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**From:** Dean Cherny  
**Sent:** Wednesday, 20 February 2019 5:54 PM  
**To:** Adjudication  
**Cc:** Moira McKenzie  
**Subject:** CB - Mood Media and Stingray Group - submission

Dear Ms Cramond

I refer to the Collective Bargaining Notification lodged by Mood Media Australia Pty Ltd and Stingray Group Inc and wish to make the following submission for your consideration.

I am the owner of a background music supply business called Marketing Melodies which has been providing in-store music to retail clients for over 30 years. I currently have in place an APRA AMCOS licence which incorporates the new 'per venue' rates referred to in the Collective Bargaining Notification. My view is that if Mood Media and Stringray Group are able to collectively negotiate more favourable rates/licence fee than those which is currently on offer from APRA AMCOS, then these should be offered/available to all background music supply businesses operating pursuant to APRA AMCOS licences. Otherwise this could result in a situation where Mood Media and Stingray Group have any unfair competitive advantage over the other background music supply businesses.

I ask that you take this into consideration when reviewing the notification and if possible make this a condition of approving the arrangement. Can I also request that I be notified of the outcome of the Collecting Bargaining if it proceeds?

Please feel free to contact me should you wish to discuss further.

Regards

Dean Cherny  
Founder & CEO  
Marketing Melodies