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**Dr Richard Chadwick
General Manager-Adjudication
ACCC
GPO Box 3131
Canberra City ACT 2601**

6 June 2013

Dear Sir,

Queensland Newsagents Federation (QNF) application for authorisation A91353-draft determination.

I represent QNF.

QNF welcomes the draft determination which proposes to authorise collective bargaining by QNF with the Tatts (Golden Casket) Group.

There are **two** points, however, that QNF asks the ACCC to reconsider.

- The ACCC in its determination excludes “the terms and conditions” of new GC outlets.

The Applicant requests that the ACCC modify the exclusion in order to clarify the situation and to ensure that the exclusion cannot be misconstrued.

QNF strongly submits that the issue of whether or not there is to be a new agency granted by Tatts should be an issue where QNF can represent its members. The test of new agencies is essentially that a new agency will generate new business. This is of interest to both QNF members who seek a new agency and to those QNF members who are an existing agent located near a proposed new agency. QNF should be able to negotiate on behalf of either. This should not cause any delay, Tatts can choose to ignore QNF submissions or not.

The test of the generation of new business is an issue of fact and QNF should be able to get involved. In fact QNF would wish to co operate with Tatts to set guidelines on

the criteria for the appointment of new agencies. QNF has had issues where the Tatts criteria appears to be somewhat ad hoc.

QNF is not seeking to get involved in the actual commercial deal that surrounds a new agency, just the circumstances of the selection of new agencies.

Hence QNF asks that the exclusion in the draft should exclude issues in relation to the actual appointment process of a new agency.

- The ACCC, in its draft, declines to authorise ‘issues that arise from time to time that are currently unforeseen’.

QNF understands the ACCC position but points out that unexpected issues do arise from time to time and seeking a variation to the authorisation is not appropriate for a rapid response. QNF asks that the ACCC consider some formula for this eventuality. The ACCC accepts new members but not new issues.

QNF suggests that the authorisation cover new issues that are notified to the ACCC and Tatts and if Tatts does not object or the ACCC does not object it is covered by the authorisation. Should the ACCC or Tatts object QNF will need to apply for a minor variation or new authorisation.

QNF understands that this submission will be placed on the ACCC Public Register.

Yours truly,

A handwritten signature in black ink, appearing to read "Hank Spier". The signature is written in a cursive, flowing style.

Hank Spier