



13/11/18

Australian Competition & Consumer Commission  
23 Marcus Clarke Street  
GPO Box 3131  
Canberra ACT 2601

Attn: Ellie Dwyer

CB10000459 – Agility Logistics – Submission

Link Logistics International Pty Ltd is a Freight Forwarder and Broker that operates in the free market and represents many varied businesses within the import and export communities. We are privately owned and based in Tasmania.

We represent substantial interests within the Perishable Industry – Fruit and Seafood exports. We also represent; Manufacturers involved in the Shipbuilding industry in both importing and exporting, Major suppliers to the Aquaculture industry, Furniture Retailers, Pet Products- Retail and Manufacture, and the general public.

We have to negotiate with Shipping Lines, Airlines and Trucking Companies in an Open Market situation. Whatever we are able to negotiate is available to our Competition. We pride ourselves on our Level of Service being the criteria on which we are judged.

Immediate Questions that spring to mind:

- Will the rates and conditions negotiated by Agility Logistics with Shipping Lines be freely available to other vegetable growers/exporters who do not wish to join the Cartel?
- Will the rates and conditions negotiated by Agility Logistics be freely available to other Freight Forwarders representing other vegetable growers/exporters? Or will they be for exclusive use of the Cartel?
- Where will it stop? Will other industries need to band together and form a bloc against their competitors?

This is not so much an exercise in assisting vegetable growers/exporters, it is more a cynical exercise by Agility Logistics to protect their interests from competition by Shipping Lines and other Freight Forwarders.



We object to this submission and the potential for the granting of immunity from what we see as blatant Cartel activity.

Yours faithfully  
Link Logistics International Pty Ltd

A handwritten signature in blue ink, appearing to be 'Tony Atkinson', written in a cursive style.

Tony Atkinson  
Senior Account Manager