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**From:** Natalie Miller  
**Sent:** Monday, 20 November 2017 1:02 PM  
**To:** Adjudication  
**Subject:** re ICCA request of collective bargaining

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**Categories:** Submission

Dear Adjudicator

I am both a distributor, Sharmill films and an exhibitor as co director of Cinema Nova, I am totally against collective bargaining

I have been in the business for 40 years and have never had a problem negotiating terms. We are independents by name and by practice and we need the freedom to deal with our clients on a one by one basis. Different circumstances of different cinemas vary.

As a member of ICA I was very surprised to find that only today they have come to us as an exhibitor re their proposal of collective bargaining. This is very strange considering they had their proposal a while back and took it to ACCC. They were not representing all cinemas in their decision for collective bargaining and did not seek opinion of Nova as to our agreement.

I am keeping this submission brief as am aware of the arguments put by members of AIDA and our chair. I am in full agreement with them.

I had the privilege to be among the founders of the code of conduct and attended many meetings at the time. I believe the code of conduct has been a great success and is a protection for distributors and exhibitors..

In the end we must think of the consumer and that will not be helped by collective bargaining for all the reasons put to you by AIDA members and major distributors.

Thank you for the opportunity to express a view

Natalie Miller AO  
Executive director Sharmill films and Joint Managing Partner Cinema Nova

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