



**Australian
Competition &
Consumer
Commission**

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Our Ref: C2011/660
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6 October 2011

Mr Hank Spier
Principal
Spier Consulting P/L
4 Waller Crescent
CAMPBELL ACT 2612

By email: spierconsulting@netspeed.com.au

Dear Mr Spier

**Application for authorisation A91269 lodged by the Newsagents
Association of NSW & ACT Ltd - final determination**

The Australian Competition and Consumer Commission (the ACCC) has issued a determination in respect of the application for authorisation lodged by the Newsagents Association of NSW and ACT (NANA) on 1 August 2011.

A copy of the ACCC's determination is attached, including a summary of its reasons. For the reasons set out in its determination, the ACCC has decided to grant authorisation for five years. The ACCC's assessment is set out in Chapter 4 of its determination.

Application for review

Pursuant to section 101 of the *Trade Practices Act 1974*, a person dissatisfied with this determination may apply to the Australian Competition Tribunal (Tribunal) for its review. An application for review must be made within 21 days of the date of this determination; that is, on or before 27 October 2011. If no application to review is lodged by this date, the ACCC's determination will come into force on 28 October 2011.

An application for review of the ACCC's determination should be lodged directly with the Tribunal. The Tribunal is a separate body from the ACCC and is located within the Federal Court of Australia.

For further information about the process involved in reviewing decisions in the Australian Competition Tribunal please refer to the Tribunal's website located at <http://www.competitiontribunal.gov.au/>.

When authorisations expire

Authorisation A91269 will expire on 28 October 2016.

Towards the end of the period of authorisation, the holders of an authorisation may either:

- apply for a new authorisation for the conduct or apply to revoke and substitute the existing authorisation or
- stop the conduct (unless they consider that the conduct no longer risks breaching the Act).

Upon receipt of an application for 'reauthorisation', the ACCC will assess the arrangements afresh – namely, it conducts a public consultation process to help assess the public benefits and public detriments that are likely to result from the arrangements.

While the ACCC will consider any application for 'reauthorisation' based on the circumstances at that time, in many cases, this assessment can be informed by whether the proposed public benefits and potential detriments were realised during the previous term of authorisation.

Should NANA consider it likely that it will seek 'reauthorisation' of the collective bargaining arrangements in the future, the ACCC expects NANA to collect evidence of the public benefit and detriment outcomes produced by the arrangements during the period of authorisation. For example, evidence of improved input into contracts by newsagents, transaction cost savings and reductions in information asymmetries resulting from authorisation.

Such information should then be provided to the ACCC in support of any future application for reauthorisation.

This letter has been placed on the ACCC's public register. If you wish to discuss any aspect of this matter, please do not hesitate to contact Gina D'Ettorre on 03 9290 1483.

Yours sincerely



Susan Philp
A/g General Manager
Adjudication Branch