

**Ransom, Hannah**

---

**From:** Hartcher-O'Brien, Imogen  
**Sent:** Monday, 17 October 2011 4:38 PM  
**To:** 'michael@colourtrend.com'  
**Cc:** Philp, Susan; Ransom, Hannah; 'robert@colourtrend.com'  
**Subject:** RE: Collective Bargaining Notifications CB00157 - CB00203 lodged by BFC Stores Pty Ltd [SEC=IN-CONFIDENCE]

**Follow Up Flag:** Follow up

**Flag Status:** Completed

**Security Classification:** ~~IN-CONFIDENCE~~

**From:** Michael Affleck [mailto:michael@colourtrend.com]

**Sent:** Monday, 17 October 2011 4:09 PM

**To:** Adjudication

**Cc:** Robert Fortunato

**Subject:** Collective Bargaining Notifications CB00157 - CB00203 lodged by BFC Stores Pty Ltd

Dear sir / Madam,

Re Collective Bargaining Notifications CB00157 - CB00203 lodged by BFC Stores Pty Ltd

Colourtrend Paints (Aust) Pty Ltd is a small boutique manufacturer of high quality architectural and decorative paint products for distribution throughout Australia.

Colourtrend Paints is not opposed to this request by the BFC group for collective bargaining as we believe that both the BFC member stores and the end users will benefit from this arrangement as follows:-

- Ensure that the BFC group can buy as a collective entity thus enabling Colourtrend Paints to provide a better buying prices resulting for economy of scale savings in larger production runs and dispatch.
- Colourtrend Paints welcomes the opportunity to negotiate trading terms on a group basis thus making our products available to larger target market of paint specialist stores.
- Both the BFC group member stores and Colourtrend can still negotiate on an individual basis where required
- Through improved buying prices the BFC stores will remain more competitive with the larger paint retailers throughout Australia.
- Increased competitor within the both the trade and retail markets will result in more competitive pricing.

We would are available to discuss our above comments at the ACCC convenience

Regards

Michael Affleck

Colourtrend Paints (Aust) Pty Ltd

25/10/2011