

Form GA

Commonwealth of Australia

Competition and Consumer Act 2010 — section 93AB

NOTIFICATION OF COLLECTIVE BARGAINING

This form is to be completed by applicants proposing to engage in collective bargaining arrangements.

In lodging this form, applicants must include all information, including supporting evidence that they wish the Commission take into account in assessing their notification.

Where there is insufficient space on this form to furnish the required information, the information is to be shown on separate sheets, numbered consecutively and signed by or on behalf of the applicant.

Protection provided by the notification extends only to the collective bargaining arrangements described in the form.

To the Australian Competition and Consumer Commission:

Notice is hereby given under section 93AB of the *Competition and Consumer Act 2010* of intention to make, or to propose to make, a contract containing a provision of the kind referred to in paragraph 45 (2) (a) of that Act.

PLEASE FOLLOW DIRECTIONS ON BACK OF THIS FORM

Section A – general information

1. Applicant

(a) Name of the applicant:

BFC Stores Pty Ltd (ACN 127 825 727) (“BFC”)

The franchisees of the franchise system and associate member of the franchise system (“**Associate Member**”) whose consents are provided in Schedule 3.

(b) Description of business carried on by the applicant:

BFC in its own right and through franchisees operates a chain of Paint and Decorator Stores that provide expertise to both retail customers and trade painters Australia wide.

The Associate Member of the franchise system operates an independent paint and decorator store that provides expertise to both retail customers and trade painters in South Melbourne, utilising a similar system to the BFC franchise system.

BFC owned stores, franchisee owned stores and the Associate Member retail architectural and decorative paint and coatings products and related accessory products to customers in Australia.

The various stores are categorised into BFC owned stores, franchisee owned stores and the Associate Member store.

- (c) Is the representative of the applicant lodging the notice a trade union, an officer of a trade union or a person acting on the direction of a trade union?

No.

- (d) Address in Australia for service of documents on the applicant:

c/- Peter van Rompaey
Partner
HWL Ebsworth Lawyers
PO Box 3 Collins Street West
Melbourne Victoria 8007

2. Lodged on behalf of

- (a) Provide names and addresses of all persons on whose behalf the notification is lodged and who propose to participate in the collective bargaining arrangements:

BFC Stores Pty Ltd (ACN 127 825 727) of 390B Queens Parade, Clifton Hill, VIC 3068 on behalf of its BFC owned stores.

The names and addresses of the franchisees and Associate Member are provided in Schedule 2.

- (b) Provide proof of the consent of each of the persons listed at 2 (a) above agreeing to the lodgement of the notification on their behalf:

BFC has signed this notification form on page 6.

Each of the franchisees and Associate Member identified in Schedule 2 have provided their consent to the lodgement of the notification on their behalf and these are attached in Schedule 3.

- (c) Provide the following information relating to a notification:

- (i) Does this notification relate to a notification previously lodged with the Australian Competition and Consumer Commission and for which a concessional fee is claimed?

Yes.

- (ii) details of the first-mentioned notification, including but not limited to:

- (A) the name of the applicant; and
(B) the date the notification was said to be lodged; and
(C) if known or applicable — the registration number allocated to that collective bargaining notification.

BFC Stores Pty Ltd (ACN 127 825 727) is the applicant of the initial notification. The initial notification was lodged by BFC and related to an arrangement between BFC and 3M Australia Pty Ltd. An additional 46 notifications (including this notification) were lodged for similar arrangements which concern conduct in the same market and for which a concessional fee is claimed.

All 47 related notifications were lodged on the same date being, 6 October 2011.

At this stage, no registration number is known.

Section B – collective bargaining arrangements

3. Proposed collective bargaining arrangements

- (a) Provide: the name and address of the target; the name, position and telephone contact details of an appropriate contact at the target; and a description of the business carried on by the target:

The target business is Bostik Australia Pty Ltd of 51-71 High Street, Thomastown, VIC, 3074 **(the Target)**.

Contact Person: Ms Deborah Marsh
National Account Manager
Ph: (03) 9279 9222

The Target has a diversity of technologies for many industries and markets including: adhesives, sealants, coatings, insulation, accessories and more.

- (b) Provide a description of the goods or services which the participants of the collective bargaining arrangements (listed at 2 (a) above) propose to supply to or acquire from the target:

See Schedule 4 for list of products **(the Products)**

- (c) Do the participants of the proposed collective bargaining arrangements (see 2 (a) above) reasonably expect to make one or more contracts with the target about the supply to or acquisition from the target of one or more of the goods or services (listed at 3 (b) above)?

Yes.

- (d) In relation to (c) above, provide details of the basis upon which that expectation is held including details of past contracts with the target:

BFC entered into a contract with the Target in May 2009 for the supply of the Products.

- (e) Do the participants of the collective bargaining arrangements (listed at 2 (a) above) reasonably expect that contractual payments between the target and each participant will not exceed \$3 million (or any other amount prescribed by regulation) in any 12 month period, and on what basis?

Yes, BFC expects that the contractual payments between the Target and each participant will not exceed \$3 million in any 12 month period. This is based on:

- (i) previous experience and the historical volumes BFC stores have purchased in the past; and
(ii) forecasted supplier sales and rebate figures.

- (f) In relation to (e) above provide an estimation of the contractual payments expected between the target and each participant in relation to the goods and services (listed at 2 (a) above):

BFC reasonably expects that total contractual payments between the target and each participant will not exceed \$3,000,000.00.

- (g) Provide a description of the collective bargaining arrangements proposed including, but not limited to:
- (i) the process by which participants propose to undertake collective bargaining with the target; and
 - (ii) the type of terms and conditions expected to be negotiated in collective bargaining arrangements (for example: price; non-price conditions of supply such as contract periods etc); and
 - (iii) details of any dispute resolution procedure (if any) proposed between participants throughout the collective bargaining process; and
 - (iv) details of any dispute resolution procedure (if any) proposed between participants and the target throughout the collective bargaining process; and
 - (v) details of any dispute resolution procedure (if any) proposed to deal with disputes throughout the term of contracts entered into with the target; and
 - (vi) details of proposed commencement and duration of contracts to be negotiated with the target:

See Schedule 1 for details.

- (h) Identify any parts of the proposed collective arrangements described in 3 (g) which relate to possible price agreements:

BFC, through its BFC owned stores, the franchisee owned stores and the Associate Member, which are all competitors, will act together under a horizontal arrangement, to obtain the best prices for the supply or acquisition of relevant goods or services from the Target. After consultation with a representative group of franchise store owners, BFC proposes to negotiate on behalf of the BFC owned, franchisee owned stores and the Associate Member with the Target in relation to the price at which the BFC owned stores, franchisee owned stores and the Associate Member can be supplied or acquire the Products from the Target for on-supply to Australian consumers. Through that process all of the competitors aim to realise the best price for supply or acquisition.

- (i) Identify any parts of the proposed collective arrangements described in 3 (g) which relate to a possible or proposed exclusionary provision(s), including but not limited to:
- (i) the nature of the proposed or possible exclusionary provision(s) (for example an agreement to withhold supply of the relevant goods or services to the target); and
 - (ii) the circumstances in which the collective bargaining participants would engage in the exclusionary provision(s), including but not limited to:
 - (A) details of the events that would trigger any such activity; and
 - (B) details of the process that would be followed in undertaking any such activity; and
 - (C) details of any proposed period of notice to be given to the target prior to the commencement of such activity; and
 - (D) details of any dispute resolution procedure to be applied or offered to the target prior to the commencement of such activity:

BFC does not propose to engage in conduct which relates to an exclusionary provision.

Section C – public detriments

4. Market definition

Provide a description of the market(s) in which the goods or services described at 3 (b) are supplied or acquired and other affected markets including: significant suppliers and acquirers; substitutes available for the relevant goods or services; any restriction on the supply or acquisition of the relevant goods or services (for example geographic or legal restrictions):

The market in the present notification is the national market for the retailing of architectural and decorative paint and coatings products and related accessory products. The affected suppliers will be the other suppliers of such products and accessories. However, the effect will be negligible considering there is a high number of such suppliers in the market.

5. Public detriments

- (a) What will be the likely effect of the notified conduct on the prices of the goods or services described at 3 (b) above and the prices of goods or services in other affected markets? In answering this question please provide facts and information to support the claims made:

There will be little detriment to the public as a result of this notification, as the market is highly competitive.

There is voluntary participation in this arrangement. The individual stores can choose to individually negotiate directly with suppliers.

- (b) What other detriments may result from the notified conduct? In answering this question please provide facts and information to support the claims made:

None.

Section D – public benefits

6. Public benefit claims

- (a) Provide details of the public benefits resulting or likely to result from the proposed arrangement. In answering this question please provide facts and information to support the claims made:

The proposed conduct is likely to have the following benefits to the public by:

- (i) providing individual stores with access to architectural and decorative paint and coatings accessory products at competitive prices;
- (ii) Australian consumers will benefit from the proposed arrangement as they will obtain lower retail prices for the Products;
- (iii) providing BFC owned stores, franchisee owned stores and the Associate Member with a competitive advantage in the market;
- (iv) there are a large number of suppliers of accessory products for architectural and decorative paint products in the market. The proposed arrangement will facilitate competition in the market, and it may encourage other competitors to offer similar discounts.

~~(v) the BFC franchisees would be new entrants into the market for the retailing of architectural and decorative paint and coatings products and related accessory products.~~

Section E - authority

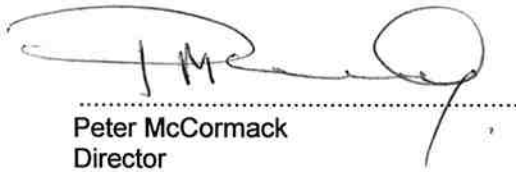
7. Contact details

- (a) Name, contact telephone number and address of person authorised by the notifying parties to provide additional information in relation to this application:

Mr Peter van Rompaey
Partner
HWL Ebsworth Lawyers
PO Box 3 Collins Street West
Melbourne VIC 8007

Dated..... 5/10/11

Signed for and behalf of BFC Stores Pty Ltd (ACN 127 825 727):)
)


.....
Peter McCormack
Director
BFC Stores Pty Ltd

SCHEDULE 1

Under the proposed collective bargaining arrangement, BFC will enter into a Supplier Trading Terms Agreement with the Target.

As mentioned in paragraph 1(b) of this notification, BFC operates a chain of retail stores and the Associate Member operates a retail store that retail architectural and decorative paint and coatings products and related accessory products to Australian customers. The Target is a supplier of such accessory products, namely the Products.

BFC, after consulting with a representative group of its franchisees and the Associate Member, will enter into negotiations with the Target to supply architectural and decorative paint and coating products to the BFC owned stores, franchisee owned stores and the Associate Member on the terms of the Supplier Trading Terms Agreement.

BFC operates the various stores under different arrangements, namely BFC owned stores and franchisee owned stores. The Associate Member operates its store under a similar system to the BFC franchisees however independently of the BFC franchise system. Since each store individually would be unable to reach the scale to compete effectively with large companies, this arrangement serves the purpose of BFC negotiating with the Target to supply related accessory products to the BFC owned stores, franchisee owned stores and the Associate Member at a discounted price. BFC will receive a rebate for this.

This arrangement is beneficial for the individual stores because BFC are able to negotiate for them collectively to achieve economies of scale not available to each specific entity.

Each franchisee and the Associate Member is not compelled to have BFC negotiate on their behalf and would be free to negotiate individually with the supplier at any time.

DIRECTIONS

1. Where the notice is given by or on behalf of a corporation, the name of the corporation is to be inserted in item 1 (a), not the name of the person signing the application and the application is to be signed by a person authorised by the corporation to do so.
2. Describe that part of the applicant's business relating to the subject matter of the contract, arrangement or understanding in respect of which notification is given.
3. A collective bargaining notification can not be lodged by a trade union or a trade union representative.
4. Where the applicant will be a participant in the collective bargaining arrangements (rather than a representative of participants) the name of the applicant must also be included. Where those persons are corporations, list the corporation's name and address.
5. The applicant, in lodging a notification on behalf of others, must obtain their consent to do so and provide proof of that consent.
6. Where the target is a corporation, provide the corporate name.
7. The collective bargaining notification process is only available to parties that reasonably expect to make one or more contracts with the target about the supply or acquisition of goods or services the subject of the notification.
8. The value of the contract to be collectively negotiated between the target and each participant is not to exceed \$3 million (or such other amount as is prescribed by the regulations) per participant in any twelve month period.
9. To the extent that the collective bargaining arrangements have been reduced to writing, provide a true copy of the arrangement. To the extent that the collective bargaining arrangements have not been reduced to writing, provide a full and correct description of the key terms that have not been reduced to writing.
10. In simple terms an exclusionary provision exists where the proposed contract, arrangement or understanding is made by businesses (at least two of whom are competitors) for the purpose of preventing, restricting or limiting the supply of services to particular persons or classes of persons by all or any of the parties to the contract, arrangement or understanding.

In the context of collective bargaining, an exclusionary provision(s) may include contracts, arrangements or understandings (whether currently in existence or to be made or arrived at during the term of the notification) between collective bargaining participants to limit or restrict their dealings with the target including contracts arrangements or understandings to:

- (a) withhold the supply of goods or services from the target; or
- (b) refuse or decline to acquire the goods or services of the target;

whether such conduct was absolute, limited or subject to certain terms or conditions. This is sometimes referred to as a collective boycott.

11. Provide details of the market(s) likely to be affected by the notified conduct, in particular having regard to goods or services that may be substitutes for the good or service that is the subject matter of the notification.
12. The notification must be signed by a person authorised by the applicant to do so.

SCHEDULE 2

Schedule 2

Franchisees	Address
Sandra Pantazopoulos	PO Box 2113, 116 Camooweal Street, MT ISA QLD 4825
Kerry Woodman	P.O. Box 5185, Mackay Mail Centre, 4741
Colin Innes	42 Bourbong Street, BUNDABERG QLD 4670
Malcolm Creamer	48 Kingston Road UNDERWOOD QLD 4119
Jan Van der Kwast	3/21 Kortum Drive, BURLEIGH HEADS QLD 4220
Richard Donnelly	142 Redland Bay Road CAPALABA QLD 4157 1230 Logan Road, MT GRAVATT QLD 4122
Sandra Stevens & Jennifer Dudman	1/42 Spencer Road NERANG QLD 4211
Stewart Conroy	Unit 2, 8 Machinery Drive, TWEED HEADS SOUTH NSW 2486
Tony & Betty-Anne Durheim	43 Zadoc Street LISMORE NSW 2480
John Leehy	228B Harbour Drive, COFFS HARBOUR NSW 2450
Terry Pike & Joy Anthony	79 Hastings River Drive PORT MACQUARIE NSW 2444
Doug White	Cnr Mill Close & Whitbread Street TAREE NSW 2430
Merrill Bruce	89 Boundary Street FORSTER NSW 2428 Shop 3, 320 Pacific Hwy, HORNSBY NSW 2077
David Simpson	14 Northcott Drive KOTARA NSW 2289 Unit 4/274 Macquarie Road, WARNERS BAY NSW 2282 Shop 3, Greenhills Homemaker Centre, 3 Mitchell Drive EAST MAITLAND NSW 2323 84 Port Stephens Drive, TAYLORS BEACH NSW 2316
Ya & Kathy Guo	241 Hillview Lane EASTWOOD NSW 2122
Brian Long	179 The Entrance Road ERINA NSW 2250 1/6 Botham Close CHARMHAVEN NSW 2263
Ken Humphreys	Norwest Homemaker Collection 2-10 Celebration Drive BELLA VISTA, NSW, 2153
Paul Brand	Shop 3, Highway Trade Arthur Kaine Drive PAMBULA NSW 2549
Anthony Mastroianni	Unit 1/33-37 Durgadin Drive, ALBION PARK NSW 2527.
Peter McCormack	427 Swift Street ALBURY NSW 2640
Amber Katsipis	151-153 Wheatsheaf Road GLENROY VIC 3046
Doug Warrell	1 Bridge Street ELTHAM VIC 3095
Michael Dynon	493 Grimshaw Street BUNDOORA VIC 3083
David McCormack	378 Queens Parade CLIFTON HILL VIC 3068
Allan Johnson	500 High Street (Cnr Childs Road) EPPING VIC 3076 1069 Mt Alexander Road ESSENDON VIC 3040
Graham Gardiner	Unit 2A, 881-887 Burwood Highway FERNTRE GULLY VIC 3156
Jeremy Williams	Cnr. Progress St & Princes Hwy DOVETON VIC 3177 Unit 5, 36-44 Lauderdale Road NARRE WARREN, VIC, 3805.
Peter Nord	54 Bailey Street BAIRNSDALE VIC 3875
Chris O'Keefe	58 Serpentine Road ALBANY WA 6330
Stephen Townsend	90 Erindale Road BALCATTWA WA 6021 Lot 6, Sandridge Road BUNBURY WA 6230

SCHEDULE 3

Adjudications Branch
Australian Competition & Consumer Commission

To:

Collective Bargaining Notifications / Authorisation
Franchise Agreement with BFC Stores Pty Ltd

We hereby confirm a franchise agreement / franchise relationship with BFC Stores Pty Ltd.

We also confirm that we consent to the negotiations with supplier target entities and that we have entered into supply agreements with some or all of the following target entities:

- | | |
|--|---|
| 1. SM Australia Pty Ltd | 2. Australian Brushware Corporation Pty Ltd |
| 3. Bondall Pty Ltd | 4. Bostik Australia Pty Ltd |
| 5. C & A Brushware Pty Ltd | 6. Campbells Wholesale Pty Ltd |
| 7. Colourtrend Paints Pty Ltd | 8. Dispose-A-Tray Products Pty Ltd |
| 9. Dominion Plastic Industries Pty Ltd | 10. Duralux Paint Pty Ltd |
| 11. Dymark Australia Pty Ltd | 12. Easy Way Wholesalers |
| 13. Eurowalls | 14. Express Rollers Australia Pty Ltd |
| 15. G James Glass & Aluminium Pty Ltd | 16. Hartman Pacific Pty Ltd /as Gorilla Ladders |
| 17. GPI Automotive Products Pty Ltd | 18. Hichem Pty Ltd |
| 19. Hills Industries Ltd | 20. Hume Internationale |
| 21. Irwin Industrial Tool Company Pty Ltd | 22. K & H Surface Technologies Pty Ltd |
| 23. Ladder Solutions Pty Ltd | 24. Lifestyle Australia Pty Ltd |
| 25. Liquid Technologies Pty Ltd | 26. Metro Agencies International |
| 27. Nilfisk-Advance Pty Ltd | 28. Oldfields Pty Ltd |
| 29. Orica Australia Pty Ltd | 30. PPG Industries Australia Pty Ltd |
| 31. Philliro Industries Pty Ltd | 32. Quantum Timber Finishes Pty Ltd |
| 33. Rechochem Inc | 34. Red Devil (Australia) Pty Ltd |
| 35. Resene Paints Australia | 36. Rokset Industries Pty Ltd |
| 37. Saint-Gobain Abrasives Pty Ltd | 38. Sella Pty Ltd |
| 39. Sequence Australia Unit Partnership | 40. Tenaru Timber & Finishes Pty Ltd |
| 41. Tapes Pacific Pty Ltd T/as Stylus Tapes | 42. Swepdr International Pty Ltd |
| 43. The Brilliant Group | 44. The Flood Company Australia Pty Ltd |
| 45. Timhemata Products | 46. Uni-Pro Painting Equipment Pty Ltd |
| 47. Vipond's Paints Pty Ltd | 48. Vision Wallcoverings (Australia) Pty Ltd |
| 49. Wagner Spraytech (Australia) Pty Ltd | 50. Zinsser Asia Pacific Pty Ltd |

We consent to the lodgement of a Collective Bargaining Notification/Authorisation on our behalf in relation to the above supplier target entities.

Executed by the network participant

Signed: A. MASTRODIANNI

Insert Name: A. MASTRODIANNI

Company/Business Name: A & R PAINT DISTRIBUTORS



Adjudications Branch
Australian Competition & Consumer Commission

To:

Collective Bargaining Notifications / Authorisation
Franchise Agreement with BFC Stores Pty Ltd

We hereby confirm a franchise agreement / franchise relationship with BFC Stores Pty Ltd.

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- | | |
|--|---|
| 1. 3M Australia Pty Ltd | 2. Australian Brushware Corporation Pty Ltd |
| 3. Bondall Pty Ltd | 4. Bostik Australia Pty Ltd |
| 5. C & A Brushware Pty Ltd | 6. Campbells Wholesale Pty Ltd |
| 7. Colourtrend Paints Pty Ltd | 8. Dispose-A-Tray Products Pty Ltd |
| 9. Domirion Plastic Industries Pty Ltd | 10. Duralux Paint Pty Ltd |
| 11. Dymarc Australia Pty Ltd | 12. Easy Way Wholesalers |
| 13. Eurowalls | 14. Express Rollers Australia Pty Ltd |
| 15. G James Glass & Aluminium Pty Ltd | 16. Hartman Pacific Pty Ltd /as Gorilla Ladders |
| 17. GPI Automotive Products Pty Ltd | 18. Hichem Pty Ltd |
| 19. Hills Industries Ltd | 20. Hume Internationale |
| 21. Irwin Industrial Tool Company Pty Ltd | 22. K & H Surface Technologies Pty Ltd |
| 23. Ladder Solutions Pty Ltd | 24. Lifestyle Australia Pty Ltd |
| 25. Liquid Technologies Pty Ltd | 26. Metro Agencies International |
| 27. Nilfisk-Advance Pty Ltd | 28. Oldfields Pty Ltd |
| 29. Orica Australia Pty Ltd | 30. PPG Industries Australia Pty Ltd |
| 31. Phillro Industries Pty Ltd | 32. Quantum Timber Finishes Pty Ltd |
| 33. Rechochem Inc | 34. Red Devil (Australia) Pty Ltd |
| 35. Resene Paints Australia | 36. Rokset Industries Pty Ltd |
| 37. Saint-Gobain Abrasives Pty Ltd | 38. Selloys Pty Ltd |
| 39. Sequence Australia Unit Partnership | 40. Tenaru Timber & Finishes Pty Ltd |
| 41. Tapes Pacific Pty Ltd T/as Stylus Tapes | 42. Swepdri International Pty Ltd |
| 43. The Brilliant Group | 44. The Flood Company Australia Pty Ltd |
| 45. Timbermate Products | 46. Uni-Pro Painting Equipment Pty Ltd |
| 47. Vipond's Paints Pty Ltd | 48. Vision Wallcoverings (Australia) Pty Ltd |
| 49. Wagner Spraytech (Australia) Pty Ltd | 50. Zinsser Asia Pacific Pty Ltd |

We consent to the lodgement of a Collective Bargaining Notification/Authorisation on our behalf in relation to the above supplier target entities.

Executed by the network participant

Signed: 

Insert Name: DAVID MCCORMACK

Company/Business Name: Kennecott Holdings P/L

(Albury + Clifton Hill)



Adjudications Branch
Australian Competition & Consumer Commission

To:

Collective Bargaining Notifications / Authorisation
Franchise Agreement with BFC Stores Pty Ltd

We hereby confirm a franchise agreement / franchise relationship with BFC Stores Pty Ltd,

We also confirm that we consent to the negotiations with supplier target entities and that we have entered into supply agreements with some or all of the following target entities:

- | | |
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| 5. C & A Brushware Pty Ltd | 6. Campbells Wholesale Pty Ltd |
| 7. Colourtrend Paints Pty Ltd | 8. Dispose-A-Tray Products Pty Ltd |
| 9. Dominion Plastic Industries Pty Ltd | 10. Duralex Paint Pty Ltd |
| 11. Dymark Australia Pty Ltd | 12. Easy Way Wholesalers |
| 13. Eurowalls | 14. Express Rollers Australia Pty Ltd |
| 15. G James Glass & Aluminium Pty Ltd | 16. Hartman Pacific Pty Ltd /as Gorilla Ladders |
| 17. GPI Automotive Products Pty Ltd | 18. Hicem Pty Ltd |
| 19. Hills Industries Ltd | 20. Hume Internationale |
| 21. Irwin Industrial Tool Company Pty Ltd | 22. K & H Surface Technologies Pty Ltd |
| 23. Ladder Solutions Pty Ltd | 24. Lifestyle Australia Pty Ltd |
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| 27. Nilisk-Advance Pty Ltd | 28. Oldfielde Pty Ltd |
| 29. Orca Australia Pty Ltd | 30. PPG Industries Australia Pty Ltd |
| 31. Philiro Industries Pty Ltd | 32. Quantum Timber Finishes Pty Ltd |
| 33. Rechochem Inc | 34. Red Devil (Australia) Pty Ltd |
| 35. Resona Paints Australia | 36. Rokset Industries Pty Ltd |
| 37. Saint-Gobain Abrasives Pty Ltd | 38. Sallaya Pty Ltd |
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| 41. Tapes Pacific Pty Ltd /as Stylus Tapes | 42. Swapdri International Pty Ltd |
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| 45. Timbermate Products | 46. Uni-Pro Painting Equipment Pty Ltd |
| 47. Vipond's Paints Pty Ltd | 48. Vision Wallcoverings (Australia) Pty Ltd |
| 49. Wagner Spraytech (Australia) Pty Ltd | 50. Zinsser Asia Pacific Pty Ltd |

We consent to the lodgement of a Collective Bargaining Notification/Authorisation on our behalf in relation to the above supplier target entities.

Executed by the network participant

Signed: [Signature]

Insert Name: bby bby

Company/Business Name: BRISTOL DECORATOR CENTRE
228B HARBOUR DR. COFFS HARBOUR
PHONE: (02) 6651 3451
FAX: (02) 6651 5615

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61266515615



Adjudications Branch
Australian Competition & Consumer Commission

To:

Collective Bargaining Notifications / Authorisation
Franchise Agreement with BFC Stores Pty Ltd

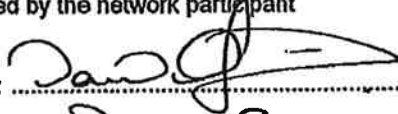
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| 13. Eurowalls | 14. Express Rollers Australia Pty Ltd |
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| 47. Vipond's Paints Pty Ltd | 48. Vision Wallcoverings (Australia) Pty Ltd |
| 49. Wagner Spraytech (Australia) Pty Ltd | 50. Zinsser Asia Pacific Pty Ltd |

We consent to the lodgement of a Collective Bargaining Notification/Authorisation on our behalf in relation to the above supplier target entities.

Executed by the network participant

Signed: 

Insert Name: DAVID SIMPSON

Company/Business Name: Hunter Paint Specialists

Kotara, Warners Bay, East Maitland, Taylors Beach.

Adjudications Branch
 Australian Competition & Consumer Commission

To:

Collective Bargaining Notifications / Authorisation
 Franchise Agreement with BFC Stores Pty Ltd


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| 17. GPI Automotive Products Pty Ltd | 18. Hichem Pty Ltd |
| 19. Hills Industries Ltd | 20. Hume Internationale |
| 21. Irwin Industrial Tool Company Pty Ltd | 22. K & H Surface Technologies Pty Ltd |
| 23. Ladder Solutions Pty Ltd | 24. Lifestyle Australia Pty Ltd |
| 25. Liquid Technologies Pty Ltd | 26. Metro Agencies International |
| 27. Nilisk-Advance Pty Ltd | 28. Oldfields Pty Ltd |
| 29. Orica Australia Pty Ltd | 30. PPG Industries Australia Pty Ltd |
| 31. Phillro Industries Pty Ltd | 32. Quantum Timber Finishes Pty Ltd |
| 33. Rechochem Inc | 34. Red Devil (Australia) Pty Ltd |
| 35. Reesne Paints Australia | 36. Rocket Industries Pty Ltd |
| 37. Saint-Gobain Abrasives Pty Ltd | 38. Salloys Pty Ltd |
| 39. Sequence Australia Unit Partnership | 40. Tenaru Timber & Finishes Pty Ltd |
| 41. Tapes Pacific Pty Ltd t/as Stylus Tapes | 42. Swepdri International Pty Ltd |
| 43. The Brilliant Group | 44. The Flood Company Australia Pty Ltd |
| 45. Timbermate Products | 46. Uni-Pro Painting Equipment Pty Ltd |
| 47. Vipond's Paints Pty Ltd | 48. Vielon Wallcoverings (Australia) Pty Ltd |
| 49. Wagner Spraytech (Australia) Pty Ltd | 50. Zinsser Aela Pacific Pty Ltd |

We consent to the lodgement of a Collective Bargaining Notification/Authorisation on our behalf in relation to the above supplier target entities.

Executed by the network participant

Signed: 
 Insert Name: A TONY CULLO
 Company/Business Name: Bristol Custoware

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We also confirm that we consent to the negotiations with supplier target entities and that we have entered into supply agreements with some or all of the following target entities:

- | | |
|--|---|
| 1. 3M Australia Pty Ltd | 2. Australian Brushware Corporation Pty Ltd |
| 3. Bondell Pty Ltd | 4. Bostik Australia Pty Ltd |
| 5. C & A Brushware Pty Ltd | 6. Campbells Wholesale Pty Ltd |
| 7. Colourtrend Paints Pty Ltd | 8. Dispose-A-Tray Products Pty Ltd |
| 9. Dominion Plastic Industries Pty Ltd | 10. Duralox Paint Pty Ltd |
| 11. Dymark Australia Pty Ltd | 12. Easy Way Wholesalers |
| 13. Eurowalls | 14. Express Rollers Australia Pty Ltd |
| 15. G James Glass & Aluminium Pty Ltd | 16. Hartman Pacific Pty Ltd /as Gorilla Ladders |
| 17. GPI Automotive Products Pty Ltd | 18. Hichem Pty Ltd |
| 19. Hills Industries Ltd | 20. Hume Internationale |
| 21. Irwin Industrial Tool Company Pty Ltd | 22. K & H Surface Technologies Pty Ltd |
| 23. Ladder Solutions Pty Ltd | 24. Lifestyle Australia Pty Ltd |
| 25. Liquid Technologies Pty Ltd | 26. Metro Agencies International |
| 27. Nilfisk-Advance Pty Ltd | 28. Oldfields Pty Ltd |
| 29. Orica Australia Pty Ltd | 30. PPG Industries Australia Pty Ltd |
| 31. Philiro Industries Pty Ltd | 32. Quantum Timber Finishes Pty Ltd |
| 33. Resochem Inc | 34. Red Devil (Australia) Pty Ltd |
| 35. Resene Paints Australia | 36. Rokeef Industries Pty Ltd |
| 37. Saint-Gobain Abrasives Pty Ltd | 38. Solleys Pty Ltd |
| 39. Sequence Australia Unit Partnership | 40. Tenaru Timber & Finishes Pty Ltd |
| 41. Tapes Pacific Pty Ltd T/as Stylus Tapes | 42. Swepdril International Pty Ltd |
| 43. The Brilliant Group | 44. The Flood Company Australia Pty Ltd |
| 45. Timbermate Products | 46. Uni-Pro Painting Equipment Pty Ltd |
| 47. Vipond's Paints Pty Ltd | 48. Vision Wallcoverings (Australia) Pty Ltd |
| 49. Wagner Spraytech (Australia) Pty Ltd | 50. Zinsser Asia Pacific Pty Ltd |

We consent to the lodgement of a Collective Bargaining Notification/Authorisation on our behalf in relation to the above supplier target entities.

Executed by the network participant

Signed: *[Signature]*

Insert Name: *Merrill Bruce*

Company/Business Name: *PHDF PTY LTD*

BRISTOL HORNBY
BRISTOL FORSTER