

RESTRICTION OF PUBLICATION OF PART CLAIMED

prizes to players
profits to hospitals
support for sport



24-25 Greenhill Road Wayville SA 5034
GPO Box 2277 Adelaide SA 5001
T +61 8 8208 4100
F +61 8 8208 4323
www.salotteries.com.au

19 October 2011

The General Manager
Adjudication Branch
Australian Competition and Consumer Commission
GPO Box 3131
Canberra ACT 2601

Dear Sir/Madam

I refer to your letter dated 12 October 2011 addressed to the Chief Executive advising of the collective bargaining notification lodged by the Australian Newsagent's Federation Ltd on behalf of its South Australian members conducting an SA Lotteries' agency.

SA Lotteries has no objection to the fundamental concept of collective bargaining with the members of the Australian Newsagents' Federation Ltd.

In the accompanying email to the collective bargaining notification, the ACCC has requested additional information in relation to SA Lotteries' agency network. I advise as follows:

1. The classification of agents is:

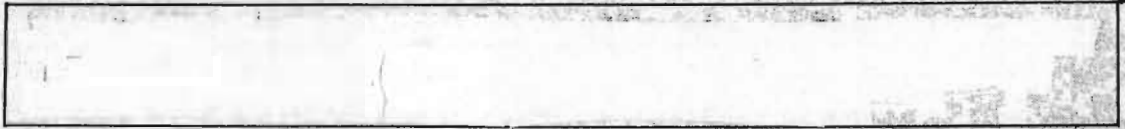
RETAIL	Number of Agents September 2011
Head Office	1
Newsagencies	190
Kiosks	16
Supermarkets	32
Delicatessens	40
Chemists	30
Convenience Stores	11
Other	16
TOTAL RETAIL	336
LICENSED	
Casino	1
Hotels	184
Clubs	33
TOTAL LICENSED	218
SA TAB	164
TOTAL	718



RESTRICTION OF PUBLICATION OF PART CLAIMED

**EXCLUDED FROM
PUBLIC REGISTER**

2.



3. The commission paid to all agents is 7% for all games except Keno which attracts a 9% commission on the base game and 7% on Keno Coin Toss (add on game).

Yours faithfully

A handwritten signature in black ink, appearing to read 'DAVID HARDY', written over a large, faint watermark or ghosted signature.

DAVID HARDY
GENERAL MANAGER – LEGAL AND RISK MANAGEMENT/COMPANY SECRETARY