understand that the hospitality industry has been impacted harder by the COVID-19 pandemic than just about any other.</p> <p>We think it's vitally important to work together in these challenging times to ensure we all come out stronger on the other side. IGT is therefore taking the following steps:</p> <ol style="list-style-type: none"> <li>1. <b>Systems Fees:</b> We are suspending payment of our pub customers' monthly fees for system development, maintenance and support. This is effective from 23 March 2020 for a period of 30 days. This means that you will not pay any such systems fees for this period as these will be waived in full.</li> </ol>	<p><b>Tips for maintaining your gaming machines during shutdown</b></p> <p>Given the Government mandate to close all pubs, clubs and casinos we thought it'd be useful to give you some tips on maintaining the health of your gaming machines. That way you can protect your investment and power up with fewer problems when you come back online again.</p> <p>When gaming machines (EGMs) are powered down for an extended period it can affect the rechargeable battery used for the machine's back-up memory.</p>

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2. Field services and systems hardware maintenance services: We will be temporarily reconfiguring our regular field service, installation, maintenance offerings, and systems hardware maintenance services, for our pub customers with effect from 23 March 2020 for a period of 30 days.
3. As part of our ongoing partnership, field service and or systems hardware maintenance fees will not be payable for the next 30 days (commencing Mar 23, 2020) as services will not be provided during this time, however should you decide to specifically arrange and book a service callout with us, our standard service call-out rates will apply.

As this is a rapidly evolving situation, we will evaluate each of the positions set out above on 30 April 2020 and on a monthly basis thereafter.

We will keep you updated on the outcome of these assessments.

**29th April customer update:** Further to our March 30, 2020 announcement regarding suspension of systems and services fees, we have evaluated the current situation considering the recent government announcement to extend venue closures for a further 4 weeks.

In order to support you further during this time, we have decided to extend the temporary suspension of your Systems Maintenance Fees and Field Services for a further month until 31 May 2020

1. Systems Fees: We are extending the payment suspension of our pub and club customers' monthly fees for system development, maintenance and support until 31 May 2020. This means that you will not pay any such systems fees for this period as these will be waived in full.
2. Field services and systems hardware maintenance services: We are extending the payment suspension for field service and/or systems hardware maintenance fees until 31 May 2020. However, during this time, should you

All EGMs have backup memory to ensure the machine retains a 'memory' of gameplay for regulatory and gameplay reasons.

Due to the nature of capacitors and NiMH type batteries used in an EGM's major components, **IGT recommends powering on all EGMs for a minimum of 4 hours every three days to allow batteries and capacitors to maintain charge.**

This avoids memory backup corruption and component failures, which may lead to unexpected EGM down time when clubs, pubs and casinos come back online after this pandemic is over.

For any IGT EGMs 15 years or older – i.e. Game King, GU4 and bluechip (AU1) – **IGT recommends avoiding powering down these EGMs where possible.** Why? The backup batteries in these older products may no longer function at a good capacity and replacement parts may be limited. IGT also recommends that progressive controllers and IGT player tracking systems hardware are not powered down where possible.

#### **IGT Extends Suspension of Systems & Field Service Fees**

Following evaluation of the current situation, IGT is extending its systems and field service fee suspensions to assist customers.

IGT NSW/ACT Sales Manager, Col Bentley explains: "We know just how tough times are at the moment for everyone, so IGT has been considering ways that we can offer support to our hotel partners.

Therefore, we have decided to extend the temporary suspension of your Systems Maintenance Fees and Field Services for a further month until May 31st, 2020.

This means that, we'll be waiving the monthly fees for system

# AHA NSW

decide to specifically arrange and book a service call-out with us, our standard service call-out rates will apply.

We will be re-evaluating each of the positions set out above on 31 May 2020 and will keep you updated on the outcome of this assessment.

We think it's vitally important to work together in these challenging times to ensure we all come out stronger on the other side, so please, feel free to reach out to me, or any member of the team at IGT, if you have any questions.

Thank you for your continued partnership, we value your business and wish you, your family, your employees and your business all the best in the time ahead.

**25<sup>th</sup> May Update:** [IGT: Tips for sanitising gaming machines](#)

**June Update:** [Click here](#) for IGT's tips for sanitising gaming machines.

**Don't switch off machines, iSolate them**

IGT has responded to the multiple challenges potentially facing clubs and pubs in NSW with an intelligent alternative to switching off every other machine in a gaming room. Click [HERE](#) for more information.

To find out more, please contact:  
Lisa Colella, Marketing Communications Manager  
E: [lisa.colella@igt.com](mailto:lisa.colella@igt.com)

development, maintenance and support for our ADVANTAGE CLUB customers. In addition, field service and/or systems hardware maintenance fees will be waived for the same period as no services will be provided. We'll evaluate each of these positions again on May 30th, 2020 and on a monthly basis thereafter."

For a copy of the full announcement click [here](#) or contact Tony Luu on 0488 424 996.

**IGT Announces New Chief Operating Officer for Asia Pacific**

IGT announces the appointment of Dallas Orchard as Chief Operating Officer, APAC. Orchard will re-locate to Australia from the U.S., where he previously served as IGT's Senior Vice President and Chief Product Officer, Gaming and was responsible for a broad portfolio of IGT's land-based gaming products. Born and raised in Australia, Orchard is a stalwart of the gaming industry, joining IGT in September 2015 as Senior Vice President, Global Premium Products. Prior to this, he was Vice President of Gaming Operations for Aristocrat Technologies, Inc., where he was responsible for ownership and management of their Gaming Operations P&L. His previous roles included overseeing sales and marketing strategy for the Americas with Ainsworth Game Technology, and as Marketing Manager for Hard Rock Hotel and Casino.

"I am starting this new role at a challenging time for our industry, but I'm looking forward to heading home to Australia, building on our strong customer relationships in the region and growing IGT's product success," said Orchard. "This region, particularly Australia, is a leader in game innovation. We intend to continue building on our progress in product development and extending that success to IGT customers around the world."

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<p><b>Ainsworth Game Technology</b></p>	<p>AGT would like to reassure our customers that we will do whatever we can to assist</p> <p>through this hardship. Outlined below are some of the measures we will be implementing:</p> <ul style="list-style-type: none"> <li>• Games Plus payments: All April payments will be deferred for 30 days. This will be evaluated on a month by month basis and customers will be notified accordingly.</li> <li>• Service Contracts: Payments will be suspended for the period that closures are enforced.</li> </ul> <p>Further information will be provided as it becomes available. Our National Sales and Management team is available by phone and email.</p> <p><b>June 2020 Update:</b> <a href="#">Click here</a> for Ainsworth's tips for cleaning their machine</p>	<p><b>Maintenance of EGM's</b></p> <p>For the duration of the shutdown it is highly recommended that all machines are powered on once a week for a minimum of 8 hours or twice a week for 4 hours. This will greatly assist in ensuring longevity for continued operation when required to come back online.</p> <p>An alternate option would be to place the EGM into sleep mode (where available). This allows only the machine's processor to continue operating, keeping the batteries on the mainboard charging to hold machine configuration including meters and data.</p> <p>Our team is still available should you require any parts or wish to discuss anything further. Please contact our office on 1300 556 268 between 8:30am to 5:00pm Monday to Friday.</p>
<p><b>Asahi Premium Beverages</b></p>	<p>All of us at Asahi Premium Beverages are deeply troubled and saddened by the effect COVID-19 has had on our communities, our way of life and how this has had a particularly devastating impact on our beloved hospitality industry. At APB, we can only begin to imagine the stress and anxiety this situation has caused you and your teams and of course your families. Its times like these we need to ensure we support each other and look with hope to a brighter future when life returns to some sort of normality and we can once again enjoy the amazing hospitality you have to offer the people of Australia. Asahi Premium Beverages will accept return of all full, unopened kegs and unopened BIBs, and will credit these to your account. To process your returns, please contact your local Area Sales Manager with the product quantity, best before date, and your customer account number.</p>	<p><b>May 25<sup>th</sup> Update:</b> <a href="#">Asahi: Restarting post-mix systems</a></p> <p><b>June 2020 Update:</b> <a href="#">Click here for communication from Asahi on restarting your post-mix systems</a></p> <p><b>Asahi Open Arms Program</b> - Our number one goal in all of this mayhem is to ensure our actions and efforts, as a partner to the industry, are resolute in making life easier in some small way for our valued customers. Central to this ethos is APB's Open Arms Program, with a suite of support initiatives designed to help customers reopen, recover and regrow their hospitality businesses backed by a dedicated Open Arms Program fund of over \$1 million to enable the achievement of these objectives. Click <a href="#">HERE</a> to learn more.</p>

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<p><b>Bottlemart</b></p>	<p>Liquor Marketing Group are supporting our Bottlemart members to meet the extraordinary challenges for our industry at the current time through:</p> <ul style="list-style-type: none"> <li>• Cash flow – Quarterly rebates estimated for all members and paid two months early to provide cash flow assistance;</li> <li>• E-Commerce – Bottlemart E-Commerce app and online complimented with free delivery offers and additional marketing support has resulted in a large increase of outlets onboarded and total sales increases;</li> <li>• Marketing support increased through targeted local social and digital to assist outlets enhance their offers, including food along with liquor, to partially offset the impact of on-premise closures;</li> <li>• LMG Team – Our team remain fully operation to support all members and assist with all operational challenges, including in-store health and safety signage and work practices, along with focus on continuing to drive retail sales</li> </ul>	<p>We are continuing to work with our Supplier partners to deliver support for members.</p> <p>If you have any questions, please contact NSW State Manager, Aidan Desmond on:</p> <p><b>M:</b> 0427 250 618  <b>E:</b> <a href="mailto:adesmond@lmg.com.au">adesmond@lmg.com.au</a></p>
<p><b>me&amp;u</b></p>	<p><b>The new, smarter way to order &amp; pay</b>          From a simple tap, customers can order &amp; pay directly to your point of sale system from the convenience of their own phone.</p> <p>me&amp;u was conceptualised by Stevan Premutico, the founder of Dimmi and has been backed by Justin Hemmes and Tyro. Hundreds of venues have already joined the movement including Merivale, Solotel, Rockpool, The Portsea Hotel and The Opera Bar.</p> <p>Click <a href="#">here</a> to watch a video to see how the contactless ordering &amp; payment system works.</p> <p>Join the movement to tap into a closer and stronger relationship with your customers.</p>	<p><b>me&amp;u helps venues open their doors with a contactless ordering experience</b></p> <p>me&amp;u is the new, smarter way to order and pay. From a simple tap, customers can unlock the magic and order &amp; pay directly to your point of sale system from the convenience of their own phone.</p> <p>me&amp;u can also help with social distancing by reducing queues in your venue. Ordering from a visual menu (no need to touch a printed menu) &amp; paying (no need to handle cash) via a phone means the experience becomes contactless, less transactional and more enjoyable.</p>

# AHA NSW

		<p>A “special rate-card” is available for AHA NSW members until <b>31 December 2020</b> to assist members with reopening post COVID-19:</p> <ul style="list-style-type: none"> <li>– Setup Fee: waived (normally \$499)</li> <li>– Subscription: waived (normally \$99p/m)</li> <li>– Commission: 2.5% incl. merchant fee (normally 5%)</li> <li>– Free Commission Period: until 1 October 2020</li> <li>– Term: monthly</li> </ul> <p>Click <a href="#">HERE</a> to register your interest, arrange a demo and deliver a contactless experience for your customers.</p> <p>Use promo code “<b>AHA NSW</b>” to qualify for the special rate, <b>available until 31st December 2020</b>.</p>
<p><b>MAX</b></p>	<p>Tabcorp has been working to provide its venue partners with an update following various announcements from the Prime Minister regarding the closure of licensed venues. Now, more than ever, it is vital that we have a well-considered and aligned approach as to the next steps. Following extensive engagement within Tabcorp and the NSW Government, MAX can advise the following:</p> <ul style="list-style-type: none"> <li>• Relevant fees under our MAX contractual arrangements will be payable by licensed venues up to the close of business on 22 March 2020.</li> <li>• All payment obligations owed to Tabcorp for April will be suspended in light of the government ordered shutdown, other than any usage fees in relation to Alveo and Quickchange and thirdparty fees and charges, where applicable.</li> </ul>	<p>MAX is committed to supporting our people and our customers through this challenging period. Following extensive engagement, Tabcorp recently advised that SKY, TAB, Keno and MAX had implemented measures to help assist our venues partners through this.</p> <p>We understand that now, more than ever, our customers may be looking to us for guidance. When the time comes, we’ll be there to help get you back on your feet.</p> <p>MAX Regulatory Services also advised of changes to operating hours of the Data Monitoring Services (DMS) help desk. Our help desk is now available from 9am to 5pm weekdays. You can email the team with your enquiry at <a href="mailto:dms@max.com.au">dms@max.com.au</a> outside of these operating hours.</p>

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- Tabcorp's obligations under our contractual arrangements will also be suspended during this period.
- We will continue to review the position in respect of each subsequent month taking into account further developments, such as additional government directions.
- Where applicable, alternative arrangements will be agreed with venues, such as extensions of long-term fixed contracts equivalent to the cumulative period of the payment suspension.

**25<sup>th</sup> May update:**

[Click here](#) for Maxgaming "Power-on" of gaming machines chart.

**29<sup>th</sup> May update:**

[Click here](#) for MAX Venue Reopening Support checklist

[Click here](#) for Changes to MAX Integrated Systems fees

**Fee suspension extended to May 2020** - Following our communications on 27 March 2020, and as part of our commitment to keep in touch during the COVID-19 shutdown period, we wanted to provide a further update on our fees.

**MAX wishes to advise the following:**

- All payment obligations owed to MAX will be further suspended for the May billing period (other than fees previously advised as payable), for as long as the government-imposed closure of licensed venues remain in place during that month.
- MAX's obligations under our contractual arrangements will continue to be suspended during this period.

**Get back on your feet with MAX** - MAX has a number of business resources available to help fast track the recovery of your venue and accelerate growth.

**NEXT STEP** - In response to COVID-19, MAX has developed NEXT STEP, an initiative to help venues make important decisions at any stage of re-opening, supporting you to build a solid and customised recovery strategy for your gaming operations.

With no lock in contracts, our flexible options allow you to evaluate your entire gaming business or acutely focus on specific areas for development, including:

- Gaming Performance
- Membership and Loyalty
- Customer Insights

**Cashless Solutions:** - MAX offers both card-based and ticket-based solutions to help ensure you're providing a safe and enjoyable cashless and contactless gaming experience for your patrons moving forward. Talk to us today about how we can help you secure the best outcomes for your gaming operations.

Curt Pahl  
State Sales Manager – NSW | MAX Integrated Systems

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	<ul style="list-style-type: none"> <li>• We will continue to review the position for each subsequent month taking into account further developments, including additional government directions.</li> <li>• Where applicable, alternative arrangements will be agreed with venues. We will be in touch in due course to discuss the nature of these.</li> </ul> <p>We welcome your continued support and commitment throughout this challenging period for our people, our customers and the community at large.</p>	
<p><b>PFD Food Services</b></p>	<p>We are open for business and have branches located in Sydney, up and down the NSW coast, Canberra, the central west of NSW, as well the Riverina area.</p> <p>We continue to work with our suppliers to ensure a continual supply of products; frozen, fresh and dry, including packaging and can supply products for your needs.</p> <p>We have an extensive range of fresh seafood that we process on site, which is complimented with a comprehensive range of frozen seafood.</p> <p>We continue to work with our meat suppliers on being able to supply portion cut meat, or whole primal. We have a range of products that will suit take away menus and online delivery options.</p> <p>If we can be of assistance over the coming days or weeks, please call our Customer Service Team on 02 9708 9000</p>	<p><b>Back to Business Promotion</b> - PFD are delighted to see some of our friends and partners in NSW back trading, albeit with some restrictions. We continue to support the hospitality industry in NSW.</p> <p>When placing your order, please ask the PFD Customer Service team, or your rep about the Back To Business promotion we have running for June. We are running promotions for our foodservice customers on chips and also have a gift for orders over \$500 on one invoice that can be chosen from a selection of products. Our supply of products remains strong. We also have an extensive range of fresh and frozen seafood, meats that are portion cut or whole primal. We have a range of products that will suit take away menus and online delivery options.</p> <p><b>Back to Business Deals</b> - As restrictions start to ease and the industry is getting back to business, PFD has a number of Back to Business deals. When placing your order please ask your rep or the customer service team about the deals we have in place on McCain and Edgell chips, Neptune seafood as well as the monthly specials we have in our We Deliver catalogue. We continue to have strong supply of fresh meat and seafood, as well as all your pantry needs for every kitchen whether diners are eating in or you have an extensive take away menu.</p>

# AHA NSW

## SG Gaming

**SG Gaming will be deferring payments that are due.** These payments take the form of:

- Monthly Sales and Licence payments for EGMs on 12, 24 and 36 Months terms
- Monthly Software Maintenance Support on Quartz Software on 36 or 60 Months Monopoly Licence Fee

SG Gaming will defer all due payments on these agreements for as long as the order for premises to remain closed is in place, as imposed by the Australian Federal and/or the applicable State Government.

However, it must be noted, that pursuant to the terms and conditions agreed to and signed for by your venue, all monies owed under the agreement, will remain due and payable by the date set out in that agreement. Please do not hesitate to contact me directly at [russel.gartner@scientificgames.com](mailto:russel.gartner@scientificgames.com) should you have any queries.

### SG Gaming EGM Maintenance

SG Gaming recommends that during the shutdown period the following be undertaken in relation to our Electronic Gaming Machines (EGM)

- Machines can be turned off for extended period of time when not in use.
- Machines should preferably be turned ON/OFF individually using the main power switch inside each cabinet.
- As a precaution, machines should be powered up at least once every two weeks for an hour to ensure batteries recharge and critical data memory is retained in the machine logic.

Prior to resumption of normal trading, gaming machines should be powered up for at least 24 hours to ensure they are fully operational.

At all times, should any error messages persists on gaming machine, please contact your Service Provider or SG Customer Support on 1800 837 668.

We look forward to your club being back to full capacity and trading successfully, until then, SG Gaming is here for you and we'll get through this together!

# AHA NSW

<b>DFK Crosbie</b>	<p>Our thoughts are with all of our clients and those in the industry who have been impacted by this situation, we are here to support you and work with you and your business through this challenging time.</p> <p>We understand this is an extremely difficult time for both your business and your people, we can assist by providing business and tax accounting advice, as well as help to navigate you and your business through the recent government stimulus updates including JobKeeper payments.</p> <p>We have a dedicated <a href="#">COVID 19 Resources page</a> on our website and have updated our DFK Crosbie app to include updates, which you can <a href="#">download here</a>.</p>	<p>If you have any questions in regards to your business the please call us on 02 4923 4000 or email <a href="mailto:theteam@dfkcrosbie.com.au">theteam@dfkcrosbie.com.au</a></p> <p><b>EOFY Checklist</b></p> <p>The end of the financial year is nearly upon us!. This end of financial year is different for many businesses who have been affected by the global pandemic. To help prepare you for the EOFY we have put together a brief end of financial year checklist for 2020.</p> <p>View the checklist <a href="#">HERE</a></p>
<b>ILG: Super Cellars/Little Bottler</b>	<p>All three ILG depots are still in full distribution force ensuring no disruptions to the coming Easter short weeks; with most of the office staff set up for work from home arrangements in adhering with Government's regulatory measures.</p> <p>Our sales force has been actively helping members transform spaces for packaged liquor sales and other food essentials including take away and home delivery service. There's been inspiring stories and outcomes from this crisis worth sharing. Please do not hesitate to reach out to us for any assistance you may need. We are in continued exchange with all Supplier-members, trade partners and regulatory bodies to allow us to keep members abreast with the most relevant and timely information as well as processes in place to help business affected by the current lock down.</p> <p>We remain one family at ILG in full support of each other and working closely together to get through this adversity.</p>	<p>In the meantime, the most we can do is stay safe and remind our members to adhere to all regulatory measures imposed upon us that will see us through the bright side of things; we are all in this together.</p> <p>Please contact NSW Sales Manager, Pat Kenny, if you have any queries.</p> <p><b>PH:</b> 0409 308 341 or email <a href="mailto:p.kenny@ilg.com.au">p.kenny@ilg.com.au</a></p>

# AHA NSW

<b>KONAMI</b>	<p><b>Konami Kares</b> Along with the re-opening of Clubs and Hotels in NSW, Konami is introducing <i>Konami Kares</i> to assist our customers with recovery by realigning our product roadmaps with the needs for Hotels.</p> <p><b>Consultation – Products and Floor Plan:</b> Providing your players the same experience under the new restrictions is challenging and we are here to help. Contact your Konami Sales representative, NSW State Sales Manager Allan Murray (0404 670 020) or National Sales Manager David Punter (0429 867 970) to discuss options available to you.</p>	<p><b>EGM:</b> It is recommended to have the machine powered up for 24 hours every three weeks or 2-3 hours a day. Please click <a href="#">HERE</a> for more information or contact your sales representative if you are having issues that cannot be resolved by your service team.</p> <p>Should you require any parts or wish to discuss anything further, please contact our office (02) 9666 3111 between 8:00am – 4:00pm Monday to Friday</p>
<b>The Card Network</b>	<p><b>New Pub and Bar Gift Card sold in Woolworths</b> We are thrilled to be partnering with AHA NSW as we launch Australia's first Pub and Bar Gift Card available for purchase online and in Woolworths stores across the country.</p> <p>The card can be accepted at all pubs and bars that have EFTPOS, there is nothing extra you need to do. Your customers simply swipe the card or tap &amp; pay using their mobile wallet via your EFTPOS terminal and you will receive 100% of the funds.</p> <p>The Pub and Bar Gift Card gives you access to Australia's largest gift card sales channel, reaching millions of Australian's and providing another reason for patrons to return to their local.</p>	<p><a href="#">Click HERE</a> for further information and please notify your staff to keep an eye out for it as a method of payment.</p> <p><a href="#">Click HERE</a> for an article in the Shout yesterday</p> <p><a href="https://card.gift/pages/the-pub-bar-card">https://card.gift/pages/the-pub-bar-card</a></p>

# AHA NSW

<p><b>One Music</b></p>	<p>OneMusic Australia’s client base is both varied and large and we are doing all we can to address the range of differing circumstances that are currently affecting most of our licence holders.</p> <p>We are suspending any debt collection on any outstanding fees. Once the venues reopen we will adjust their past licence fees to reflect the period of closure. Several important changes have been made to assist you and your business during this time:</p> <ul style="list-style-type: none"> <li>• If you have <b>suspended trade</b>, your account will be placed on hold until you resume trade</li> <li>• Licence adjustments will also be made retrospectively to reflect any period our music was not used.</li> </ul> <p>If you continue to trade but there have been <b>changes to your music use</b> we can amend your licence to reflect this now.</p> <p>We are open to discussing <b>flexible credit arrangements</b>. We can issue a licence for <b>online events</b> that use our music.</p> <p>Despite our offices being closed, our staff are on hand to assist you. You can contact us on email <a href="mailto:hello@onemusic.com.au">hello@onemusic.com.au</a> or jump on live chat (between 9am-7pm).</p>	<p><b>Live Streaming Music Licensing under lockdown</b></p> <p>If you are a live music venue (and have an OneMusic Australia licence) and you want to stream live performances online you might fall under a special, short term COVID-19 policy where we treat that online live music event as if it was covered under your existing OneMusic Australia licence.</p> <p>Click <a href="#">HERE</a> to learn more.</p> <p>NSW Hoteliers are encouraged to check with us by email at <a href="mailto:hello@onemusic.com.au">hello@onemusic.com.au</a></p> <p><b>Boost 'table turn' with music</b></p> <p>Click <a href="#">HERE</a> to view a tip from OneMusic to all the pub bistros opening up under the 10 pax limit.</p> <p>Wishing all our music lovers in NSW a good start on the road to recovery.</p>
<p><b>Steadfast IRS</b></p>	<p><b>Loss of income cover</b> - The underwriters who provide insurance to the Hospitality Industry that we work with do not cover loss of income due to quarantinable disease, pandemic &amp; epidemic, a the policy holder you are always welcomed to lodge a claim and your broker will be able to manage this for you. It is important we note the Industrial Special Risks Insurance is to cover the building, damage caused to the building and loss of income as a result of property damage.</p>	<p><b>Premium relief, instalments and policy queries</b></p> <p><b>Can I get premium relief?</b> Contact your broker to discuss options available to you and your business, some insurers are offering mid-term refunds on certain policies. If your insurer is not offering a mid-term refund contact your broker and see if you are entitled to an end of policy adjustment. This means insurers will re-rate your policy based on actual turnover and/or gross profit taking COVID-19 into account. The result should be a refund premium.</p>

# AHA NSW

	<p><b>What's next and what do I do with my insurance?</b>          We have had multiple enquiries requesting to cancel policies or reduce sums insureds. We want to stress the importance of not reducing your sums insureds, or cancelling your policy. Cover remains in place for damage to the property caused by Storm, Fire, Malicious Damage and Theft under your ISR insurance. Network Steadfast are working with multiple insurers and gathering options on what premium relief may be available. As we become aware of viable options we will contact our clients to provide these details.</p> <p>If you have any queries we recommend the best course of action is to contact your broker.</p> <p><b>John Kay</b>          m 0455 400 224          e jkay@steadfast-irs.com.au</p>	<p><b>My policy is falling due, what do I do?</b>          You will need insurance, contact your broker and have a discussion around what policies are required and what estimates you should put in for the coming 12 month period. It is imperative you continue to insure your business.</p> <p><b>I can't afford my premium instalment</b>          Again have a discussion with your broker, if you currently have premium funding in place they may be able to offer a deferred instalment to assist during this tough time. All insurance policies have different terms and conditions and your placing broker will be best situated to discuss your policy with you.</p> <p>If you need assistance please feel free to contact one of the team at Network I Steadfast below:</p> <p><b>John Kay</b>   0455 400 224  <b>Nic Bova</b>   0439 804 587  <b>Nick Markovski</b>   0409 457 792</p>
<p><b>William Angliss Institute</b></p>	<p><b>Training Opportunities</b> - As the leader in hospitality training across Australia and New South Wales, William Angliss Institute is committed to supporting AHA members in this critical time</p> <p><b>Licensee Training</b> - Until the end of May 2020, AHA members and their staff can enjoy a 15% discount off the following licensee courses. The new price is \$285 per person, per day (reduced from \$330 per person, per day.)</p> <p>Licensee Training (LT) (one day): This Licensee training course is compulsory for new licensees or when your existing RSA card expires.          Advanced Licensee Training (ALT) (two days): This course applies to venues authorized to trade after midnight.</p>	<p><b>NSW Licensee and Advanced Licensee Courses</b> - William Angliss Institute will be running the first virtual courses on 14th and 15th May, 2020. They are offering a special price for AHA NSW Members of <b>\$285 per course</b> (listed as \$400 to anyone else).</p> <p>To book: click <a href="#">HERE</a> and enter code <b>AHA285</b> to receive the discount.</p> <p>Contact Jill Hingston at <a href="mailto:Jillian.Hingston@angliss.edu.au">Jillian.Hingston@angliss.edu.au</a> or call 9125 5111 for further details and dates.</p>

# AHA NSW

## **Business Operations**

Make the most of the downtime by upskilling your staff. Commencing soon William Angliss Institute offers free online bite sized training courses up to 45 minutes in duration that are designed to support your business operations in the areas of.

- Using Zoom to engaged online
- Rethink your menu design
- Virtual wine tasting class
- Develop and update your business plan

## **Hygienic Practices for food safety online course**

William Angliss Institute continues to carefully monitor the COVID-19 situation to ensure the safety of our community as we deliver training both online and on campus.

A new and exciting, online (with trainer support where required), self-paced course is now available for front and back of house hospitality staff. The course will allow staff to instil confidence in your customers when it comes time to reopen that your staff are up to date with hygiene practices

Using hygienic practices for food safety, students will learn to:

- Follow hygiene procedures and identify food hazards
- Report and personal health issues
- Prevent food contamination
- Prevent cross-contamination by washing hands
- At an affordable price point of \$30 the successful completion of the course comes with an issue of certification.

Please [click here](#) to book the course

**NSW Licensee and Advanced Licensee Courses** - Special price for AHA NSW Members of \$285 per course (listed as \$400 to anyone else).

# AHA NSW

	<p>To book: click <a href="#">HERE</a> and enter code AHA285 to receive the discount</p> <p><b>Free Short Courses</b> Our trainers have also developed some free short courses some via zoom and live whilst others are pre-recorded. <b>Live free short courses</b> - click <a href="#">HERE</a> <b>Pre-recorded free short courses</b> - click <a href="#">HERE</a> <b>To book:</b> Email <a href="mailto:Jill.Hingston">Jill Hingston</a></p>	
<p><b>Engie – Simply Energy</b></p>	<p>The Coronavirus (COVID-19) is affecting businesses across the country and around the world. We understand that these are difficult times for everyone, causing widespread disruptions to industry, employment and our daily routines.</p> <p>As the situation progresses, we are working closely with the AHA to co-ordinate assistance and support for AHA members participating in the PPA. We are committed to our partnership with the AHA and you, the member, to get through this challenging period for the hotel industry, together.</p> <p><b>How we can help?</b> We recognise that the current situation is significantly affecting the operations of hotels and pubs. We're here to discuss how we can work with you in more flexible ways in order to best support you through these times.</p> <ul style="list-style-type: none"> <li>• If you experience payment difficulties at any time, support is available to you via your dedicated Account Manager.</li> <li>• We understand that recent restrictions put in place by the government may affect your business, leading to your power consumption increasing or decreasing during this period. If you expect your consumption to significantly change, please discuss this with your Account Manager.</li> <li>• If your power supply is disrupted, or in the event of an electrical or natural gas emergency, fault or failure, keep your local electricity or gas distributor details on hand. Their details are at the top right-hand corner of your invoice.</li> </ul>	<p>Please contact your dedicated Account Manager should you need additional support or have any questions.</p> <p>Stuart Smith P 0439 595 311 E <a href="mailto:stuart.smith@simplyenergy.com.au">stuart.smith@simplyenergy.com.au</a></p> <p>Lucas McAuliffe P 0488 700 819 E <a href="mailto:lucas.mcauliffe@simplyenergy.com.au">lucas.mcauliffe@simplyenergy.com.au</a></p> <p>Lidia Misev P 0417 519 712 E <a href="mailto:lidia.misev@simplyenergy.com.au">lidia.misev@simplyenergy.com.au</a></p>

# AHA NSW

<p><b>Allara Learning</b></p>	<p><b>Free six month subscription</b> In response to the challenges facing the Australian hospitality industry due to COVID-19, Allara Learning is offering businesses a free 6-month subscription to its enterprise learning platform and comprehensive library of online hospitality training courses.</p> <p>Course topics include Compliance, Food Safety &amp; Hygiene, Health &amp; Safety, Beverage, Table Service, Cellar Operations and Food Transport.</p> <p>Allara Learning has also introduced a new online course, COVID-19 Health &amp; Safety at Work, to help your staff understand and manage the health and safety risks posed by COVID-19 in the workplace.</p>	<p>To start your free 6-month subscription go to <a href="http://allaralearning.com.au/ahansw">allaralearning.com.au/ahansw</a></p>
<p><b>Allpride Signs &amp; Marketing</b></p>	<p>To ensure that venues can clearly communicate with patrons throughout all stages of reopening &amp; general trade, Allpride Signs &amp; Marketing have developed and are producing Safety Screens and other Covid-19 products.</p> <p><a href="#">Click Here</a> to view Safety Screens <a href="#">Click Here</a> to view further Covid-19 products</p>	<p>Helen Dowden   Business Development Manager <a href="mailto:helen@allpride.com.au">helen@allpride.com.au</a> <a href="http://www.allpride.com.au">www.allpride.com.au</a></p>
<p><b>ALM</b></p>	<p>ALM On-Premise &amp; ALM Agora are devastated about the effects covid-19 has had on our industry and the challenges everyone is facing in these unprecedented times. We hope for a future where our beloved hospitality industry will come back as strong and vibrant as ever. With the Government's announcement to close hospitality venues, the community remains important to us. Whether venues are ALM customers or not, keeping the industry connected is one of our top priorities.</p>	<p>Our ALM On-Premise team have been working with suppliers to make available some fantastic re-opening deals to help you build back your stock. Some of these deals are so exclusive, you need to contact your BDM for access. ALM On-Premise want to partner with you and have a variety of benefits available to you to build back your business. This includes our recently developed online marketplace, Agora that connects you to suppliers in your own time, 24/7 web portal ordering, one invoice, the largest range of products, flexible delivery options and a local support team.</p>

# AHA NSW

	<p>To enhance connectivity within the community, we have now opened ALM Agora to all on-premise venues nationally. ALM Agora is the industry's first virtual rep, providing venues with access to supplier contact details, marketing content, covid-19 news updates and more.</p> <p>Login and stay connected to your suppliers during these times where social distancing is imperative. See below login details:</p> <p><b>URL:</b> <a href="https://alm.pontoonx.io">https://alm.pontoonx.io</a>  <b>Username Case Sensitive:</b> ALM  <b>Password Case Sensitive:</b> Agora</p>	<p><b>WHAT WE OFFER:</b></p> <ul style="list-style-type: none"> <li>• Credit terms to meet your business needs</li> <li>• Competitive pricing</li> <li>• Flexible delivery options</li> <li>• Ongoing lucrative offers &amp; promotions</li> <li>• Exclusive access to ALM AGORA</li> </ul> <p>Please contact us on <a href="mailto:almonpremise@almliquor.com.au">almonpremise@almliquor.com.au</a> to find out more.</p>
<p><b>AusComply</b></p>	<p><b>Are you REOPEN READY? Now's the time.</b></p> <p>While we're not quite there yet, like you we're chomping at the bit to get back to business. Unfortunately when we do, it's unlikely to be business as usual, with a raft of strict new conditions for licensed venues and security firms to follow.</p> <p>That's why now's the time to get your compliance systems in order. Compliance leaders since 2015, AusComply is offering free no-obligation consultations to help you get ready.</p> <ul style="list-style-type: none"> <li>• What are your current compliance regulations?</li> <li>• What new restrictions are expected?</li> <li>• What preparations can you make today to be "REOPEN READY" tomorrow?</li> <li>• How can digital solutions help you?</li> </ul>	<p>While it's been tough, with positive action and cooperation the industry will bounce back. Get REOPEN READY now.</p> <p>Call us today on 1300 22 66 75 or email <a href="mailto:info@auscomply.com.au">info@auscomply.com.au</a> to arrange a consultation. For more about our compliance platform head to <a href="http://www.auscomply.com.au">www.auscomply.com.au</a></p>

# AHA NSW

<p><b>Back Schwartz Vaughan</b></p>	<p>At BSV we specialise in all facets of liquor licensing and gaming matters.</p> <p>We remain up to date and across all developments as they occur in the liquor and gaming space and are happy to assist with advice as to how you can best utilise your liquor licence during these difficult times, including in relation to Liquor &amp; Gaming NSW's Statement of Regulatory Intent in regards to COVID-19 and how this may affect those especially if they hold hotel (general bar) licences.</p>	<p><b>Specialists in Liquor Licensing &amp; Gaming Matters</b></p> <p>Our liquor and gaming department have over 70 years of combined experience and we can provide swift, comprehensive and cost-effective legal advice and solutions to meet your needs. We remain up to date and across all developments as they occur in the liquor and gaming space and are happy to assist with advice as to how you can best utilise your liquor licence and gaming facilities during these uncertain times. This includes in relation to the easing of restrictions and Liquor &amp; Gaming NSW's updated Statement of Regulatory Intent in regards to COVID-19.</p> <p>For more information or to get in touch, please see our website <a href="https://www.bsv.com.au/">https://www.bsv.com.au/</a> or contact Tony Schwartz by email at <a href="mailto:tschwartz@bsv.com.au">tschwartz@bsv.com.au</a> or phone on (02) 8383 3777.</p>
<p><b>BEPOZ</b></p>	<p><b>Online Ordering &amp; Waiver of Fees</b> - Our thoughts are with all of our friends in the hospitality industry that have been impacted by the shutdown. The unknown duration of this crisis makes the financial impact on our industry unpredictable. We would like to reassure our valued customers that we are here to help you keep trading through this difficult time and to offer relief and support to help you come out stronger on the other side.</p> <p><b>CLICK &amp; COLLECT - YourOrder</b> - We can set you up with your own Online Ordering Platform enabling you to offer a takeaway and delivery service of food and beverages direct to your customers. It's fast to set up, easy to use, fully integrated with Bepoz Point of Sale and we're also waiving most of the setup costs to get you up and running without delay.</p> <p><b>Bepoz Software Hibernation</b> - We are giving you the ability to eliminate all non-essential software licensing and waive all reactivation fees. <a href="https://bepoz.com.au/yourorder-online-ordering">https://bepoz.com.au/yourorder-online-ordering</a></p>	<p><b>Technology solutions to help you trade now and to assist when you reopen</b> - We can help your business adapt to the new normal by providing the technology solutions you need to comply with social distancing regulations and to create a safe environment and positive guest experience for visitors returning to your venue.</p> <p><b>Online Ordering Platform</b> - Get Online. Trade Now &amp; into the Future. Instantly enable Pickup &amp; Delivery options for your business. Fully integrated with Bepoz Point of Sale. Standalone product available for non Bepoz users. Simple pricing structure. <a href="http://www.bepoz.com.au/yourorder-online-ordering">www.bepoz.com.au/yourorder-online-ordering</a></p> <p>Contact our team today to request a demo: 1300 023 769 <a href="mailto:sales@bepoz.com.au">sales@bepoz.com.au</a></p>

# AHA NSW

<p><b>Bergstrom Architects</b></p>	<p><b>Is your venue ready to reopen?</b> Bergstrom Architects would like to offer our best wishes to all in these trying times.</p> <p>Over nearly 20 years of working with hotels we know how much support hotels have given to local community groups and sports clubs. We would like to do our part to help hoteliers get back up and running. Is your venue ready to re-open with the likely COVID-19 social distancing restrictions still in place? If you would like talk about layout options, design solutions or just bounce some ideas around; the team at Bergstrom Architects are here to help. We are happy to take phone calls from any AHA members that would like to discuss ideas for getting their venue ready to re-open.</p>	<p>We want to see you back doing what you do best!</p> <p>Please feel free to contact us on 02 8920 1499 during business hours. We can arrange a discussion on the phone, a zoom meeting or possibly have a meeting at your venue.</p>
<p><b>Beyond Merchant Capital</b></p>	<p>Beyond Merchant Capital may be able to help you with a Merchant Cash Advance – a tailored lending product especially designed for businesses in the Hospitality sector. Our Unsecured Loans are repaid via an agreed percentage of your merchant turnover (not a fixed amount). We offer a simple application process and a fast response! Let us tailor a loan for you today and help you to get back on your feet. We can offer loans from \$10,000 - \$100,000 for businesses that are still trading (even if you're just offering takeaway for now) with minimal paperwork. T&amp;C apply &amp; subject to approval.</p>	<p>For more information or to apply, please visit <a href="http://www.beyondmerchantcapital.com.au">www.beyondmerchantcapital.com.au</a> or call 1300 955 428 and one of our friendly Loan Specialists will contact you.</p>
<p><b>Beyond Payment Systems</b></p>	<p><b>Make merchant service fees a thing of the past!</b> Beyond Payment Systems is Australia's only provider that offers a fully compliant solution that ensures you recover ALL costs associated with accepting card payments, including terminal rental and stationery! Our terminal is user friendly and easy to set up with no disruption to your business. You can even settle funds to your current bank account! If you would like to start saving thousands of dollars a year on card processing fees, contact Beyond Payment Systems on 1300 192 600 to discuss the most suitable option for your business.</p>	

# AHA NSW

<b>BioKlenz</b>	<p><b>Protection for Hotel Staff</b></p> <p>Protection for hotel workers with body fluid clean ups in these current times is imperative!</p> <p>BioKlenz™ provide a simple, yet complete solution for the safe clean up and disposal of body fluid spills in the workplace. The kits comply with the NSW Worksafe Code of Practice for handling of blood borne pathogens in the workplace and help protect staff against HIV, Hepatitis, and other bacteria and virus that may be present in the spill.</p> <p>The single use kits contain face mask with eye shield, gloves, apron and a odour absorbing powder to contain the spill. Also a waste disposal bag, scoop and scraper, and sanitizing hand wipe or optional surface disinfectant.</p>	
<b>Bunnings Trade</b>	<p>On a beginning note, on behalf of Bunnings we sincerely hope that both your team, your families and members are safe and well through what is a difficult time.</p> <p>We understand that a reliable supply of product is important to our customers who are supporting their local communities, particularly with emergency repairs and maintenance to keep households and businesses operating.</p> <p>We are continuing to follow government advice and our stores remain open to serve you unless otherwise advised – you can check your local stores trading hours <a href="#">here</a>. Providing a safe environment for our customers and the communities that we operate in will always be our number one priority. We have been taking extra steps to keep our customers and team safe, in line with direction from the government, so our stores might look a little different as we take some additional precautions, including implementing social distancing measures in store.</p>	<p>If you would like to know more about the steps we are taking to protect our customers and team, or if you have an inquiry about an order, you can contact us at <a href="mailto:organisations@bunnings.com.au">organisations@bunnings.com.au</a></p>

# AHA NSW

<p><b>Callington</b></p>	<p><b>TGA Approved Covid-19 Claim Disinfectants &amp; Hand Hygiene Products</b>          Globally approved and used in airlines across the world, Callington's Netbiokem DSAM is a ready to use 2-in-1 high performance disinfectant cleaner for all hard surfaces. It provides broad spectrum disinfection in industrial, institutional, healthcare and hospitality settings. Netbiokem DSAM kills SARS-CoV-2 (COVID-19 virus) in 2 minutes.</p> <p>The product is ideal for disinfecting and cleaning of high touch points within hospitality establishments ranging from bars, to furniture, fixtures, doors, bathrooms and even gaming machines. Netbiokem DSAM is also effective on bacteria (Salmonella, E.coli), fungi and mycobacteria making the product even more suitable for the food hospitality industry.</p> <ul style="list-style-type: none"> <li>• Australian TGA Approved for COVID-19 claim (ARTG No. 336972)</li> <li>• Kills SARS-CoV-2 (COVID-19) virus in 2 minutes</li> <li>• Ready to use 2-in-1 solution, eliminating the need for pre-clean process</li> <li>• Non-flammable and non-toxic formulation</li> <li>• No damage or discolouration to any surface, as per Boeing and Airbus aircraft material compatibility tests</li> <li>• Can be applied by spray, or also with a (ULV) fogging machine for large scale areas</li> <li>• 100% Australian made and owned</li> </ul>	<p><a href="#">Click here</a> to view Netbiokem DSAM being used in pubs and clubs. For further information on our COVID-19 disinfectants and personal hand hygiene solutions for the Hospitality Industry, visit <a href="http://www.callington.com">www.callington.com</a></p> <p><b>Contact:</b> Ivan Zrilic  <b>Email:</b> <a href="mailto:izrilic@callington.com">izrilic@callington.com</a>  <b>Number:</b> 0430 934 367</p>
<p><b>Challenger Services Group</b></p>	<p>Challenger Hospitality are leading strategic outsourcing specialists, delivering commercial cleaning, housekeeping, staffing and facility solutions nationally. Challenger have a large presence within the Australian hotel market across three key service provisions: housekeeping, public area cleaning and food and beverage services. We have operated in the Australian hotel and hospitality market for over 25 years.</p>	<p>For further information, we can provide technical datasheets, SDS and official announcements of its effectiveness against COVID-19. <b>Members can book via:</b>  <b>P:</b> 1300 248 249 (24/7 phone list)  <b>E:</b> <a href="mailto:operations@csgroup.com.au">operations@csgroup.com.au</a>  <b>W:</b> <a href="https://csgroup.com.au/contact/">https://csgroup.com.au/contact/</a></p>

# AHA NSW

	<p><b>Anti-Microbial Treatment– 7 Day Surface Protection</b> In response to the COVID-19 pandemic, Challenger has invested in an advanced antimicrobial treatment which protects surfaces from bacteria and viruses for 7 days or 200 touchpoints. Australia has conducted laboratory testing and this chemical has been proven effective against COVID-19.</p> <p><b>How it works:</b> The treatment provides long-term microbial control with its patented invisible protective film, providing a barrier for 7 days/200 touches that COVID-19 cannot survive on.</p> <p>We are providing this service at many hotels across their common area facilities and all major touch points are treated such as: tables, chairs, desks, light switches, doorknobs, wall fixtures, phones, toilets and basins.</p>	
<b>ClubCo</b>	<p><b>Covid-19 Safety Essentials</b> ClubCo is proud and excited to be the distributor of the Manildra Stay Safe range of sanitisers to the Hospitality Industry. 100% Australian made product with guaranteed, continuous supply at best in market pricing. Ready to ship now. Comes in a variety of sizes, from 500ml up to 20L containers, in both gel and liquid form.</p> <p>Launching in late July is the Stay Safe Sanitisation Station, a 100% touch free sanitiser dispenser with a capacity for up to 10,000 doses, reducing the cost to less than 1 cent per dose. Safe Work Australia compliant, easy to move, can be branded for your business and comes with an introductory offer of 5,000 free doses. Pre-order now to guarantee yours.</p>	<p>ClubCo have now available for safe trading, bar/counter protection screens</p> <p><a href="#">Click Here</a> to view their range</p> <p>Please contact Tony Kingston for more information.</p> <p><b>P:</b> 0411 660135 <b>E:</b> <a href="mailto:tkingston@clubco.com.au">tkingston@clubco.com.au</a> <b>W:</b> <a href="http://www.clubco.com.au/category/covid-19-safety-essentials">www.clubco.com.au/category/covid-19-safety-essentials</a></p>

# AHA NSW

<b>Conceptual</b>	<p><b>Introducing Conceptual</b> - Conceptual consists of three business that provide legal services, commercial advisory &amp; management services, and project management &amp; construction consultancy services. The business consists of a number of skilled and experienced law, finance and engineering employees.</p> <p>Joseph Hanna, Conceptual's Director, has a broad range of skills which he developed from his years in government, infrastructure, engineering, and in the liquor and gaming industry. During Joseph's time in government, he was both the Director of the Department of Premier and Cabinet and served as Deputy Chief of Staff to the Minister for Gaming &amp; Racing. This is where he developed in-depth knowledge of the liquor legislation, legal processes, and gaming legislation in NSW.</p> <p>Conceptual is proud to join such an iconic industry body and we look forward to helping members run, develop, and navigate their businesses through the legal requirements of the liquor and gaming rules and regulations.</p>	Joseph Hanna: 0403 203 319 <a href="mailto:Joseph.Hanna@conceptualcommercial.com">Joseph.Hanna@conceptualcommercial.com</a>
<b>Coopers</b>	<p><b>Customer Support</b> - Coopers is extraordinarily saddened by the devastating impact that COVID-19 is having on our country and in particular our essential and vibrant hospitality industry. As an Australian family business we are committed to supporting our customers to ensure we all get through this difficult period together. As part of our support, we have accepted back unused and capped kegs via the wholesale network, and will continue to work with venues over this time to assist. Our sales team remains fully operational and is available to help and support you, including a range of "We're Open" and socially-distancing signage. We can also help you with the safe shutdown of your beer system and look forward to helping you get ready for re-opening when this is allowed. For those missing their pub experience, we have launched our Coopers Live Loud &amp; Local initiative run through Facebook Live, using our strong brand connections around music, comedy, food and entertainment to bring the pub to the lounge room.</p>	<p><b>Coopers Kegs Available Now</b> - Coopers are very pleased to be back supplying keg beer to our on trade customers. All Coopers kegs are currently available throughout NSW and ACT with strong stock levels. Current or new customers, please contact your Coopers Premium Beverages Area Manager for orders or call 1300 555166. Includes all Coopers kegs - Original Pale Ale, Sparkling Ale, Session Ale, XPA, Mild Ale, Dark Ale, Best Extra Stout, and Coopers Dry, Premium Lager and Premium Light kegs. Also available are Sapporo, Carlsberg, Kronenbourg and Thatchers cider kegs.</p> <p><a href="http://www.cooperslocal.com.au">www.cooperslocal.com.au</a></p>

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<p><b>Commonwealth Bank Australia</b></p>	<p>The Commonwealth Bank has produced a financial support guide to help customers understand the support options available to help them through this unprecedented current public health crisis. You can find the guide on our dedicated support page <a href="#">HERE</a>.</p> <p>As new measures are introduced, we are updating the guide to make it easy for all Australians to find out what options are available.</p>	<p>The Commonwealth Bank is committed to helping impacted individuals and businesses through this difficult time.</p>
<p><b>Dentons</b></p>	<p>As one of the world's largest law firms, Dentons has established a dedicated <a href="#">COVID-19 hub</a> as a source of information.</p> <p>We have assembled subject matter specialists and resources from around the world to be able to provide advice across a wide range of issues, including:</p> <ul style="list-style-type: none"> <li>• Dentons Employment Tracker looking at employment considerations globally: Including employer protection responsibilities, data privacy, flexible working policies, remuneration, response to diagnosis, shutdowns, employment term adjustments, employment claims, immigration and related matters</li> <li>• Supply chain interruption and delivery delays</li> <li>• Government and local regulations and their implications</li> <li>• Commercial contracts and insurance-related questions, including force majeure, material adverse change, cancellation and related inquiries</li> <li>• Restructuring and insolvency including distressed acquisitions of assets or an entire business line</li> <li>• Securities regulation and disclosure requirements</li> <li>• Development and/or refinement of business continuity plans.</li> </ul>	

# AHA NSW

<b>Edupi Migration</b>	<p>It is apparent that there is little support offered for Temporary Visa Holders in the Job Keeper package.</p> <p>There is now clarity as to how the Department will treat existing 457/482 visa holders moving forward and we have prepared a <a href="#">COVID 19 Migration Guide</a> for sponsors to help understand your obligations in managing your overseas workers.</p>	<p>If you have any queries please contact Justin Browne, CEO, Edupi Migration via <a href="mailto:justin@edupi.com.au">justin@edupi.com.au</a></p> <p>We are happy to take any calls from sponsors whether you are a client or not.</p>
<b>Empire Hospitality</b>	<p>Empire Hospitality are a national provider of cleaning services where we are actively providing Bio-clean services for disinfecting.</p> <p>We have established Infection Control Procedures and have a dedicated WHS manager that oversees the communication and training, and importantly the safety of our team. This allows Empire Hospitality to be ready at short notice to respond to specialist cleaning services. Our teams will carry out the cleaning by using a Fogger; a machine that used a fine spray to apply a chemical solution for sanitizing and disinfecting.</p> <p>The chemicals used are as per the TGA and approved for use in the Bio-Cleaning processes. All chemicals have a current Safety Data Sheet. Our teams have been trained in accordance with Bio-clean requirements.</p> <p>Should you require any Bio-cleans please do not hesitate to contact Kevin Lucas</p> <p><b>M</b>   0450 251 624 <b>E</b>   <a href="mailto:Kevin@empirehospitality.com.au">Kevin@empirehospitality.com.au</a></p>	

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<p><b>Founders First</b></p>	<p><b>Locally Made Hand &amp; Surface Sanitiser</b></p> <p><b>PRODUCTS:</b> Liquid sanitiser for hands and surfaces  <b>WEBSITE:</b> Click <a href="#">here</a>  <b>MANUFACTURED:</b> Newcastle, Australia  <b>SIZES &amp; PRICING:</b> Click <a href="#">here</a>  <b>MOQ:</b> N/A  <b>PAYMENT TERMS:</b> COD  <b>HOW TO ORDER:</b> by emailing <a href="mailto:sanitiser@foundersfirst.com.au">sanitiser@foundersfirst.com.au</a></p>	<p><b>FREIGHT COST:</b> Free for AHA NSW Members  <b>SPECIAL OFFER:</b> 15% discount if you mention “<b>introduced by AHA NSW</b>”  <b>SPECS:</b> <a href="#">Click here</a>  <b>CONTACT:</b> Sandra North  <b>PHONE:</b> 0438 314 040  <b>EMAIL:</b> <a href="mailto:sandra@momentumfw.com.au">sandra@momentumfw.com.au</a></p>
<p><b>Gallagher</b></p>	<p>Gallagher is an international insurance brokerage, risk management and consulting firm.</p> <p>All our brokers and advisors are available to assist Pub owners navigate through this very difficult period; whether this be advice on <b>Premium Funding payment deferral</b>, ensuring the right covers remain in place, or just that ear to listen to.</p>	<p>Call or email your local broker directly or call the office on 4979 3333 or email <a href="mailto:newcastle@ajg.com.au">newcastle@ajg.com.au</a></p>
<p><b>Grub Lab</b></p>	<p>If you are looking for innovative content to keep engaged with your customers during this period of business disruption, then we may have an answer.</p> <p>We have a full set of kids colouring in, featuring 24 characters, which is provided FREE of charge that you can push out through your social media channels over the coming months. The characters would be downloaded from your site, coloured in and brought to life in the Grub Lab App, which will have the kids entertained for hours.</p> <p>We would love to take you through how you can leverage this program during lock down, engaging with families to come back into venue through our AR Heroes program and other Grub Lab tools.</p>	<p>Follow this link <a href="https://grublab.io/">https://grublab.io/</a> to register your details or call 0407 723 686 and we'll get you started on this program.</p> <p>The Village Co. partnering with PFD Foods.</p>

# AHA NSW

<p><b>H&amp;L Australia</b></p>	<p><b>BookBook</b> At H&amp;L, we have been working on new features to help hospitality and F&amp;B owners get ready to reopen their venues.</p> <p>As venues are still restricted to a certain number of patrons, H&amp;L's <a href="#">BookBook</a> coordinates all your bookings through an intuitive online table reservation technology.</p> <p>This feature includes a changeable floorplan that will help you respect the social distancing rules, and will improve your availability control by making a table available at the moment your guests finish up, maximising your capacity sustainably.</p> <p>For more information, do not hesitate to contact us at <a href="mailto:sales@hlpos.com">sales@hlpos.com</a>.</p>	<p><b>BookBook</b> At H&amp;L, we have been working on new features to help hospitality and F&amp;B owners get ready to reopen their venues.</p> <p>As venues are still restricted to a certain number of patrons, H&amp;L's <a href="#">BookBook</a> coordinates all your bookings through an intuitive online table reservation technology.</p> <p>This feature includes a changeable floorplan that will help you respect the social distancing rules, and will improve your availability control by making a table available at the moment your guests finish up, maximising your capacity sustainably.</p> <p>For more information, do not hesitate to contact us at <a href="mailto:sales@hlpos.com">sales@hlpos.com</a>.</p>
<p><b>Henry William Lawyers</b></p>	<p>For the next 30 days we are here for a complimentary 30 minute consultation for all AHA members.</p> <p>If a legal issue is worrying you, or you would like preliminary legal guidance, we have experts who can help in the following areas: Insolvency, Property, Employment, IR &amp; HR Contracts, Commercial Real Estate, Commercial and Retail Leasing, Work Health and Safety, Superannuation, Litigation, Dispute Resolution.</p>	<p>Please email Kate Rowland with your name, number and area of concern and we will arrange a time to discuss with you. <a href="mailto:kate.Rowland@henrywilliam.com.au">kate.Rowland@henrywilliam.com.au</a></p>
<p><b>Hotel Accountants</b></p>	<p><b>Dial a Fighter – We are there for you when it counts! (APRIL update)</b></p> <p>1. We will take your call from 7.00am to 7.00pm – 7-days a week to answer any questions you need in order to survive the COVID-19 Crisis – A client or Non-Client.</p>	<p><b>Dial a Fighter – We are there for you when it counts! (MAY update)</b></p> <p>1. To help City and Country Hotels we will offer non-clients a free 30-minute consultation. You simply need to call 02)</p>

# AHA NSW

	<p>2. You need to have updated 2019 financial statements, 2019 taxation returns, and March &amp; June BAS Returns in order to receive the Federal Government Stimulus payments;</p> <p>3. Have you registered for JobKeeper for you and your staff? Did you know it also is available for Sole Traders, Partners of a Partnership, and even Beneficiaries of a Trust (provided you meet the criteria). Do you know if you qualify?</p> <p>Has your Accountant registered all of your eligible entities? Having Lessee or Lessor issues?</p> <p>4. As a proven performer from the economic crisis 1982 recession, pre poker machines, Dot Com bubble burst, Asian financial crisis, 2008 Great Recession, and the current COVID-19 crisis. Specialist Accounting Advice is essential in order for you to survive. You need practical advice in order to 'think outside the square', re-think your Hotel business model, and have sound advice in order to have the ability to adapt to change;</p> <p>5. To help City and Country Hotels <b>we will offer non-clients a free 30-minute consultation</b>. You simply need to call (02) 9279 4884 and book your appointment with John Morrison.</p>	<p>9279 4884 and book your appointment with Principal John Morrison (B.Comm CPA CTP).</p> <ol style="list-style-type: none"> <li>2. We will take your call from 7.00am to 7.00pm – 7-days a week to answer any questions you need in</li> <li>3. As a proven performer from the economic crisis 1982 recession, pre poker machines, Dot Com bubble burst, Asian financial crisis, 2008 Great Recession, and the current COVID-19 crisis. Specialist Accounting Advice is essential in order for you to survive. You need practical advice in order to 'think outside the square' (as there is no square!), re-think your Hotel business model, and have sound advice in order to have the ability to adapt to change</li> <li>4. You need to have updated 2019 financial statements, 2019 taxation returns, and March &amp; June BAS Returns in order to receive the Federal Government Stimulus payments;</li> <li>5. Having Lessee or Lessor issues?</li> </ol> <p><b>Additional Support/Further Contact Details:</b>  <b>Phone:</b> 02 9279 4884  <b>Email:</b> <a href="mailto:john@hotelaccountants.com.au">john@hotelaccountants.com.au</a>  <b>Website:</b> <a href="http://www.hotelaccountants.com.au">www.hotelaccountants.com.au</a></p>
<p><b>HY.GIENE Australia</b></p>	<p><b>Working together, HY.GIENE Australia are here to assist with your hygiene program post Covid-19</b> - Our technical support team have carefully researched and identified the situation at hand and in conjunction with extracts from Australian Health, have produced an article for hospitality Reopening Post COVID-19. We've launched a key starter pack of products, for disinfecting and sanitising all surfaces throughout your site.</p>	<p>For further information, including all compliance of product information, SDS and application, please get in contact:</p> <p><b>Call Centre:</b> 1800 616 930  <b>Email Enquiry:</b> <a href="mailto:sales@hygieneaustralia.com.au">sales@hygieneaustralia.com.au</a>  <b>Web:</b> <a href="http://www.hygieneaustralia.com.au">www.hygieneaustralia.com.au</a></p>

# AHA NSW

	<p><b>Hygiene and cleaning initiatives</b> - Working together, HY.GIENE Australia are here to assist with your hygiene program and post Covid-19 deep cleaning initiatives</p> <p>Our technical support team have carefully researched and identified the situation at hand and have produced a Workplace wall chart covering cleaning all touch points in hospitality Post COVID-19 reopening. View our deep clean starter pack, provides disinfecting and sanitising products to clean all surfaces throughout your property.</p>	<p>We're here and ready to help you</p> <p><a href="#">Click Here</a> to view a COVID Safe Recovery Guide Workplace touch point sanitising clean chart</p>
<p><b>Hygiene Machine</b></p>	<p><b>Keep Your People Safe with Hygiene Machine</b> Hygiene Machine is a proudly owned Australian business keeping the community safe and reducing viral transmission with high-quality, Australian-made Scott's Hand Sanitiser. With our manufacturing and distribution centres based in Sydney, we can easily provide for all businesses right across the whole of NSW. We have a variety of quantities available (500ml, 1L and 5L) to meet every one of your business' requirements.</p> <p><b>High-Quality, Australian-made hand sanitiser</b> Hygiene Machine is an Australian owned business distributing high-quality, Australian-made hand sanitiser. For a limited time, we are offering special discounted prices on our range of hand sanitizers:</p> <p>50ml: \$1.50 + GST per unit (48 per carton) 500ml: \$6.70 + GST per unit (8 per carton) 1L: \$11.90 + GST per unit (12 per carton) 5L: \$39.80 + GST per unit (2 per carton)</p> <p>In addition to these special prices, if you purchase over \$500 + GST in sanitiser products, we will give you a further 10% off!</p>	<p>We would love you to take advantage of these offers so please feel free to get in touch with us on 1300 302 499 and we will be happy to assist!</p> <p>Please contact Ronnie Lewis (Mobile: 0412 444 211) <b>Email:</b> <a href="mailto:ronnie@hygienemachine.com.au">ronnie@hygienemachine.com.au</a></p> <p>or</p> <p>Susanna Fredericks-Lee (Mobile: 0449 961 708) <b>Email:</b> <a href="mailto:susanna@hygienemachine.com.au">susanna@hygienemachine.com.au</a> to discuss your needs or for any enquiries you may have.</p>

# AHA NSW

<p><b>HTL Capital</b></p>	<p><b>Obligation free consultation</b> Venue re-openings across the country are an encouraging sign for the industry, but also signal the impending cessation of short term liquidity solutions, loan repayment deferrals and the waiver of financial covenants.</p> <p>HTL Capital is providing complimentary consultations to assist members navigate:</p> <ul style="list-style-type: none"> <li>• The recommencement of trade and working capital solutions</li> <li>• The integration of deferred repayments into the existing funding structure</li> <li>• Renegotiation of facilities</li> <li>• Any other finance related matters - including all capital solutions</li> </ul>	<p><b>Rick Woelms</b> National Director   HTL Capital M +61 420 908 967 A Level 3, 319 George Street, Sydney NSW 2000 Email: <a href="mailto:rick.woelms@htlcapital.com.au">rick.woelms@htlcapital.com.au</a></p> <p><b>Kimberley Cramp</b> Account Director   HTL Capital M +61 449 026 242 A Level 3, 319 George Street, Sydney NSW 2000 Email: <a href="mailto:kimberley.cramp@htlcapital.com.au">kimberley.cramp@htlcapital.com.au</a></p>
<p><b>ICU Security Cameras</b></p>	<p><b>PROTECT YOUR ASSETS TODAY!</b> ICU is still working without any government restrictions at this present moment - protecting the assets of our customers, as we have done for almost 20 years.</p> <p>ICU can service ANY existing equipment and we have payment plans available.</p> <p>David Baker: 0404 021 551</p> <p><b>Have you relocated any gaming machines in your venue?</b> ICU Security Cameras can assist in relocating any existing CCTV equipment to ensure the best coverage of all gaming machines.</p> <p>See the difference with ICU.</p> <p>David Baker M: 0404 021 551 W: <a href="http://www.icucameras.com.au">www.icucameras.com.au</a></p>	<p><b>Be ready to reopen with ICU</b> ICU Security Cameras is in full operation offering the following services across NSW:</p> <ul style="list-style-type: none"> <li>• PEOPLE COUNTING - to control numbers in venues.</li> <li>• THERMAL TEMPERATURE READING upon entry to venue known as 'FEVER SCREAMING'</li> <li>• SALES, INSTALLATION &amp; SERVICE TO ALL CCTV MATERIALS.</li> </ul> <p>ICU can now bundle all the above into one software package without any ongoing annual licence fees.</p> <p>See the difference with ICU! Call 1300 135 253 or email <a href="mailto:info@icucameras.com.au">info@icucameras.com.au</a></p>

# AHA NSW

<p><b>JLL Hotels &amp; Hospitality</b></p>	<p>To all of our past, present and future clients, we would like to give our best wishes and more importantly good health in these unprecedented times.</p> <p>We understand that difficult decisions have been made by all and we are in constant dialogue nationally with industry stakeholders digesting the way forward.</p> <p>If you have any questions, would like to draw upon the national operator feedback received or wish to discuss options and strategies for the next 12 month period, we are available to assist. Planning has commenced with clients at all levels to remain ahead of the curve.</p> <p>Through the market paralysis of the GFC, introduction of smoking bans and the Wilkie legislation era, JLL continued to generate solutions for clients discreetly, with singular experience trading in difficult environments.</p> <p>Whilst the full extent of the COVID-19 impact is unknown, we can take some comfort in knowing that the market has recovered strongly after previous global shocks. This is something we face together as an industry and we are here to support you.</p>	<p>We look forward to speaking with you in whatever capacity may be of most value to you and are available at any time to do so.</p> <p>Contact National Director, John Musca on 0424 257 004 or <a href="mailto:john.musca@ap.jll.com">john.musca@ap.jll.com</a></p>
<p><b>Key Workplace Solutions</b></p>	<p>Key Workplace Solutions are Workers Compensation and Work Health and Safety specialists.</p> <p>They can guide you through your obligations as an employer with active workers compensation claims and advocate your circumstances with relevant parties ensuring the best possible outcomes for you as an organisation through potential premium stabilisation or if at all possible, reduction.</p> <p>In the workplace, risk reduction is important to imbed as a 'best practice'. We believe that this can be achieved via the following WH&amp;S offerings:</p>	<p><b>Workers Compensation and WH&amp;S specialists</b></p> <p>Key Workplace Solutions Pty Ltd are specialists in relation to Workers Compensation and Work Health and Safety as well as a proud Associate Member of the AHA NSW and, you as the members. The expert management of Workers Compensation and Work Health and Safety are areas that can often be overlooked as a generalist area, however this can be a costly and at times, a perilous journey for businesses if underestimated.</p>

# AHA NSW

	<ul style="list-style-type: none"> <li>• Mapping the current state of your workplace or individual area of risk</li> <li>• Gap analysis</li> <li>• Workplace inspections and walkthroughs</li> <li>• Guidance on obligations as an employer</li> <li>• Review of policies and procedures inclusive of operating guidelines for machinery.</li> </ul>	<p>We are able to guide you through your obligations as an employer with active workers compensation claims and advocate your circumstances with relevant parties ensuring the best possible outcomes for you as an organisation through potential premium stabilisation or if at all possible, reduction.</p> <p>In the workplace, risk reduction is important to imbed as a 'best practice'. We believe that this can be achieved by providing assistance in all aspects of your Work Health &amp; Safety Management System, particularly in relation to COVID-19.</p> <p>Please reach out to Simone Moran on <a href="mailto:simone@keyws.com.au">simone@keyws.com.au</a> or visit <a href="http://www.keyws.com.au">www.keyws.com.au</a></p>
<p><b>Metro Solutions</b></p>	<p>We understand this is an extremely difficult time for both your business and your people, and we are here to help with HR and Payroll needs relating to COVID-19.</p> <p>We can assist with general leave provisions, letters to employees, communication plans, stand downs, redundancy, terminations, supporting staff and workforce planning. Metro Solutions can also support you with identifying any business HR risks and gaps, implementation of Work, Health and Safety systems including Contractor Statements and Safe Work Procedures.</p> <p>We can review and ensure your Employee Handbooks, Policies and Procedures, Employee Contracts and Job Descriptions are up to date to reflect current and relevant legislations.</p> <p>If you need any support from Metro Solutions, please contact us on 9648 5868 or <a href="mailto:hr@metrosolutions.com.au">hr@metrosolutions.com.au</a></p>	<p><b>Assistance with Recruitment, HR, Payroll and Bookkeeping</b></p> <p>Metro Solutions deliver complete, end-to-end recruitment, HR, payroll and bookkeeping solutions. We are in this business because we genuinely care about people and our team are experts at what they do. We offer both temporary and permanent recruitment solutions, from junior staff to senior management, depending on your needs. We have a dedicated Accounts Team to assist you with your Payroll and Bookkeeping requirements. Metro Solutions can also support you with identifying any business HR risks and gaps, implementation of Work, Health and Safety systems, general leave provisions, communication plans, supporting your staff and workforce planning.</p> <p>We can review and ensure your Employee Handbooks, Policies and Procedures, Employee Contracts and Job Descriptions are up to date to reflect current and relevant legislation.</p>

# AHA NSW

## Next Payments

**Next Payments Suspending and Fees:** Next Payments is committed to assisting our customers during the COVID-19 pandemic, especially the Pub, Club and Hotel sector. We understand that it's far from 'business as usual' so we have moved quickly and proactively to offer relief to our clients.

This includes immediate suspension and/or deferral of any fees or payments for the duration of the forced government closures. Our Help Desk team is also working to assist with any queries clients may have.

Moreover, we are happy to work with individual clients and try to develop a custom solution that provides relief or support during this unprecedented time.

If you would like to discuss a solution for your business, please call your sales representative or 1300 659 918 today.

Many have had questions about cash and COVID-19. To this end, we have prepared a **Frequently Asked Questions** document (click [HERE](#) to download) to answer your questions. But rest assured, The World Health Organisation has confirmed that cash including coins is safe to use – there is no evidence that either coins or cash spread COVID-19.

We look forward to resuming business as usual when it is safe to do so. In the meantime, our thoughts are with our Pub, Club and Hotel friends during this tough time. We are all in this together.

**Email:** [info@nextpayments.com.au](mailto:info@nextpayments.com.au)

### **Important message on re-opening with cash**

We all know cash is essential, especially in pubs and clubs. It's safe, reliable, efficient and surcharge free. When eftpos terminals go down, cash is always there.

### **Cash in venue?**

As we all know, cash is integral on the gaming floor so it's important to ensure that when your venue reopens your staff and patrons are comfortable handling notes and coins, and don't have reservations about the spread of COVID-19 via cash.

The Royal Australian Mint, The World Health Organisation and medical experts and scientists have confirmed that cash is safe and does not spread COVID-19.

To support and reassure your staff and patrons that it is safe to use cash at your venue:

- Give your staff, members and patrons the facts and ensure that they are confident that you are taking precautions to ensure their wellbeing. Read our Frequently Asked Questions [here](#).
- Clean your ATM and gaming machines regularly along with any other high touch surfaces. [Click here](#) to watch a short video on how to clean your Next Payments units.
- Display a sign on your ATMs letting patrons know it is being cleaned – [click here](#) for a printer friendly sign.
- Display a form on or next to your ATM so patrons are informed that your ATM is being cleaned regularly – [click here](#) for a printer friendly sign.

If there is anything else we can do to help, please contact us: [info@nextpayments.com.au](mailto:info@nextpayments.com.au).

**Having the right information out there is good for our industry!**

# AHA NSW

When you reopen, ensure that cash is readily available and accepted in your venue and that you have plenty of cash for your ATMs, CRTs and other cash terminals as we expect a surge in demand.

There is no medical or scientific evidence that cash spreads COVID-19. The Royal Australian Mint, The World Health Organisation and many medical experts and scientists have confirmed that cash is safe to use and handle. The best prevention against COVID-19 is good personal hygiene.

We're here to help, so please browse our free resources below to ensure you have the correct information and, as always, if you have any questions please contact us: T. 1300 659 918 or E. [info@nextpayments.com.au](mailto:info@nextpayments.com.au)

#### Videos on Cash Tips and Proper Equipment Cleaning:

- Our top tips on safe cash handling video: [HERE](#)
- Our video on safely cleaning your cash handling equipment: [HERE](#)

#### Cash is Safe Posters for Use in Your Venue:

- ATM is clean and cash is safe poster for your ATM or CRT: [HERE](#)
- Cash out unit cleaning schedule poster for your ATM or CRT: [HERE](#)

#### Further Facts on Cash and COVID-19:

- Read Next Payments FAQs on Cash and COVID-19 to educate your team: [HERE](#)
- Our survey results on Cash and COVID-19: [HERE](#)

As you know cash is an integral part of our industry and an important payment type for consumers and publicans alike because it's free to pay with and accept, efficient and reliable.

Banks and global companies like VISA and Mastercard profit significantly from increases in card transactions during COVID-19. VISA and Mastercard in particular have been feeding the media *fake news* about cash being unsafe and spreading COVID-19 as a fearmongering tactic to boost their profits.

This is simply not true or ethical. The World Health Organisation, medical experts, the Royal Australian Mint many reserve and central banks internationally have debunked this.

We are trying to understand Australian's true thoughts on cash and would appreciate you taking the time so take a quick survey so we can better understand everyday Australian's true thoughts and counter some of the *fake news* out there.

**Survey Link:** <https://s.surveyplanet.com/k09mfgdm1>

#### Servicing our clients today and in the future

Next Payments has continued to work around the clock during COVID-19 and did not stand down any employees to ensure that we could continue to service our clients needs today and in the future with new product developments. The [link HERE](#) highlights some of our work during the past months to support our clients and industry more broadly. Pausing payments on equipment was just the beginning.

If you have any questions about any of this information or our products, please get in touch today: [info@nextpayments.com.au](mailto:info@nextpayments.com.au) or call 1300 659 918

# AHA NSW

## Nightlife

### **We're almost there!**

As Australia plans to re-open for business, Nightlife wants to make music and vision one less thing for you to worry about.

Stay tuned as we reach out to all of our loyal clients with updates on how to get your music going, your messages updated and your customers entertained.

Rest assured, we will work with you to help you get back on your feet. We went into this together and we will come out the same way.

For those of you who are new to Nightlife and would like to learn more, our lines are open 24/7 on 1800 679 748.

More: [nightlife.com.au](http://nightlife.com.au)

### **Raise the bar on your entertainment**

Like the music, our development team doesn't stop. We've been busy amping up our services ready to help venues deliver patrons the good times that they have been waiting for. Our priority is to support our clients through their rebuild and help them to make the most of the fresh features available in our app, all of which are complimentary with their existing service.

New features include the ability to push play our curated DJ Sets. A handy alternative to live entertainment, these sets will play like a DJ would for a specific period of time. Managers can also use the app to boost spirits by taking song requests or even start the set with a tune that's always a crowd-pleaser. Either way, the atmosphere is never compromised.

Screens haven't been forgotten in our latest releases. COVID compliant digital signage is ready for display and thanks to our partnerships with both the NRL and AFL SPORTS\_TV weekly updates are winning over fans with the very best moments in footy.

**Entertainment Partner Update** Whilst many of our valued customers aren't quite 'Dancing on the Ceiling' just yet, many are on the road back from CV-19. To help, we have released a suite of fresh entertainment tools to make music and vision one less thing to worry about.

**Put your screens to work:** Our digital signage library now includes COVID compliant messaging. Put your customer's minds at ease. Find these key messages in the 'Manage My Nightlife web app', under 'Advertising Library'.

If you are a large group and would like to roll these out across your screen network, please let us know, we can easily help.

# AHA NSW

## NSW Colour TV CO

### Venue screen support

On behalf of NSW Colour TV Co we understand how tough things are from the impact of COVID-19. Our company is committed to supporting the AHA members and if we can be of assistance in any way we would like to invite you to contact us for any visual problems that may occur as the screens have not been in use for some time.

We would only charge a discounted rate due to the current circumstances. We wish everyone to stay safe and be back in operation sooner rather than later.

### Demo Commercial Screen Offer

NSW Colour TV Co has had business impacted by COVID-19 and realise the hardships all our publican friends have been through as we deal with hotels, clubs and TAB agencies.

We have a large amount of demo commercial screens which are in brand new condition and have never been used. We would like to offer these LED, TABCORP approved screens to AHA NSW members; LG 28" @ \$275.00 inc GST, normal price @ \$479.00 inc GST, LG 32" @ \$320.00 inc GST, normal price @ \$620.00 inc GST LG 55" @ \$550.00 inc GST, normal price @ \$1,200.00 inc GST.

All of these screens come with 12 months warranty. We also have in stock brand new NEC 98" Commercial LED screens @ \$15,000.00 inc GST with 3 years warranty. Our company also supplies video walls at highly competitive prices and super large LED screens.

**Danny Grant** – 0417 023 335  
**Australian Colour TV Co** – 02 4957 8355  
**Email:** [danny@australiancolourtv.com.au](mailto:danny@australiancolourtv.com.au)  
**Website:** [www.australiancolourtv.com.au](http://www.australiancolourtv.com.au)

# AHA NSW

<p><b>PKF Sydney and Newcastle</b></p>	<p>Are you financing the payment of payroll and employee entitlements to survive this current cash crisis? With the JobKeeper payment received in arrears, business owners can be under pressure to find the funds for employee wages.</p> <p>The statutory priority under section 560 of the Corporations Act is a useful tool for both lenders and borrowers, especially right now. Using section 560 is a quick, easy and relatively cheap way of getting priority for advances to pay employees.</p> <p>At PKF, our business recovery experts are experienced and licenced to advise and help businesses in distress to give them the best chance of survival and an eventual revival.</p> <p><b>Contact Details</b>  <a href="mailto:covid19@pkf.com.au">covid19@pkf.com.au</a></p> <p><b>Web</b> <a href="https://pkf.com.au/blog/2020/jobkeeper-payments-financing-the-gap-between-now-and-the-cash-splash/">https://pkf.com.au/blog/2020/jobkeeper-payments-financing-the-gap-between-now-and-the-cash-splash/</a></p>	<p><b>PKF HELPS OUT HOSPO</b></p> <p><b>HelpOutHospo</b>, a new financial emergency relief program has been created to support struggling hospitality workers. Local accounting and business advisory firm PKF, is one of its key sponsors and supporters.</p> <p>HelpOutHospo and PKF are giving you the opportunity to support hospitality workers and be in with a chance of winning a virtual masterclass with famous chef, Matt Moran by downloading one of HelpOutHospo's online cooking classes for as little as \$10.</p> <p>To take part:</p> <ol style="list-style-type: none"> <li>1. Visit <a href="http://www.helpouthospo.com.au/swanky">www.helpouthospo.com.au/swanky</a></li> <li>2. Purchase any cooking video course</li> <li>3. Prepare one of the dishes at home</li> <li>4. Take a picture of your creation (good or bad) and share it on either Facebook or Instagram using both hashtags #cookwithmatt #helpouthospo</li> </ol> <p>The winner will be announced on Friday, 5th June.</p> <p>For more information contact Sarah Scott – PKF Head of Business Development and Marketing on 02 4935 6176 or at <a href="mailto:sscott@pkf.com.au">sscott@pkf.com.au</a>.</p>
<p><b>Progress Services Group</b></p>	<p>Progress Services Group are on hand to assist your organisation by effectively offering additional sanitizing, housekeeping and cleaning services outside of your regular contract cleaning services. We would like to offer the opportunity to assist your organisation by being prepared prior to re-opening. Our services will reflect that your organisation is creating a proactive health and safety measure to ensure the best and safest possible environment for your employees and the general public when the green light is given to re-open.</p>	<p>Please do not hesitate to reach where we are happy to provide a free quotation and advice.</p> <p><b>T</b> (02) 8026 0420  <b>E</b> <a href="mailto:george@progressfm.com.au">george@progressfm.com.au</a>  <b>W</b> <a href="http://www.progressfm.com.au">www.progressfm.com.au</a></p>

# AHA NSW

	<p><b>Our services include:</b></p> <ul style="list-style-type: none"> <li>• Ensuring the thorough cleanliness of all facilities where staff, residents and public are gathered.</li> <li>• Be proactive and efficient ensuring all facilities are cleaned thoroughly.</li> <li>• Utilize cleaning and hygiene products and the appropriate equipment to minimise exposure to COVID-19</li> <li>• Dispose of all rubbish efficiently and effectively</li> <li>• If requested, implement sensitisation equipment into any or all of your facilities, common areas, guest rooms etc.</li> <li>• Follow and comply with all your Departmental policies and procedures.</li> </ul>	
<p><b>Reward Hospitality</b></p>	<p><b>Your Pandemic &amp; Post Pandemic Partner.</b> Reward Hospitality is your one-stop cleaning and sanitisation supplier. We understand the duty-of-care you have to your customers &amp; staff and have the capability to help you fulfil your obligations and ensure everyone feels safe returning to your business post-pandemic. We are your trusted advisors within the cleaning and hygiene sector and have the following key strengths to ensure all your requirements are met:</p> <ul style="list-style-type: none"> <li>• Dedicated Safety Experts</li> <li>• Extensive Product Range</li> <li>• Large Inventory Depth</li> <li>• Seamless Online Ordering</li> <li>• Global Sourcing Network</li> <li>• National Coverage at a local level.</li> </ul> <p>Specialising in cleaning chemicals, janitorial, washroom &amp; hand hygiene, sanitisation and personal protective equipment, we have the best price, service and capability to ensure you are prepared and ready for business post-pandemic. Contact us today on 1800 473 927 or visit <a href="http://www.rewardhospitality.com.au">www.rewardhospitality.com.au</a> to arrange a post-pandemic advisory consultation</p>	<p><b>Contact Free Ordering</b></p> <p>We understand the current restrictions placed on hospitality venues can be tricky to navigate. These restrictions mean that you may not want us to visit you as normal which is completely understandable, we'd prefer you to have paying guests in your venue too!</p> <p>To ensure you are still receiving your goods and have access to all the products you need, why not start ordering via our website? It's the same great level of service in a contact-free &amp; safe way. Get started today by registering online.</p> <p>Visit <a href="http://www.rewardhospitality.com.au">www.rewardhospitality.com.au</a> or call 1800 472 927 to get set up for contact-free ordering today.</p>

# AHA NSW

<p><b>Sign In</b></p>	<p><b>New Touchless Guest Register for Covid-19 Tracing</b>          Get ahead of the game with this innovative digital guest register. As venues re-open, NSW Government regulations require visitor details to be recorded. 'Sign In' is a simple to use app providing hotels with an optional alternative to pen and paper sign-in which can save them time and money while adhering to government COVID regulations.</p> <p>All that is required is guests' name and phone number - so privacy is assured. There is no GPS tracking and information is deleted after 28 days.</p> <p>As businesses get back on their feet it was critical to make 'Sign In' affordable - at just \$2.50 per week per venue. Guests will feel safer and more confident when venues are COVID safe, while the powerful search capability allows for fast contact tracing.</p>	<p>'Sign In' is 100% Australian owned and developed - and all information is stored in secure Australian servers. For more information about 'Sign In', visit: <a href="http://www.signin.com.au">www.signin.com.au</a></p> <p><b>Contact:</b> Chris Hatcher  <b>Phone:</b> 0417 220 326  <b>Email:</b> <a href="mailto:Chris@securecy.com.au">Chris@securecy.com.au</a></p>
<p><b>SNEEZEPROTECTOR</b></p>	<p><b>SNEEZEPROTECTOR Sneeze Guards help Pubs &amp; Clubs protect their patrons and staff from the risk of COVID-19.</b></p> <p>Our screens are made from shatter-proof polycarbonate as opposed to inferior acrylic or plexiglass which can crack becoming dangerous. No drilling-easy DIY installation.</p> <p><a href="https://www.sneeze protector.com.au/pubs-clubs-hotels/">https://www.sneeze protector.com.au/pubs-clubs-hotels/</a></p> <p>We are proudly Australian owned and distribute nationally.</p>	
<p><b>Star Compliance</b></p>	<p>Star Compliance delivers intuitive mobile compliance solutions to meet your business needs. Incident management and reporting, task checklists and online training at your fingertips, anywhere anytime. Built by industry leaders for industry leaders. We want to support your through the COVID-19 crisis with <b>free subscription for 6 months. #helpouthospo.</b></p>	<p>Reach out to <a href="mailto:info@starcomply.com.au">info@starcomply.com.au</a> for more info</p>

# AHA NSW

<p><b>Sun Security &amp; Cleaning Corp</b></p>	<p>Sun Security &amp; Cleaning Corp remain fully operational with a surplus of experienced security guards and cleaners ready to assist in whatever capacity required.</p> <p><b>Discounted rates</b> to assist all members during this difficult time.</p>	<p>Contact Andrew Freeman directly on 0406 424 389  <a href="http://www.sunsecurity.com.au">http://www.sunsecurity.com.au</a> or email  <a href="mailto:info@sunsecurity.com.au">info@sunsecurity.com.au</a></p>
<p><b>TAFE NSW</b></p>	<p>In response to the COVID-19 pandemic, TAFE NSW, in conjunction with the NSW Government, is offering a number of fully subsidised short courses that can be completed in just days or weeks, offering practical skills and experiences across a range of industries. Programs include business, computer and digital marketing and can be accessed <a href="#">here</a>. <b>Safe study in Term 2</b> - From 27 April, TAFE NSW will progressively recommence delivery to students through a combination of connected, blended, remote, distance, or modified face-to-face learning. Connected learning is now more widely available to support the current need for social distancing. This is where students learn with a teacher and other students at the same time via web conferencing technology as part of a virtual classroom. Practical and interactive activities are part of connected learning.</p> <p>However, modified face-to-face training will continue when it is needed, with practical exercises adjusted for social distancing and hygiene practices. All modified face-to-face delivery is subject to an approved plan that ensures all health and safety impacts have been identified, assessed, and mitigated.</p> <p>No matter how training is delivered, TAFE NSW has state-wide guidelines, and risk management practices in place to ensure the safety and wellbeing of all staff and students. These guidelines allow teaching teams to respond directly to their students, taking into consideration a range of factors including the size, space and availability of learning facilities, student numbers and needs of students. As a result you may receive advice about how classes will run in Term 2 which may differ from campus to campus.</p>	<p><b>TAFE NSW remains open, and services will continue</b>  TAFE NSW remains open, and we will continue to provide counselling and disability services, Aboriginal and International student support, childcare centres and student associations, alongside training and education.</p> <p><b>Keeping you informed</b>  We are committed to keeping you updated, and we'll share information about what these changes, including details about Semester 2 programs, as it is available. If you would like to discuss these changes, please reach out using the contact details in my signature below. In the meantime, please look after yourself and stay safe.</p> <p>Regards, <b>Janet Hanlan Industry Relationship Lead – Tourism and Experience Services</b>  <b>M</b> +61 448 314 562 <b>E</b> <a href="mailto:janet.hanlan1@tafensw.edu.au">janet.hanlan1@tafensw.edu.au</a></p>

# AHA NSW

<p><b>Taylors Wines</b></p>	<p>Measures to control the spread of COVID-19 have seen many loved restaurants pubs and venues close their doors. The impact on these local businesses and their staff has been massive.</p> <p>That's why Taylors Wines is partnering with Support Local to create a national online listing and social campaign to promote all the venues, nationally, that are still providing takeaway and delivery options to their customers.</p> <p>The <b>#localnightin</b> campaign will encourage everyone to dine indoors and continue to support their local on premise industry.</p> <p>While the campaign will be on-going, on a specific set of days to be confirmed, we'll be inviting and inspiring people to visit their local venues to purchase a meal and share their experience on social in support of their favourite establishments.</p> <p>If you would like to register that your venue is still open for takeaway or/and delivery please visit <a href="http://www.localnightin.com.au">www.localnightin.com.au</a> to complete the form</p>	<p><b>#LocalNightIn</b> - Former Hotelier family Taylors Wines have partnered with Support Local to create the event <b>#LocalNightIn</b></p> <p>The <b>#localnightin</b> campaign encourages everyone to order in their favourite food from their favourite local and support Australia's Hotel industry over a series of nights. Taylors invites venues all over Australia to partner with them to bring these nights to life. Register your venue <a href="#">here</a> and enjoy some great food at home from your favourite local.</p> <p><b>Supporting our Locals - Taylors Wines announces Special Discounts</b> - Following on from the successful #LocalNightIn campaign that encouraged people to get out and support their local establishments and reached over 1 million people, Taylors Wines are further extending support to our on-premise customers with discounts up to 30% across our on premise ranges as well as bonus stock and no minimum order requirements. As hoteliers back in the 1950s, our family are looking to support the hospitality industry how we can through this challenging time.</p> <p>Contact your local Taylors area manger on 1800 804 295.</p>
<p><b>Trinity Management Services</b></p>	<p>Trinity Management Services provide you with solutions for full or partial management services that are tailor made to your organization:</p> <ul style="list-style-type: none"> <li>• Payroll , Rostering and HR Solutions</li> <li>• Project Management</li> <li>• Leasing &amp; Joint Ventures</li> </ul>	<p>During the challenging COVID-19 environment, we would be happy to offer discounted payroll services for staff still employed and engaged within the hospitality sector.</p> <p>Please feel free to reach out to George Kijurina on 0413 903 682 or <a href="mailto:gkijurina@trinityms.com.au">gkijurina@trinityms.com.au</a></p>

# AHA NSW

## Yardy Legal

Yardy Legal are here to help AHA members 24 Hours a day during this time of crisis on 02 9318 2288.

Your successful future requires strong, timely decisions based on the best knowledge available. Our legal advice will give you peace of mind of what you can do whether it be your Landlord /Tenant Issues, Liquor Licensing matters, Bank Negotiation, or Disputes with Partners, Employees & Suppliers.

Get on the front foot now and call us or email us at [admin@yardy.com.au](mailto:admin@yardy.com.au) for an **obligation free** discussion about your current options.