

13 June 2008

Ms Jaime Martin  
Australian Competition & Consumer Commission  
23 Marcus Clarke Street  
Canberra ACT 2601

ABN 47 702 995 758  
Deutsche Bank Place  
Corner Hunter and Phillip Streets  
Sydney NSW 2000  
Australia  
Tel 61 2 9230 4000  
Fax 61 2 9230 5333

Correspondence  
GPO Box 50  
Sydney NSW 2001  
DX 105 Sydney

[www.aar.com.au](http://www.aar.com.au)

Dear Ms Martin

**Eastern Suburbs Newspapers Exclusive Dealing Notification N90330**

We act for News Limited (*News*) and have been instructed to write to you on its behalf regarding the Commission's Final Notice issued on 29 May 2008 revoking the above notification.

News does not agree with the Commission's decision to revoke the notification, nor does it accept the Commission's reasons for that decision. Specifically, News remains of the view that the Advertising Contracts do not have the purpose, effect or likely effect of substantially lessening competition in the markets identified by the Commission.

Notwithstanding that, News has considered the Advertising Contracts in the light of the Commission's decision. As a result, News has decided to make a number of amendments to those contracts and draw those amendments to your attention. The amendments are:

1. General Newspapers Pty Limited, Double Bay Newspapers Pty Limited and Suburban Publications Pty Limited, the publishers of the Wentworth Courier (*ESN*) will write to all contracted real estate agents advising that ESN will not enforce clause 1A.1 of the Advertising Contracts to require those agents to place 75% of their total real estate advertising centimetre volume with the Wentworth Courier, but will instead only enforce clause 1A.1 at a level of 50%.
2. The reference to "75%" in clause 1A.1 will, in all new Advertising Contracts, be replaced by a reference to "50%".
3. ESN will offer annual volume rebates to non-contracted real estate agents on exactly the same terms as currently available to contracted agents.
4. New Advertising Contracts will have a term of no more than three years.

Yours sincerely



**Jacqueline Downes**  
Partner  
[Jacqueline.Downes@aar.com.au](mailto:Jacqueline.Downes@aar.com.au)  
Tel +61 2 9230 4850

**Liana Crowne**  
Lawyer  
[Liana.Crowne@aar.com.au](mailto:Liana.Crowne@aar.com.au)  
Tel +61 2 9230 4752

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