



Dear Members and Friends,

It is a great honour and privilege to become the first Spanish President of our great organisation for the year 2017/18 on behalf of Varma. In my role as President I am looking forward to working with all members, supported by our Board, under the much appreciated management of our CEO David O'Neill.

I would like to insist in engaging our members more to interact with one another, and benefit from the networking. This is one of our core values as an organisation we offer, so it is our duty as the Board to make sure this happens by promoting interaction through seminars, conventions or more informal meetings at the main international events.

Our organisation continues to grow day by day, every time I meet a member I feel very proud of the very professional business people you are and how you still keep a high level of humanity / personal approach.

The dates for our yearly event are **20th to 22nd September 2018**. The city of MADRID, is one of the top destinations if you are looking for a perfect mix between business and leisure. This added to a very selected speakers program plus the unique visits we have planned for the partners and Saturday programme will make your visit to my homeplace more than worthy.

This year again we would like to remind you, if you have a success story to share please let us know about it by sending details to our CEO – the Innovation awards hosted during the last number of conventions are proving that our members have very successful organizations and able to understand the new shopper trends.

I look forward to working with you all during this 2018, please feel free to contact me jmrey@varma.com , www.varma.com , +34916618210

Wishing you all the best for 2018.

Regards / Saludos

Juan Manuel Rey