

**Atkin, Hew**

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**From:** Tim.D.Moore [REDACTED]  
**Sent:** Friday, 17 June 2011 12:08 PM  
**To:** Atkin, Hew  
**Subject:** Fw: Football Queensland Limited - exclusive dealing notification N93402 [SEC=UNCLASSIFIED]

Good Afternoon Hew,

My name is Tim Moore, and I am the president of the Kangaroo Point Rovers Football Club, and have been for the past 2 years. Sorry for the lateness of my reply, but I would however like to disclose my opinion on this subject and how it affects my club.

I have been lead to understand that there are two issues at play, firstly the Exclusive dealing, which forces Queensland Football Clubs to purchase from a set of suppliers, and secondly, Third Line Forcing, whereby those suppliers must purchase the Q Logo's from a set supplier at an inflated cost.

From a clubs point of view, which I believe is the most important in all of this, both of these issues place a massive drain on our Volunteers, who effectively make Football Queensland happen, by running our clubs without charge to ensure the development of players is maximised. This scheme increases the administrative burden upon our Volunteers, but does not increase the safety, quality or enjoyment for our members. This scheme forces us to use certain suppliers, and we are at a mercy to their prices, and in such a small market place we will use these suppliers to purchase other stock in order to garner their favour, as opposed to searching for a cheaper or more quality alternative.

Whilst the scheme could operate well in theory, the practical application in the marketplace as it stands leads to many inefficiencies in competition as the assumption that clubs will only purchase "teamwear" from the suppliers is not true. Clubs need many other items including merchandise and training materials to run a club that provides better safety, quality and enjoyment to its members, and with this exclusive dealing notification we are being channeled to use a preferred supplier

I understand that Football Queensland generate revenue from the businesses who supply "Teamwear", and that they use these funds for the betterment of Football in Queensland. However, surely there is a better way to generate this revenue rather than the Teamwear program. A simple increase of the levy they charge upon each registration would not be any more than \$5 per person, and would therefore share the cost with the people who are running the game, and allow the Volunteers to focus on provide better services to their members and local community.

I believe such an initiative as above would lead to a better outcome for clubs (generate more profit from sales), players (better quality, and more choice of teamwear), and volunteers (less administrative burden) on the whole.

Kind regards

Tim Moore, President Kangaroo Point Rovers

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