

## Wright, Belinda

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**From:** Robert J Nuss <[robertjnuss@nuss.com.au](mailto:robertjnuss@nuss.com.au)>  
**Sent:** Thursday, 21 December 2017 3:52 PM  
**To:** Adjudication  
**Subject:** FW: NOTIFICATION OF PROPOSED COLLECTIVE BARGAINING BY THE AUSTRALIAN MOVERS GROUP PTY.LTD.  
**Attachments:** DOC191217-19122017152108.pdf  
**Categories:** Bel

The Australian Competition and Consumer Commission.

Att. Mr. David Hatfield.

Dear Sir,

I wish to apply for re- approval of our collective bargaining clearance which expired in May 2013, reference CB 283.

### NOTIFYING PARTY.

1.1. R.J.Nuss Removals PTY. LTD.  
708B Mowbray Road West, Lane Cove. NSW. 2066.  
PH. 02 94254600.  
ACN. 000 932 141.

1.2. Contact..Robert John Nuss.  
PH. 02 94254600  
Email. [robertjnuss@nuss.com.au](mailto:robertjnuss@nuss.com.au)

1.3. Business Activities.  
Household Removals and Storage.

1.4. Email address for service of documents.  
[robertjnuss@nuss.com.au](mailto:robertjnuss@nuss.com.au)

I am seeking approval for the six shareholders of The Australian Movers Group PTY.LTD., details of which are listed below.

Please see attached authorities for me to act on behalf of these shareholders.

- 1.R.J. NUSS REMOVALS PTY. LTD.  
708b Mowbray Road, Lane Cove, NSW. 2066.
2. KING AND WILSON TRANSPORT PTY. LTD.  
2-6 Lional Road, Mt. Waverly, Victoria. 3149.
3. AUSSIEMOVE INTERNATIONAL MOVERS PTY. LTD.  
151-159 Ryans Road, Parafield Gardens, South Australia. 5107.
- 4, FIMPARK PTY.LTD. trading as KEYS BROS. REMOVALS and STORAGE.  
5 Purdy Place, Canning Vale, Western Australia. 6970.
5. AUSSIEMOVE N.T. PTY.LTD.  
23 Dawson Street, East Arm, Northern Territory. 0828.
6. KARACO PTY. LTD. + KMB PTY.LTD.  
12-18 Armada Place, Banyo, Queensland. 4014.

### DETAILS OF NOTIFIED CONDUCT.

2.3. Collective bargaining.

3.1. For the purpose of purchasing competitive goods and services.

E.G. Purchasing rail freight services within Australia.

Over 90% of interstate removals within Australia are effected utilizing 20 ft. shipping containers via the rail networks.

3.3. The rationale for the notified conduct is for the Australian Movers Group shareholders to collectively compete against National removal companies operating within Australia in the purchase of rail freight services.

The single rail operator [Pacific National] offers reduced rail freight charges of between 3.5 and 5% for high volume users of their services. Approval of our collective bargaining notification would allow us to be more competitive with lower prices being passed on to consumers.

3.4. Time period.

Say 3 to 5 years, whatever you would deem appropriate.

3.5. Companies who may be impacted are the National removal companies against whom we compete, and which include, Grace Removals, Wridgeways, Allied, Crown, Kent.

#### MARKET INFORMATION.

The removal industry in Australia is comprised of thousands of participants with no licensing requirements nor bars to entry.

Each of the Australian Movers Group shareholders is a small to medium business with annual turnovers of between \$5,000,000.00 and \$20,000,000.00.

Collectively we would have annual sales close to the same turnover as the national companies against whom we compete.

Of the 6 shareholders, Nuss has an operation in both Sydney and Melbourne, whilst King and Wilson has an operation in Melbourne and Sydney also, plus an operation in Canberra.

Nuss and King/ Wilson compete against each other in NSW and Victoria. Our other 4 shareholders operate exclusively in the state in which they reside.

#### PUBLIC BENEFIT.

Pacific National offers an increasingly higher rebate of between 3.5 and 5% to all its larger customers in the purchase of rail services.

We need these rebates if we are to compete against our larger competitors.

The fierce competition in the removal industry guarantees that the lower pricing achieved is passed on to all our clients.

#### PUBLIC DETRIMENT.

Nil.

I have today paid the \$1,000.00 fee required by the ACCC in relation to this notification. Receipt No. 2080413601.

Please advise if you require any further information in relation to this matter.

Yours faithfully,

Robert J Nuss  
Managing Director  
Nuss Relocations  
708b Mowbray Road West, Lane Cove,  
Sydney, NSW 2066, Australia  
p +61 (0) 2 9425 4600  
d +61 (0) 2 9425 4605  
e [robertjnuss@nuss.com.au](mailto:robertjnuss@nuss.com.au)  
w [www.nuss.com.au](http://www.nuss.com.au)

## Wright, Belinda

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**From:** Robert J Nuss <robertjnuss@nuss.com.au>  
**Sent:** Friday, 22 December 2017 12:01 PM  
**To:** Jones, Gavin  
**Cc:** Hatfield, David; Adjudication  
**Subject:** RE: NOTIFICATION OF PROPOSED COLLECTIVE BARGAINING BY THE AUSTRALIAN MOVERS GROUP PTY.LTD. [SEC=UNCLASSIFIED]

Dear Mr. Jones,

In response to question 16, we would not expect the value of the supply of rail services from Pacific National to exceed \$3,000,000.00 in any one 12 month period.

The basis for this expectation is our historical purchase of rail services. In the last 12 month period the total purchase by the Australian Movers Group of rail services was \$1,850,000.00.

The first draft of our notification was amended to being the second draft which appears below.

Please advise if you require any further information in order to progress this matter.

Yours faithfully,

Robert J Nuss  
Managing Director  
Nuss Relocations  
708b Mowbray Road West, Lane Cove,  
Sydney, NSW 2066, Australia  
p +61 (0) 2 9425 4600  
d +61 (0) 2 9425 4605  
e robertjnuss@nuss.com.au  
w www.nuss.com.au

Nuss is a signatory to the FIDI Anti-Bribery & Anti-Corruption Policy Anti-Bribery & Anti-Corruption Policy  
Our Data Protection Privacy Policy Data Protection Policy sets out what personal and sensitive information we collect and how we handle it.

## Robert J Nuss

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**From:** Andrew Wilson <A.Wilson@kingandwilson.com.au>  
**Sent:** Monday, December 18, 2017 1:43 PM  
**To:** Robert J Nuss  
**Subject:** ACCC Collective Bargaining

King & Wilson Transport Pty Ltd Authorizes Robert John Nuss of R.J. Nuss Removals PTY. LTD. to lodge a notification of Proposed Collective Bargaining on our behalf with the Australian Competition and Consumer Commission for the purpose of negotiating competitive prices from suppliers of goods and services for shareholders of the Australian Movers Group PTY. LTD."



**Andrew Wilson**  
**General Manager**  
**Marketing & Business Development**  
t: 61 3 9565 1300 | d: 61 3 9565 1310

**King & Wilson - AMG**  
2-6 Lionel Road, Mt Waverley, Vic, 3149  
Melbourne Australia



[kingandwilson.com.au](http://kingandwilson.com.au)

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## Robert J Nuss

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**From:** Craig Jones <craig@aussiemove.com.au>  
**Sent:** Monday, December 18, 2017 1:50 PM  
**To:** Robert J Nuss  
**Subject:** RE: ACCC. COLLECTIVE BARGAINING.

To Whom it may concern

Aussiemove International Movers PTY LTD.

Authorizes Robert John Nuss of R.J. Nuss Removals PTY. LTD. to lodge a notification of Proposed Collective Bargaining on our behalf with the Australian Competition and Consumer Commission for the purpose of negotiating competitive prices from suppliers of goods and services for shareholders of the Australian Movers Group PTY. LTD."



**Craig Jones**  
**General Manager**  
t: 61 8 8281 0888 | m: 0418 817 148

**Aussiemove - AMG**  
Unit 1, 151-159 Ryans Road, Parafield  
Gardens, SA, 5107, Adelaide, Australia



[aussiemove.com.au](http://aussiemove.com.au)

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FIMPARK PTY LTD  
ABN 93 019 972 218 ACN 087 034 299  
as Trustee for the Relocations Unit Trust T/A  
Keys Bros Removals and Storage

Head Office  
5 Purdy Place Canning Vale WA 6155  
PO Box 1313 Canning Vale WA 6970  
AUSTRALIA

Phone: +61 (0) 8 9455 2488

Fax: +61 (0) 8 9455 2952

Email: [keys@keysbros.com.au](mailto:keys@keysbros.com.au)

Date: 18/12/17

To whom it may concern

Re: Collective Bargaining

Fimpark Pty Ltd as Trustees of the Relocations Unit trust T/A Keys Bros Removals and Storage Authorizes Robert John Nuss of R.J. Nuss Removals PTY. LTD. to lodge a notification of Proposed Collective Bargaining on our behalf with the Australian Competition and Consumer Commission for the purpose of negotiating competitive prices from suppliers of goods and services for shareholders of the Australian Movers Group PTY. LTD."

Should you require further elaboration please do not hesitate to contact me.

With regards

Nick D'Adamo

CEO



Removal Specialists • International • Interstate • Storage • Country • Business Relocations

## Robert J Nuss

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**To:** Robert J Nuss  
**Subject:** FW: ACCC. COLLECTIVE BARGAINING.

**From:** Tony Oro [<mailto:tony@arremovals.com.au>]

**Sent:** Monday, December 18, 2017 4:40 PM

**To:** Robert J Nuss; Andrew Wilson ([A.Wilson@kingandwilson.com.au](mailto:A.Wilson@kingandwilson.com.au)) ([A.Wilson@kingandwilson.com.au](mailto:A.Wilson@kingandwilson.com.au)); Craig Jones ([craig@aussiemove.com.au](mailto:craig@aussiemove.com.au)) ([craig@aussiemove.com.au](mailto:craig@aussiemove.com.au)); Nick Dadamo ([nickd@keysbros.com.au](mailto:nickd@keysbros.com.au)); Mark AMNT ([Mark@aussiemovement.com.au](mailto:Mark@aussiemovement.com.au)); Vince Ford

**Subject:** RE: ACCC. COLLECTIVE BARGAINING.

Karaco P/L Authorizes Robert John Nuss of R.J. Nuss Removals PTY. LTD. to lodge a notification of Proposed Collective Bargaining on our behalf with the Australian Competition and Consumer Commission for the purpose of negotiating competitive prices from suppliers of goods and services for shareholders of the Australian Movers Group PTY. LTD.

### **Tony Oro**

**Managing Director**

**Karaco Group of Companies**

t: 61 7 3633 1888 | d: 61 7 3633 1810

12-18 Armada Place Banyo, Qld, 4014, Brisbane, Australia

[karacogroup.com.au](http://karacogroup.com.au)

## Robert J Nuss

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**To:** Robert J Nuss  
**Subject:** FW: ACCC. COLLECTIVE BARGAINING.

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**From:** Tony Oro [<mailto:tony@arremovals.com.au>]

**Sent:** Monday, December 18, 2017 4:41 PM

**To:** Robert J Nuss; Andrew Wilson ([A.Wilson@kingandwilson.com.au](mailto:A.Wilson@kingandwilson.com.au)) ([A.Wilson@kingandwilson.com.au](mailto:A.Wilson@kingandwilson.com.au)); Craig Jones ([craig@aussiemove.com.au](mailto:craig@aussiemove.com.au)) ([craig@aussiemove.com.au](mailto:craig@aussiemove.com.au)); Nick Dadamo ([nickd@keysbros.com.au](mailto:nickd@keysbros.com.au)); Mark AMNT ([Mark@aussiemovement.com.au](mailto:Mark@aussiemovement.com.au)); Vince Ford

**Subject:** RE: ACCC. COLLECTIVE BARGAINING.

KMB P/L Authorizes Robert John Nuss of R.J. Nuss Removals PTY. LTD. to lodge a notification of Proposed Collective Bargaining on our behalf with the Australian Competition and Consumer Commission for the purpose of negotiating competitive prices from suppliers of goods and services for shareholders of the Australian Movers Group PTY. LTD.

### Tony Oro

**Whybirds - AMG**

**Managing Director Karaco Group of Companies**

t: 61 7 3633 1888 | d: 61 7 3633 1810

120 Briggs Road, Ipswich, Qld, 4305, Brisbane, Australia

[whybirds.com.au](http://whybirds.com.au)



## Declaration by notifying party

Authorised persons of the notifying party must complete the following declaration.

The undersigned declare that, to the best of their knowledge and belief, the information given in response to questions in this form is true, correct and complete, that complete copies of documents required by this form have been supplied, that all estimates are identified as such and are their best estimates of the underlying facts, and that all the opinions expressed are sincere.

The undersigned are aware of the provisions of sections 137.1 and 149.1 of the *Criminal Code* (Cth).

  
Signature of authorised person

MANAGING DIRECTOR  
R.J. NUSS REMOVALS PTY. LTD.

Office held

ROBERT JOHN NUSS

(Print) Name of authorised person

19TH DECEMBER  
This [insert day] day of [insert month] [insert  
year] 2017.

*Note: If the Notifying Party is a corporation, state the position occupied in the corporation by the person signing. If signed by a solicitor on behalf of the Notifying Party, this fact must be stated.*