



Australian Government
Australian Industrial Registry

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80 Collins Street, Melbourne, VIC 3000
GPO Box 1994S, Melbourne, VIC 3001
Telephone: (03) 8661 7799
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Ms Vivienne Atkinson
Secretary/Treasurer
The Australian Retailers Association
Level 2, 104 Franklin Street
MELBOURNE VIC 3000

Dear Ms Atkinson,

Re: Financial Documents - year ended 30 June 2004 (FR2004/329)
Schedule 1B - Workplace Relations Act 1996 (RAO Schedule)

I have received the financial report for the federal office of The Australian Retailers Association for the year ended 30 June 2004. The documents were lodged in the Registry on 6 May 2005 under s268 of Schedule 1B of the Workplace Relations Act 1996.

As you would be aware, this is the first lodgment by the branch of its audited financial report under Schedule 1B (Registration and Accountability of Organisations (RAO) Schedule) which commenced on 12 May 2003.

The documents have been filed.

The following comments may assist you when you next prepare financial reports. No further action is required regarding these issues with respect to the lodged documents.

Auditor's Report

The Auditor's Report should be revised so that it specifically confirms whether, in the Auditor's opinion, the accounts are presented fairly in accordance with the *Australian Accounting Standards* as required by s257(5) of the RAO Schedule.

Disclosure of Expenditure

The Industrial Registrar's Reporting Guidelines require organisations to disclose specific expenditure items - see enclosed at Point 11. The following expenditure items were not included in the accounts, but should be included in future financial years if any expenditure is made with respect to such categories:

- Affiliation fees or subscriptions to political parties or industrial bodies
- Grants or Donations
- Conferences - fees/allowance for attendance
- Conference Expenses

In addition the accounts state that two employees were employed by the federal office at the end of the financial year which resulted in 'salaries and wages' expenditure of \$313,816. With respect to such expenditure, the Reporting Guideline's require an organisation to separately disclose the amounts paid to officers and employees of the organisation as follows:

- Employee benefits to *holders of office*
- Employee benefits to *employees (other than holders of office)*

Accordingly, in future financial years please ensure that the abovementioned items of expenditure are separately disclosed. In the event that the organisation only pays 'employee benefits' to one of these categories (whether *employees* or *officers*) the accounts should clearly indicate which category that is.

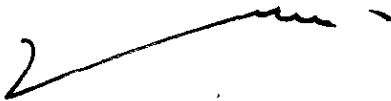
Regarding next year's financial return

Now that the financial year for 30 June 2005 has ended, the branch should consider commencing the financial reporting process set out in the enclosed *Timeline* to ensure lodgement of these documents within the time-scales prescribed by the RAO Schedule.

I apologise for the delay in finalising this matter.

If you have any queries please contact me on (03) 8661 7799.

Yours faithfully,



Andrew Schultz
Statutory Services Branch

23 August 2005

FR 2004/329



AUSTRALIAN
RETAILERS
ASSOCIATION

Rec'd
6/5/05

**AUSTRALIAN RETAILERS ASSOCIATION
National Office**

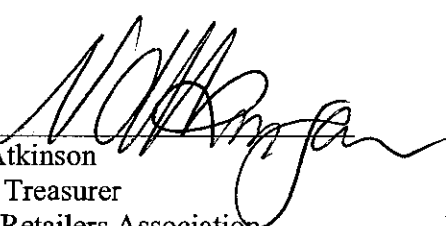
Annual Accounts 2004

WORKPLACE RELATIONS ACT 1996

I, Vivienne Atkinson,
being Secretary-Treasurer of the Australian Retailers Association
certify that the attached document entitled,

*Australian Retailers Association – National Office
Financial Statements for the Year ended 30 June 2004*

is a true copy of the financial statements presented to the Annual General Meeting of
the Association held on 14 January 2005.



Vivienne Atkinson
Secretary / Treasurer
Australian Retailers Association

Date: 27-1-05

Australian Retailers Association - National Office

Financial Report

For the year ended 30 June 2004

Australian Retailers Association - National Office

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Australian Retailers Association - National Office

Operating Report

Your committee members submit the financial report of the Australian Retailers Association - National Office for the financial year ended 30 June 2004.

Committee Members

The names of committee members throughout the financial year and at the date of this report are:

Peter Sheppard (President from 7/10/2004)

David Bracey (Secretary - Treasurer from 9/10/2003)

Vivienne Atkinson

Albert Bensimon

Peter Ferne

George Ganter (Resigned 27/04/04)

Rohan Jeffs (Ineligible from 1/10/2003) (Secretary – Treasurer until 1/10/2003)

Carole Molyneux (Resigned 03/08/04)

Peter Nicoll

Robert Parker (Resigned 11/10/04)

Margaret Porritt

Michael Rayner (Resigned 03/08/04)

Russell Zimmerman (President until 7/10/2004)

Kerrina Watson (Resigned 29/07/04)

Trevor Wirkus

Syd Denton (Appointed 29/07/04)

Principal Activities

The principal activities of the association during the financial year were to service the needs of the members and protect, promote and advance the interests of retailers on issues affecting the retail industry. The role of the National Office was to carry out the foregoing in respect of national matters and to coordinate their carrying out amongst the Association's divisions.

No significant change in the nature of these activities occurred during the year.

Significant Changes

No significant change in the nature of these activities occurred during the year

Operating Result & Review of Operations

In accordance with Division 2 of Schedule 1B of the Workplace Relations Act 1996 the ARA reports on a divisional basis. The following Divisions have been established: New South Wales, Victoria, South Australia, and Tasmania. Divisions report on their own operations and these results are not included in this or the attached financial report.

The profit from ordinary activities after providing for income tax amounted to \$202,861.

Membership revenue from National members is received on behalf of and remitted to the Association's State Divisions. The National Office is funded by general revenues and contributions from the Divisions in accordance with an agreed formula. The profit includes \$550,000 of additional contributions charged to the State Divisions during the year.

Together with a number of retailers and other users of credit card and eftpos facilities the ARA has established the Australian Merchant Payments Forum to address a number of issues in the merchant payments system. As the AMPF is an unincorporated entity the ARA acts as the agent for the forum and the activity is included in the ARA accounts as

Project Income and Expense. Funds on hand at year end are shown as a liability to AMPF. This has resulted in a significant increase in Project Income, Expense, Debtors and Creditors when compared with the previous year.

After Balance Date Events

On July 29, 2004 the national council of the Association resolved to restructure the association to provide full financial autonomy for each division and maintain the current funding ratio for national office. The new structure is expected to be implemented in the coming financial year.

Since the end of the financial year three national members have resigned. These members represented 28% of membership revenue due to State divisions from national members.

As a result of the reduction in national member revenues and the additional contributions to national office, the South Australian Division of the Association reported a net shortfall in member funds of \$81,105 at 30 June 2004. It is likely that a contribution will be required from the remaining Divisions of the Association in the 2004/05 financial year to support the continued operations of the SA Division.

No other matters or circumstances have arisen since the end of the financial year which significantly affected or may significantly affect the operations of the association, the results of those operations, or the state of affairs of the association in future financial years.

Membership

Members are encouraged to contact the association's staff at any time should they have any concerns regarding service or policy or even simply wish to provide input. Members may resign from the association by written notice addressed to The Secretary, Australian Retailers Association, 104 Franklin Street, Melbourne 3000

At 30 June 2004 there were 106 national members of the Association.

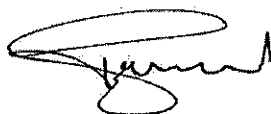
Staffing

The number of staff employed by the National Office on a full time equivalent basis at 30 June 2004 was 2.

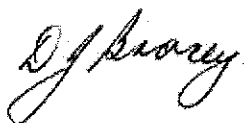
The activities of the National Office are supported by the staff of the Association's Divisions.

The Association's Chief Executive Officer, Mr Stan Moore, is a Director of the Retail Employees Superannuation Pty Ltd, the trustee of the Retail Employees Superannuation Trust, as a representative of the Association.

Signed in accordance with a resolution of the Members of the Committee:



Peter Sheppard (President)



David Bracey (Secretary - Treasurer)

Dated this 17th day of November 2004

Australian Retailers Association - National Office

Statement of Financial Performance
For the year ended 30 June 2004

	Notes	2004 \$	2003 \$
INCOME			
Events income		120,384	233,564
Interest		6,133	11,149
Project income		1,432,468	131,733
Subsidies and grants		18,865	31,135
State division fees		907,179	528,893
Other membership subscriptions		196,966	194,350
Other income		<u>2,047</u>	<u>11,358</u>
TOTAL INCOME	2	2,684,042	1,142,182
LESS EXPENSES			
Annual leave		19,285	24,399
Audit fees		8,500	16,012
Bank charges		3,303	2,057
Council meeting expenses		15,354	16,157
Depreciation	3	3,837	2,163
Doubtful debts		-	5,123
Events Expenses		171,520	248,261
Equipment < \$300		2,996	5,896
Fringe benefits		23,132	25,764
Functions & entertainment		5,612	4,830
General expenses		4,457	2,247
Insurance		5,626	5,793
Legal fees		33,907	51,472
Library		5,171	8,559
Long service leave		1,464	5,057
Membership		772	7,252
Payroll tax		14,337	22,971
Postage		1,082	608
Printing and stationery		5,395	23,081
Professional fees		118,215	82,262
Promotions & public relations		-	3,401
Project expenses		1,517,104	148,869
Rent		17,394	40,783
Salaries and wages		313,816	238,302
Subscriptions		72,464	43,267
Sundry expenses		4,012	6,762
Superannuation		28,237	24,190
Telephone		13,995	15,541
Travelling expenses		63,170	87,404
Workcare/WorkCover/Workers Compensation		<u>7,024</u>	<u>6,000</u>
TOTAL EXPENSES		<u>2,481,181</u>	<u>1,174,483</u>
Profit/(Loss) from ordinary activities		<u>202,861</u>	<u>(32,301)</u>
Total changes in equity other than those resulting from transactions with owners as owners		<u>202,861</u>	<u>(32,301)</u>

The accompanying notes form part of these financial statements.

Australian Retailers Association - National Office

Statement of Financial Position
As at 30 June 2004

	Notes	2004 \$	2003 \$
CURRENT ASSETS			
Cash assets	4	234,747	50,229
Receivables	5	1,217,027	149,874
Other	6	<u>3,785</u>	<u>94,478</u>
TOTAL CURRENT ASSETS		<u>1,455,559</u>	<u>294,581</u>
NON-CURRENT ASSETS			
Property, plant and equipment	7	<u>6,609</u>	<u>309</u>
TOTAL NON-CURRENT ASSETS		<u>6,609</u>	<u>309</u>
TOTAL ASSETS		<u>1,462,168</u>	<u>294,890</u>
CURRENT LIABILITIES			
Payables	8	1,238,058	323,032
Provisions	9	40,332	33,102
Other	10	<u>83,021</u>	<u>42,324</u>
TOTAL CURRENT LIABILITIES		<u>1,361,411</u>	<u>398,458</u>
NON-CURRENT LIABILITIES			
Provisions	9	<u>34,922</u>	<u>33,458</u>
TOTAL NON-CURRENT LIABILITIES		<u>34,922</u>	<u>33,458</u>
TOTAL LIABILITIES		<u>1,396,333</u>	<u>431,916</u>
NET ASSETS/NET LIABILITIES		<u>65,835</u>	<u>(137,026)</u>
EQUITY			
Retained profits/(accumulated losses)	11	<u>65,835</u>	<u>(137,026)</u>
TOTAL EQUITY		<u>65,835</u>	<u>(137,026)</u>

The accompanying notes form part of these financial statements.

Australian Retailers Association - National Office

Statement of Cash Flows
For the year ended 30 June 2004

	Notes	2004 \$	2003 \$
CASH FLOW FROM OPERATING ACTIVITIES			
Receipts from members		1,392,092	1,133,748
Payments to suppliers and employees		(1,203,570)	(1,450,895)
Interest received		6,133	11,149
Net cash provided by/(used in) operating activities	15 (b)	194,655	(305,998)
CASH FLOW FROM INVESTING ACTIVITIES			
Payment for property, plant and equipment		(10,137)	-
Net cash used in investing activities		(10,137)	-
Net increase/(decrease) in cash held		184,518	(305,998)
Cash at beginning of financial year		50,229	356,227
Cash at end of financial year	15 (a)	234,747	50,229

The accompanying notes form part of these financial statements.

Australian Retailers Association - National Office

Notes to the Financial Statements

For the year ended 30 June 2004

NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES

The financial report is a general purpose financial report that has been prepared in accordance with Australian Accounting Standards, Urgent Issues Group Consensus Views and other authoritative pronouncements of the Australian Accounting Standards Board and the requirements of the Workplace Relations Act 1996.

The financial report is for the reporting unit Australian Retailers Association - National Office as an individual entity. Australian Retailers Association - National Office is a reporting unit of the Australian Retailers Association, an association domiciled in Australia.

The financial report has been prepared on an accruals basis and is based on historical costs. It does not take into account changing money values or, except where stated, current valuations of non-current assets. Cost is based on the fair values of the consideration given in exchange for assets.

The following is a summary of the material accounting policies adopted by the association in the preparation of the financial report. The accounting policies have been consistently applied, unless otherwise stated.

(a) Income Tax

No provision for income tax has been raised as the association is exempt from income tax under Division 50 of the Income Tax Assessment Act 1997.

(b) Property, Plant and Equipment

Each class of property plant and equipment is carried at cost or fair value less, where applicable, any accumulated depreciation.

Plant and Equipment

Plant and equipment are measured on the cost basis.

The carrying amount of plant and equipment is reviewed annually by the association to ensure it is not in excess of the recoverable amount of those assets. The recoverable amount is assessed on the basis of the expected net cash flows which will be received from the assets' employment and subsequent disposal. The expected net cash flows have not been discounted to their present values in determining recoverable amounts.

Depreciation

The depreciable amount of all fixed assets are depreciated over the useful lives of the assets to the association commencing from the time the asset was held ready for use. Leasehold improvements are amortised over the shorter of either the unexpired period of the lease or the estimated useful lives of the improvements.

The depreciation rates and useful lives used for each class of depreciable assets are:

Class of fixed asset	Depreciation rates/useful lives	Depreciation basis
Plant and equipment	10-33 %	Straight Line
Office Equipment	33-40 %	Straight Line

(c) Employee Benefits

Provision is made for the association's liability for employee benefits arising from services rendered by employees to balance date. Employee benefits expected to be settled within one year together with benefits arising from wages and salaries, annual leave and sick leave which will be settled after one year, have been measured at the amounts expected to be paid when the liability is settled plus related on-costs.

Contributions are made by the association to an employee superannuation fund and are charged as expenses when incurred.

Notes to the Financial Statements
For the year ended 30 June 2004

NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

(d) Cash

For the purposes of the Statement of Cash Flows, cash includes cash on hand, at banks and on deposit.

(e) Revenue

Membership fees are recognised as income when cash is received from members for their current year of membership. Where cash is received prior to balance date for the next financial year it is classified as income received in advance and recognised as income in the subsequent year.

(f) Adoption of Australian Equivalents to International Financial Reporting Standards

Australia is currently preparing for the introduction of International Financial Reporting Standards (IFRS) effective for financial years commencing 1 January 2005. This requires the production of accounting data for future comparative purposes at the beginning of the next financial year.

The association's management are assessing the significance of these changes and preparing for their implementation. A separate IFRS subcommittee has been established to oversee and manage the Association's transition to IFRS.

Australian Retailers Association - National Office

Notes to the Financial Statements
For the year ended 30 June 2004

	Note	2004 \$	2003 \$
NOTE 2: REVENUE			
Operating activities			
- interest	2(a)	6,133	11,149
- project fees		1,432,468	131,733
- state division fees		907,179	528,893
- other membership income		196,966	194,350
- grants		18,865	31,135
- events income		120,384	233,564
- other revenue		<u>2,047</u>	<u>11,358</u>
		<u><u>2,684,042</u></u>	<u><u>1,142,182</u></u>
(a) Interest from:			
- other persons		<u>6,133</u>	<u>11,149</u>
NOTE 3: PROFIT FROM ORDINARY ACTIVITIES			
Profit (losses) from ordinary activities has been determined after:			
(a) Expenses:			
Depreciation of non-current assets			
- Plant and equipment		<u>3,837</u>	<u>2,163</u>
Bad and doubtful debts:			
- doubtful debts		<u>-</u>	<u>5,123</u>
Total bad and doubtful debts		<u>-</u>	<u>5,123</u>
Remuneration of the auditors for:			
- audit or review services		<u>8,500</u>	<u>16,012</u>
(b) Revenue and Net Gains			
Amounts received from Divisions			
New South Wales		493,351	276,985
Victoria		302,313	184,170
Tasmania		23,581	14,312
South Australia		<u>87,934</u>	<u>53,516</u>
		<u><u>907,179</u></u>	<u><u>528,983</u></u>
NOTE 4: CASH ASSETS			
Cash on hand		500	550
Cash at bank		<u>234,247</u>	<u>49,679</u>
		<u><u>234,747</u></u>	<u><u>50,229</u></u>

Australian Retailers Association - National Office

Notes to the Financial Statements
For the year ended 30 June 2004

	Note	2004 \$	2003 \$
NOTE 5: RECEIVABLES			
CURRENT			
Trade debtors		82,109	93,497
Project debtors		1,089,615	0
Less provision for doubtful debts		<u>(549)</u>	<u>(5,123)</u>
		1,171,175	88,374
Other debtors		<u>45,852</u>	<u>61,500</u>
		<u><u>1,217,027</u></u>	<u><u>149,874</u></u>

NOTE 6: OTHER ASSETS

CURRENT

Prepayments		<u>3,785</u>	<u>94,478</u>
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NOTE 7: PROPERTY, PLANT AND EQUIPMENT

PLANT AND EQUIPMENT

(a) Office equipment

At cost		91,801	81,663
Less accumulated depreciation		<u>(85,192)</u>	<u>(81,354)</u>
Total property, plant and equipment		<u><u>6,609</u></u>	<u><u>309</u></u>

(a) Movements in Carrying Amounts

Movement in the carrying amounts for each class of property, plant and equipment between the beginning and the end of the current financial year

	Office equipment \$
2004	
Balance at the beginning of the year	309
Additions	10,137
Depreciation expense	<u>(3,837)</u>
Carrying amount at end of year	<u><u>6,609</u></u>

NOTE 8: PAYABLES

CURRENT

Unsecured liabilities

Trade creditors		10,184	120,769
Project liabilities		1,159,380	0
Sundry creditors and accruals		<u>68,494</u>	<u>202,263</u>
		<u><u>1,238,058</u></u>	<u><u>323,032</u></u>

Australian Retailers Association - National Office

Notes to the Financial Statements

For the year ended 30 June 2004

	Note	2004 \$	2003 \$
NOTE 9: PROVISIONS			
CURRENT			
Employee benefits	9(a)	<u>40,332</u>	<u>33,102</u>
NON-CURRENT			
Employee benefits	9(a)	<u>34,922</u>	<u>33,458</u>
(a) Aggregate employee benefits liability		<u>75,254</u>	<u>66,560</u>
(b) Number of employees at year end		<u>2</u>	<u>3</u>
NOTE 10: OTHER LIABILITIES			
CURRENT			
Deferred income		<u>83,021</u>	<u>42,324</u>
NOTE 11: RETAINED PROFITS			
Accumulated losses at the beginning of the financial year		(137,026)	(104,725)
Net profit (loss) attributable to members of the entity		<u>202,861</u>	<u>(32,301)</u>
Retained profits/(accumulated losses) at the end of the financial year		<u>65,835</u>	<u>(137,026)</u>
NOTE 12: RELATED PARTY TRANSACTIONS			
(a) Some of the National Councillors of the Australian Retailers Association are also councillors of the member associations. Members' subscriptions have been calculated in accordance with the Rules of Association.			
(b) During the year the Australian Retailers Association state divisions rendered administrative services to the Australian Retailers Association - National Office for which they received a service fee.			
(c) Amounts paid/payable			
Rent		17,394	29,394
Accounting and Administration fees		42,000	15,393
Information Technology & Website development		-	10,909
		<u>59,394</u>	<u>55,696</u>
(d) Balances at the end of the financial year			
Amounts receivable - Australian Retailers Association State Divisional Debtors		81,858	32,316
Amounts payable - Australian Retailers Association State Divisional Creditors		<u>(7,389)</u>	<u>(30,301)</u>
		<u>74,469</u>	<u>2,015</u>

Australian Retailers Association - National Office

Notes to the Financial Statements
For the year ended 30 June 2004

	Note	2004 \$	2003 \$
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NOTE 13: ECONOMIC DEPENDENCE

The ARA National Office is dependent on membership income received from each of the State Divisions.

NOTE 14: SEGMENT REPORTING

During the year the Association operated to protect, promote and advance the interest of retailers on issues affecting the retail industry within Australia

NOTE 15: CASH FLOW INFORMATION

(a) Reconciliation of cash

Cash at the end of the financial year as shown in the statement of Cash Flows is reconciled to the related items in the statement of financial position as follows:

Cash on hand	500	550
Cash at bank	<u>234,247</u>	<u>49,679</u>
	<u>234,747</u>	<u>50,229</u>

(b) Reconciliation of cash flow from operations with profit from ordinary activities after income tax

Surplus (Deficit) from ordinary activities after income tax	202,861	(32,301)
Non-cash flows in profit from ordinary activities		
Depreciation	3,837	2,163
Changes in assets and liabilities		
Increase in receivables	(1,023,789)	(180,838)
Decrease in other assets	56,703	-
Increase in payables	938,774	-
increase/(decrease) in provisions	<u>16,269</u>	<u>(95,022)</u>
Cash flows from operations	<u>194,655</u>	<u>(305,998)</u>

NOTE 16: FINANCIAL INSTRUMENTS

(a) Interest Rate Risk

The association's exposure to interest rate risk, which is the risk that a financial instrument's value will fluctuate as a result of changes in market interest rates and the effective weighted average interest rates on classes of financial assets and financial liabilities, is as follows:

	Weighted Average Effective Interest Rate		Floating Interest Rate		Non Interest Bearing		Total	
	2004 %	2003 %	2004 \$	2003 \$	2004 \$	2003 \$	2004 \$	2003 \$
Financial Assets:								
Cash	4.20	2.00	234,747	50,229	-	-	234,747	50,229
Receivables	-	-	-	-	1,221,361	249,475	1,221,361	249,475
Total Financial Assets			<u>234,747</u>	<u>50,229</u>	<u>1,221,361</u>	<u>249,475</u>	<u>1,456,108</u>	<u>299,704</u>
Financial Liabilities:								
Trade and sundry creditors	-	-	-	-	1,231,034	323,032	1,231,034	323,032
Total Financial Liabilities			<u>-</u>	<u>-</u>	<u>1,231,034</u>	<u>323,032</u>	<u>1,231,034</u>	<u>323,032</u>

Notes to the Financial Statements
For the year ended 30 June 2004

NOTE 16: FINANCIAL INSTRUMENTS (Continued)

(b) Credit Risk

The maximum exposure to credit risk, excluding the value of any collateral or other security, at balance date to recognised financial assets is the carrying amount of those assets, net of any provisions for doubtful debts, as disclosed in the statement of financial position and notes to the financial report.

The association does not have any material credit risk exposure to any single debtor or group of debtors under financial instruments entered into by the association.

(c) Net Fair Values

The net fair value of listed investments have been valued at the quoted market bid price at balance date adjusted for transaction costs expected to be incurred. For other assets and other liabilities the net fair value approximates their carrying value. No financial assets and financial liabilities are readily traded on organised markets in standardised form other than listed investments, forward exchange contracts and interest rate swaps. Financial assets where the carrying amount exceeds net fair values have not been written down as the association intends to hold these assets to maturity.

The aggregate net fair values and carrying amount of financial assets and financial liabilities are disclosed in the statement of financial position and in the notes to the financial statements.

NOTE 17: INFORMATION TO BE PROVIDED TO MEMBERS OR REGISTRAR

S.272 of Schedule 1B of the Workplace Relations Act provides members access to certain prescribed information when requested. The relevant subsections are set out below.

S.272 (1) A member of a reporting unit, or a Registrar, may apply to the reporting unit for specified prescribed information in relation to the reporting unit to be made available to the person making the application;

S.272 (2) The application must be in writing and must specify the period within which, and the manner in which, the information, is to be made available. The period must not be less than 14 days after the application to the reporting unit.

S 272 (3) A reporting unit must comply with an application made under subsection (1).

NOTE 18: ASSOCIATION DETAILS

The principal place of business of the association is:

Australian Retailers Association - National Office

Level 2

104 Franklin Street

Melbourne VIC 3000

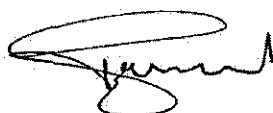
Australian Retailers Association - National Office

Statement by members of the committee

In respect of the financial report of Australian Retailers Association - National Office for the financial year ended 30 June 2004 being the Statement of Financial Performance, Statement of Financial Position, Statement of Cash Flows, and notes to the Financial Statements, the Committee of Management of the Australian Retailers Association states that in its opinion:

- (a) the financial report and notes comply with the Australian Accounting Standards;
- (b) the financial report and notes comply with the reporting guidelines of the Industrial Registrar;
- (c) the financial report and notes give a true and fair view of the financial performance, financial position and cash flows of the reporting unit for the financial year ended 30 June 2004;
- (d) there are reasonable grounds to believe that the reporting unit will be able to pay its debts as and when they become due and payable; and
- (e) during the financial year ended 30 June 2004 and since the end of the year:
 - (i) meetings of the committee of management were held in accordance with the rules of the Association; and
 - (ii) the financial affairs of the reporting unit have been managed in accordance with the rules of the Association; and
 - (iii) the financial records of the reporting unit have been kept and maintained in accordance with Schedule 1B of the Workplace Relations Act 1996 and the Workplace Relations (Registration and Accountability of Organisations) Regulations 2003; and
 - (iv) the financial records of the reporting unit have been kept, as far as practicable, in a consistent manner to each of the other reporting units of the organisation; and
 - (v) no request has been made for information under section 272 of Schedule 1B of the Workplace Relations Act 1996; and
 - (vi) no orders for inspection of financial records have been made by the Commission under section 273 of Schedule 1B of the Workplace Relations Act 1996.

This statement is made in accordance with a resolution of the committee made on 17 November 2004 and is signed for and on behalf of the Committee by:



Peter Sheppard (President)



David Bracey (Secretary - Treasurer)

Dated this 17th day of November 2004

Australian Retailers Association - National Office

**Independent Audit Report to the members of
Australian Retailers Association - National Office**

Scope

We have audited the financial report of Australian Retailers Association - National Office for the financial year ended 30 June 2004 being the Statement of Financial Performance, Statement of Financial Position, Statement of Cash Flows, notes to the Financial Statements and the Statement by Members of the Committee. The Councillors of the Association are responsible for the financial report. We have conducted an independent audit of this financial report in order to express an opinion on it to the members of the Association.

Our audit has been conducted in accordance with Australian Auditing Standards to provide reasonable assurance whether the financial report is free of material misstatement. Our procedures included examination, on a test basis, of evidence supporting the amounts and other disclosures in the financial report, and the evaluation of accounting policies and significant accounting estimates. These procedures have been undertaken to form an opinion whether, in all material respects, the financial report is presented fairly in accordance with Accounting Standards, the Workplace Relations Act 1996 and other mandatory professional reporting requirements in Australia so as to present a view which is consistent with our understanding of the association's financial position and performance as represented by the results of its operations and its cash flows.

The audit opinion expressed in this report has been formed on the above basis.

Audit Opinion

In our opinion, the financial report of Australian Retailers Association - National Office presents a true and fair view in accordance with applicable Accounting Standards, the Workplace Relations Act 1996 and other mandatory professional reporting requirements in Australia, the financial position of Australian Retailers Association - National Office as at 30 June 2004 and the results of its operations and its cash flows for the financial year then ended, and

There were kept by the organisation in relation to the year satisfactory accounting records, including:-

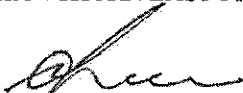
- (i) records of the sources and nature of the income of the organisation (including income from members); and,
- (ii) records of the nature and purposes of the expenditure of the organisation.

We further state that all information and explanations required in the course of the audit were provided.

Danby Bland Provan - 6

DANBY BLAND PROVAN & CO

Chartered Accountants
123 Camberwell Road
HAWTHORN EAST 3123



R A LANE

Partner

17 November 2004