
From: trevor@
Sent: Tuesday, 27 February 2018 3:30 PM
To: Adjudication
Subject: RPM20181- Tootechnic Systems (Aust) Pty Ltd - submission
Categories: Submission

Dear Sir/Madam,

I refer, specifically, to the Festool range of products, as this is where my experience lies.

Firstly, I find it utterly appalling that the ACCC has allowed to be 'bought off' in such a way, by company, which has very poor reputation in Europe, such that very large fines were applied to the company, when the same thing was attempted.

References:

http://www.bundeskartellamt.de/SharedDocs/Meldung/EN/Pressemitteilungen/2012/20_08_2012_Festool.html

http://ec.europa.eu/competition/ecn/brief/04_2012/de_rpm.pdf

The company has history.

I refer to point 2.3:

I have found that Festool retail outlets do not possess any more specialised knowledge, nor provide any more specialised service than any other outlet that sells competitive products. Worse, I have frequently found that stock-holding of many outlets is sub-standard, yet prices being asked are the maximum retail one.

A few years ago, I decided to purchase a Festool product and was quoted around \$1,100.00 from every retail outlet in my area. I decided to import directly from a retail outlet in Germany. My LANDED cost was around \$550.00! Clearly, someone is making a lot of profit from excessive retail pricing for Festool products in Australia.

When I attempted to purchase more Festool products from Germany, I was informed by the outlet that they were no longer allowed to supply to Australian purchasers. Tooltechnic have managed to coerce international retailers in a fashion that I find extremely offensive.

There can be no possible benefit to Australian consumers by allowing retail price maintenance by Tooltechnic, apart from enriching Tooltechnic and its shareholders.

I expect the ACCC will do its job and look after Australian consumers, not international concerns.

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