



**Questions from ACCC in relation to AHA collective bargaining application for authorisation.**

- (1) Can you please update the tables at paragraphs 2.4, 3.5 and 3.13 in the existing determination and include figures for the ACT and NSW.

**AHA Response**

Membership of AHA

WA SA TAS VIC NT ACT NSW QLD  
78% 85% 70% 44% 79% 75% 76% 80%

Approximately 75% of hotels in Australia are AHA members.

PubTab or equivalent

WA SA TAS VIC NT ACT NSW QLD  
27% 47% 35% 67% 40% 40% 60% 60%

Sky

WA SA TAS VIC NT ACT NSW QLD  
31% 47% 35% 67% 40% 40% 60% 60%

**AHA Response.**

It has been difficult in obtaining the information needed to update the table, those who can best assist are away or very busy. The following are best estimates but we should be able to get more accurate figures for the final determination.

- (2) Paragraph 2.6 of the existing determination gives an outline of how the collective bargaining negotiations were to operate:

Apart from expanding the negotiations beyond wagering and racing broadcasting services, would you please confirm that this is how the negotiations will continue to operate.

**AHA Response.**

Yes the process will be the same.

- (3) How many and what types of disputes have been dealt with under the dispute resolution process? Has it been effective?

**AHA Response.**

There has been no formal use of the dispute resolution process but the AHA is firmly of the view that its very existence has led to informal dispute resolution.

- (4) Can you confirm that it is the intention that the collective bargaining groups will be formed within an AHA Division (ie. within a State/Territory) and not across AHA Divisions.

**AHA Response.**

The AHA operates by way of its Divisions and it is the Divisions that will be the collective bargaining groups.

**Hank Spier**  
**(on behalf of the AHA)**