

## **Pfitzner, Laura**

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**From:** Adjudication  
**Sent:** Wednesday, 26 February 2014 10:44 AM  
**To:** Philp, Susan  
**Subject:** FW: ANF Application to ACCC [SEC=UNCLASSIFIED]

**Security Classification:**  
UNCLASSIFIED

**From:** josie and kevin mccann [<mailto:grovedaleneagency@live.com>]  
**Sent:** Tuesday, 25 February 2014 7:50 PM  
**To:** Adjudication  
**Subject:** ANF Application to ACCC

Dear Sirs,

We own and operate, as a family business, a medium sized Authorised Newsagency, LPO & Tattersalls business in regional Victoria.

In respect of the application to the ACCC by the Australian Newsagents Federation (ANF) to bargain collectively on behalf of newsagent members' we consider ourselves to be an interested party.

We object, most strenuously, to this application and supplicate you to consider the application in the negative.

The following issues form the basis for our position on this matter.

Many authorised newsagents are not members of the ANF or it's state affiliates.

Many newsagents already have other, efficient, arrangements for the cost effective supply of products and services.

The original charter of the ANF and its affiliates is to represent newsagents' interests in regard to policies of major suppliers and policy makers (eg publishers, magazine distributors and statutory authorities).

The track record of ANF and its affiliates in dealing effectively with these entities is relatively poor. They are suffering declining membership as a result of diminished relevance.

The ANF and it's affiliates have in the past used member meetings and communication channels to preferentially promote particular goods and services, which have in turn been revealed not to be as cost effective (eg power, telecoms, insurances) as what a competent and savvy newsagent can negotiate as a single party.

The employed staff and management of the ANF and it's affiliates have not proven themselves to be competent or qualified to act on behalf of newsagents in respect of choosing appropriate suppliers or negotiating effective pricing.

There are several incidents in the past where ANF executive and governance officers have recommended preferential suppliers of goods and services, when in fact use of these goods or service suppliers has proven to be detrimental to the newsagent.

As there already several buying/ marketing groups effectively representing newsagents in the market allowing an additional, and indeed a less capable collective representative, will cause industry disruption, confusion and fragmentation.

The strict definition of the authenticity of a newsagent, is dynamic and rapidly changing. Many businesses who promote themselves as newsagents do not actually have agency agreements from news publishers. Many self titled newsagents are actually specialist retailers who stock paper based products and only refer to themselves as newsagents for spurious historical reasons. Never the less they perpetuate this inappropriate illusion by attaching themselves to the ANF and /or its state affiliates. By approving the ANF to negotiate on their behalf there is a risk of further enabling a misrepresentation which would be to the disadvantage of unaligned, authentic newsagents.

In summary the purpose of the ANF and it's affiliates is not to act as buying group, but rather as an industrial and policy representative . The buying function is best left to bona fide and competent commercial organisations, of which there are already a wide range of choices in the market place.

We hope that you will consider this application from all dimensions and make a decision which best supports individual authentic newsagents who are capable and willing of operating their businesses in a free and open market.

Yours faithfully

Josie & Kevin McCann  
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