



AUSTRALIAN MEDICAL ASSOCIATION
(VICTORIA) LIMITED

ABN 43 064 447 678

293 Royal Parade
PO Box 21
Parkville, Victoria 3052

t 03 9280 8722

f 03 9280 8786

w www.amavic.com.au

Country Freecall 1800 810 451

20 September 2007

Ms Isabelle Arnaud
Director, Adjudication
Australian Competition and Consumer Commission
GPO Box 3131
CANBERRA ACT 2601

Dear Isabelle

Notification for Latrobe Regional Hospital

We refer to the email of 20 September from Ms Louise Hird of your office, in which the ACCC requests further information from AMA Victoria in relation to the notification.

Specifically, the ACCC has asked for further information regarding how AMA Victoria proposes to negotiate pricing for all of the different specialists to take account of the differences in market power and requirements of those different specialties.

Due to the Trade Practices restrictions currently operating (for which we are seeking approval pursuant to the lodged notification), we are at this stage unaware of different requirements of the different craft groups and in fact the different requirements of all participants.

Should AMA Victoria and the recipients receive such immunity, we intend to discuss terms and conditions with a reference group comprised of at least one member of each represented craft group. We envisage that this may ultimately lead to AMA Victoria proposing a "common conditions" section of the contract (possibly pertaining to issues such as termination, accreditation and hospital obligations under the contract) and separate appendices to the contract to take account of both craft group and individual participant needs. We assume pay rates would be one of the matters to vary between craft groups and potentially between individuals. As such, pay rates would likely be one of the items to be incorporated into appendices to the contract.

We hope this assists the ACCC in its considerations.

Yours sincerely,

A handwritten signature in black ink, appearing to read 'David Goldberg', written over a horizontal line.

David Goldberg
Solicitor/Senior Advisor
AMA Victoria