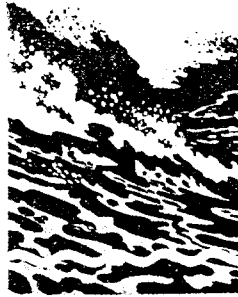


TO H Amanda Deald.



# TheSawtellHotel

51 FIRST AVENUE SAWTELL NSW 2452 PHONE 612 6653 1213 FAX 612 6658 1049 EMAIL c\_gregory@optusnet.com.au

Tuesday, 6<sup>th</sup> May 2003

Jennifer Neil, Commissioner.  
Australian Competition and Consumer Commission  
P. O. Box 1199  
Dickson ACT 2602

Dear Commissioner,

As you most probably noticed yesterday, my experience in public speaking is very little. It is a lot harder than calling the raffles on a Friday night in the public bar for the local football club. I have been the licensee for 21 years. I am a local and am passionate about our town. So I will now try to explain why I feel our Australian Hotels Association should have the power to negotiate on behalf of its members with the TAB.

My hotel has twice won the AHA's award of excellence for 'best sporting venue' in country NSW. Our hotel is the clubhouse for many sports including our local baseball, soccer, aussie rules, cricket and league clubs. We also do fundraising for the hospital, swimming club, cancer care and netball etc. Our Melbourne Cup luncheon raises money for the local public school. Yes, I am very proud of my hotel being the core of the community.

Due to TAB cost cutting they shut our local agency, which saved them approximately \$3,000 a week in wages, rent, turnover commission and running costs. A Pub TAB was offered to me, which I accepted. I did not want to be disadvantaged and the community to go without an outlet. I built a full TAB facility, at great expense, in the best spot in the hotel, on the street, which is fully accessible to the public.

Since then things have changed. For example, a greater number of TAB outlets, over the 'phone betting, internet betting and most of all availability of the sky racing channel in homes. This diversity has affected my service. Because my turnover has dropped and because of the escalating costs, that is wages, training, stationary, Sky Channel and general running costs have increased I have to make a decision as to whether I can afford

I N C O R P O R A T I N G

**Fishtales**  
AT THE SAWTELL HOTEL

**THE ZOOBAR**  
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to run the TAB any longer. The regular 'off the street' punter who can't afford a computer or

Sky Channel will loose, not only the enjoyment of punting but their social involvement of mixing with friends.

In 2001, when my 5 year sky channel contract was up for renewal, the premium went up 40%. When I objected they told me I was a full TAB service and if I didn't like it to 'take it out'. I find their thuggish, stand-over tactics offensive as they have the monopoly over the racing industry. This is why I ask the commission to grant the AHA the power to negotiate for all members instead of me dealing with them as an individual.

Yours sincerely,

Greg Costello (Licensee)

INCORPORATING

**Fish**tales  
AT THE SAWTELL HOTEL

THE  
**ZOOBAR**  
AT THE SAWTELL HOTEL