

## Chubb, Sarah

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**From:** Stephen.Kroker@corrs.com.au  
**Sent:** Tuesday, 19 June 2007 10:29 AM  
**To:** Chubb, Sarah  
**Cc:** Channing, Darrell  
**Subject:** RE: BP Notification (92928) [SEC=UNCLASSIFIED]

Dear Sarah

In relation to the two points raised below, I am instructed by BP as follows:

1. BP has decided to pay for the Cash-in-Transit services provided to Single Site Franchisees by Nominated Providers because it considers that they may generally be in less of a position to bear the additional cost of acquiring competent services from an external source than the Agency Franchisees. Agency Franchisees were formerly known as multi-site franchisees and are generally larger businesses than Single Site Franchisees.
2. Each 'pick-up' by an Accredited Provider is likely to cost Agency Franchisees approximately \$80.00. The number of 'pick-ups' required each week will vary according to the size of the business and its location, since the volume of cash versus credit card sales varies considerably according to location of the business. The minimum number is likely to be two or three each week.

Please let me know if I can be of further assistance.

Kind regards  
Stephen

**Stephen Kroker**  
Partner

stephen.kroker@corrs.com.au  
Tel +61 3 9672 3494  
Mob 0419 334 623  
Fax +61 3 9672 3010  
www.corrs.com.au



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"Chubb, Sarah" <Sarah.Chubb@acc.gov.au>

18/06/2007 05:05 PM

To <Stephen.Kroker@corrs.com.au>

CC "Channing, Darrell" <darrell.channing@acc.gov.au>

Subject RE: BP Notification (92928) [SEC=UNCLASSIFIED]

28/06/2007

Dear Mr Kroker,

Thank you for your email below. I would just like to clarify two points in relation to notification N92928:

1. Why has BP decided to pay for the Cash-in-Transit Services provided to Single Site Franchisees by Nominated Providers, whereas Agency Franchisees will be required to pay for the services of Accredited Providers?
2. On average, how much will the Cash-in-Transit Services cost Agency Franchisees?

Kind regards,

Sarah Chubb  
Project Officer  
Adjudication Branch  
Australian Competition and Consumer Commission

P: (02) 6243 1088

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**From:** Stephen.Kroker@corrs.com.au [mailto:Stephen.Kroker@corrs.com.au]  
**Sent:** Thursday, 14 June 2007 5:03 PM  
**To:** Chubb, Sarah  
**Cc:** Channing, Darrell  
**Subject:** BP Notification (92928)

Sarah

In answer to your query earlier today, the main difference between Single Site Franchisees and Agency Franchisees is the capacity in which they deal in BP Petroleum Products. As you are aware from the Notification (section 1(b)), the Single Site Franchisees sell BP Petroleum Products in their own right and the Agency Franchisees sell such products as BP's agent. The names a somewhat historical within BP.

If you require any further information from BP to enable you to finalise your position regarding this Notification, please do not hesitate to contact me.

Kind regards  
Stephen

**Stephen Kroker**  
Partner

[stephen.kroker@corrs.com.au](mailto:stephen.kroker@corrs.com.au)  
Tel +61 3 9672 3494  
Mob 0419 334 623  
Fax +61 3 9672 3010  
[www.corrs.com.au](http://www.corrs.com.au)

28/06/2007



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