
From: Candice Kalisch [REDACTED]
Sent: Wednesday, 28 April 2021 3:51 PM
To: Janissen, Robert
Cc: Channing, Darrell
Subject: RE: Submission supporting request for widened interim authorisation [SEC=OFFICIAL] [ACCC-ACCCANDAER.FID2761491]

Hi Robert

Please see answers below in blue.

Cheers

Candice Kalisch

Morgan Sawmill Jamestown

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From: Janissen, Robert [mailto:robert.janissen@acc.gov.au]
Sent: Tuesday, 27 April 2021 10:36 AM
To: [REDACTED]
Cc: Channing, Darrell <darrell.channing@acc.gov.au>
Subject: RE: Submission supporting request for widened interim authorisation [SEC=OFFICIAL] [ACCC-ACCCANDAER.FID2761491]

OFFICIAL

Hi Candice,

Apologies for the error in my previous email, I have corrected the dot points below.

Could Morgan Sawmill please provide a submission supporting its request for interim authorisation to be expanded to allow the collective bargaining group to discuss prices when the ACCC issues its draft determination? Your submission will be placed on the ACCC's public register.

In particular, could you please address the following points:

1. When would the collective bargaining group expect a group log supply agreement to commence (if one is negotiated)? **Before 1st July 2022.**
2. When would the collective bargaining group expect to start negotiations with ForestrySA to achieve this? **Negotiations take a long time, the group would need to start ASAP, then FSA would come into the picture towards the end of 2021.**

3. Is there any urgency for the group to be able to discuss prices in May (when a draft determination is likely to issue), rather than in July (when a final determination would be likely to take effect)? Yes – we need to be able to discuss pricing, it is very important to be able to be open in the meetings and get the ball rolling. Also, our contract for logs expires on 30th June 2021, and we would like to be able to discuss pricing before that date, this will enable negotiations to take place if required before we are out of logs.
4. What would be the benefit of expanding the scope of allowing the collective bargaining group to discuss prices and would it pose a risk to allow these discussions if substantive authorisation was not then granted? The group would be able to move forward all on the same playing field if we could discuss prices. Our prices need to be sustainable and accurately reflect what is happening in the domestic market. We need to work together on this and adjust our prices so that we can all survive (FSA included), we cannot do this until prices are able to be discussed. No it would not pose a risk if the authorisation was not then granted. As I said in my latest submission – We believe that the “Domestic” processors are all paying similar prices as evidenced by Julian’s statement that - Domestic contracts are underpriced.
- 5.

Kind regards,

Robert.

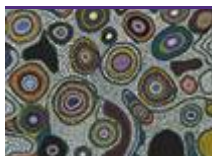
Robert Janissen

A/g Assistant Director | Competition Exemptions | Mergers, Exemptions & Digital

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The ACCC acknowledges the traditional owners and custodians of Country throughout Australia and recognises their continuing connection to the land, sea and community. We pay our respects to them and their cultures; and to their Elders past, present and future.