

# Harness Racing

## New South Wales

AGM:JW

FILE No:

DOC:

MARS/PRISM:

31 October 2002

The General Manager,  
 Adjudication Branch,  
 Australian Competition and Consumer Commission,  
 PO Box 1199,  
DICKSON 2602

FAX - 62431199

Dear Sir,

**AUTHORISATION A90837 LODGED BY THE AUSTRALIAN HOTELS ASSOCIATION (NSW)**  
**YOUR REF C2002/1080 (AMANDA DADD)**

Further to my letter of 26.8.02 I wish to advise that HRNSW Management has had further discussions with major industry stakeholders (being the TAB Clubs and Country Clubs Associations) regarding the submission lodged by the AHA.

As mentioned in my letter of 26.8.02 the three racing codes in NSW, i.e. harness, thoroughbred and greyhound (through NSW Racing Pty Ltd) which acts as agent for the three codes with TAB Ltd., have contractual obligations with TAB Ltd under the NSW Racing Distribution Agreement (this also includes all NSW harness racing clubs):

- Maximise net wagering revenue
- Maximise wagering earnings
- Encourage public interest in racing in NSW
- Encourage public attendance at race meetings
- Otherwise promote the quality and development of racing in NSW

Following further discussions and consideration of the matters raised in your correspondence of 8.8.02, I now wish to advise that HRNSW cannot support "under any circumstances" the application put before you by the AHA of NSW seeking authorisation to allow it to conduct collective contractual negotiations on behalf of its members with TAB Ltd in NSW for Pub TAB wagering services and Sky Channel broadcast services.

22 Meredith Street, Bankstown. Telephone: (02) 9722 6600  
 P.O. Box 358, Bankstown 1885. Fax: (02) 9722 6690  
 World Wide Web: <http://www.harness.org.au>  
 Compuserve Forum: Go Harness  
 Email: [genmgr@harness.org.au](mailto:genmgr@harness.org.au)

31 OCT '02 12:02 PM CC

-2-

We also cannot support in any way, the application seeking authorisation of primary boycott activity in the form of a collective decision by member hotels and taverns to withdraw services to TAB Ltd should contractual negotiations break down and not recommence within 7 days.

On behalf of HRNSW I thank you for the opportunity to make these further comments and I do regret any inconvenience that may be caused by this further correspondence which although after the due date for submissions, is very important for your consideration from the NSW harness racing industry's point of view.

Should you have any further inquiries, please do not hesitate to contact me on 9796 4829 or 0418 463 821.

Yours faithfully,



A G MULLINS  
Chief Executive Officer