

Pfitzner, Laura

From: hank spier <spierconsulting@netspeed.com.au>
Sent: Wednesday, 26 February 2014 6:08 AM
To: Philp, Susan
Cc: spierconsulting@netspeed.com.au
Subject: ANF APPLICATION FOR COLLECTIVE BARGAINING - Comments by SHOPPING CENTRE COUNCIL OF AUSTRALIA

Dear Susan,

You forwarded the letter of 19 February from the SSCA requesting further information about the issue of collective bargaining by newsagents in relation to commercial landlords. The SSAC requests further information about the "sort of arrangements has in mind and the matters on which the ANF proposes to bargain collectively with " commercial landlords" and " shopping centres landlords". You sought ANF response by today.

The ANF wishes to collectively deal negotiate with commercial landlords in relation to rents and terms and conditions, including the issue of the apparent differentials between small newsagents and large tenants and even franchise newsagents marketing groups. Individual newsagents find it difficult to deal with landlords despite the existence of retail leases legislation in most jurisdictions.

ANF can at present represent members in individual commercial leasing issue and will continue to do so. What the authorisation will allow is collective negotiation on behalf of multiple members or members generally with commercial landlords.

It is, off course, up to a commercial landlord to accept any collective bargaining.

It may even be that the ANF might wish to collectively negotiate with the SSCA but we doubt that the SSCA can bind its members, However there is a case for the ANF to open up dialogue with the SSCA as a prelude to any collective bargaining with relevant commercial landlords.

The SSCA makes the point that many newsagents are outside the shopping centres and that is correct. In the experience of the ANF such situations involve smaller individual landlords who do not deal with more than one newsagent and collective bargaining may not be appropriate.

ANF members feel totally at a loss when dealing with major commercial landlords and want assistance from the ANF.

It is likely that the ANF will only seek collectively bargain with a limited number of SSCA members but it is not possible to specify those at this point in time.

Hank Spier