



Orange Sheet

- No.3

Jan 2004

Open for Business

As most people know, “Yackandandah Station” is open for business and trading very well.

The official opening, a community BBQ in Isaacs Park on Sunday 7 December, was well attended by locals. Deputy Mayor of Indigo Shire, Peter Graham officially declared the service station open.

The new community-owned service station sold its first tank of fuel on Friday 5 December to local shareholder, Lil Hutson, of Twist Creek. Lil has lived in Yackandandah for over 50 years.

When we opened, the first thing you would have noticed was **an immediate price drop of 2 c/litre** across all product lines from the old site. This brought us roughly into line with the general Albury-Wodonga fuel market (excluding the discounters). Prices will fluctuate from time to time but basically people can expect

Competitively priced fuel & driveway service

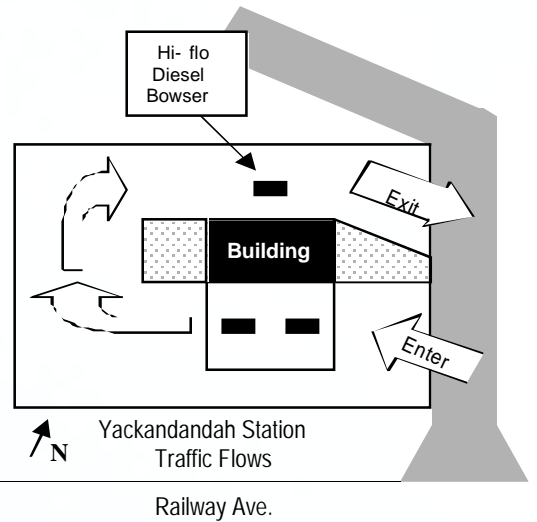
We sold over 26,000 litres in the first trading week (compared to our previous weekly average of 18,000 litres) which is very encouraging. Since opening, total volumes are up by over 40% on the old site. In addition, we have reached agreement with Indigo Way Services to supply their bulk diesel which further adds to volumes. It's all a far cry from about 12,000 litres per week when we took over the High Street site 22 months ago.

Yackandandah Station also sells mainstream products which would you would generally expect from a service station (newspapers, automotive supplies, ice, magazines and confectionery items), as well as **yFuel** merchandise items. We do not sell milk or bread.

(P.S. Thanks for being patient while we sort out site issues such as air hoses, signage, gardens etc. We welcome this feedback and all these issues are being addressed).

Traffic flows Clockwise

The new service station site has been designed for all traffic to flow in a **CLOCKWISE** direction, as shown below:



>>> STOP PRESS >>>

Hey ... try **PREMIUM ULP!**

Not many people know about **Premium ULP**.

The car buffs tell us that its higher octane rating produces a **cleaner burn** and increases fuel efficiency **substantially** in later model cars with electronic fuel injection (especially on country trips).

It costs about 4% more than regular ULP, but can actually **save you money**, improve performance and reduce engine wear. Why not try it ...

... and by the way

Why not display your “**yFuel ... my fuel!**” bumper sticker! It is an easy way to keep awareness levels up and is free advertising for us. (We know they don't weather very well but why not try covering it with clear contact).

... your support is crucial

It need not be said that the ongoing support of shareholders and the community is crucial.

As long as Yackandandah people continue to buy fuel at Yackandandah Station, YCDCo. will be a successful business.

New Trading Hours ...

For the balance of the summer months, we are opening at 7.00 am rather than 7.30 am.

Many people have enquired about trading hours, especially at weekends. This feedback is welcome and we will keep hours under close watch. But it needs to be noted that the hours of operation at the new site are constrained by our planning permit.

Trading hours are:

Weekdays: 7.00 am. to 6.00 pm.

Saturday: 8.00 am. to 4.00 pm.

Sunday: 10.00 am. to 4.00 pm.

We continue to offer full driveway service to our customers.

“Y-Card” Accounts Available ...

We now offer accounts to local businesses with an ABN. Account customers will get a “Y-Card/s and 14 day credit terms. A monthly administration fee applies.

Applicants should note that credit terms will be STRICTLY APPLIED. More information and account application forms are available at the service station or from the Company Secretary on 6027 1385.

What's Next ????

A question we get asked often is what is YCDCo. going to do next? The honest answer is we don't know yet! And, we certainly won't be rushing into anything.

But the fact is, YCDCo. is a broad-based, community-owned company with some real potential to do good things in Yack.

So, the Board is having a planning session in February to address some of these fundamental questions about what is the company's long-term role in the community beyond petrol. Any outcomes will be fed back to shareholders in due course.

Ultimately, of course, any major decisions or proposals would be opened for direct shareholder input.

Until then

... your comments are welcome

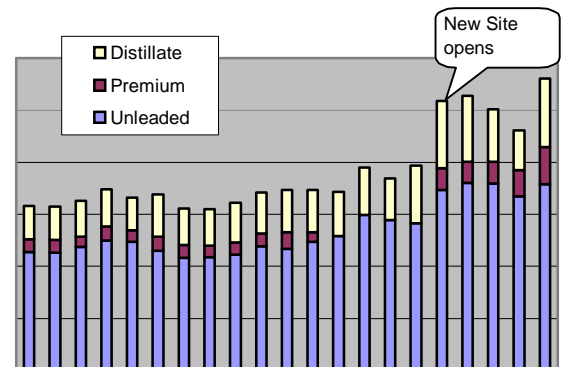
If you have comments or ideas to offer, please contact:

Cameron McKern, Company Secretary
P.O. Box 25, Yackandandah 3749

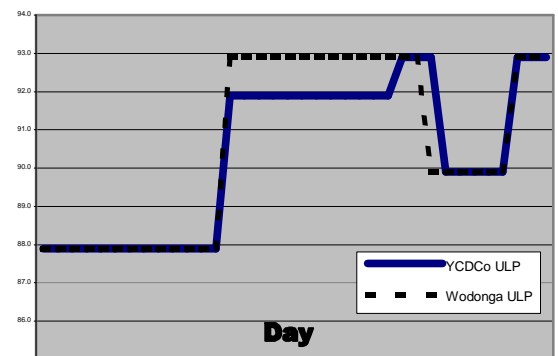
Email: ydcdo@yackandandah.com

Sales Volumes Up ...

The chart below shows weekly sales volumes at the new site compared to the old site.



The next chart shows our prices compared to typical Wodonga fuel prices. It shows that we are **price competitive** in Yackandandah. In fact, since opening, we have been (on average) 0.25 c/litre cheaper than Wodonga!



We will continue to watch the local fuel market closely and will stay competitive on price and service.

We **do not intend** to try to compete in a price war between multi-national companies, the goal of which is to gain market share in grocery sales.

Gas is Coming ...

Yes, autogas is coming to the new site but we need to get prices and contractors sorted out. We apologise for the delay with gas.

Approved Fuel Containers

Only Please ...

It is important for all customers to remember that our policy is to refill 'approved', purpose-built fuel containers ONLY. This is a public and staff safety issue as well as being a legal obligation.