

Tabled Document No 1

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Date: 28/5/2007

Collective Bargaining

making it easier to do business

Collective bargaining—making it easier to do business, whatever the size of your business

Collective bargaining enables businesses of all sizes to work together co-operatively. Basically, small businesses can benefit by joining together to negotiate with a larger business, who is their common customer or supplier. Larger businesses can find it more efficient to negotiate directly with a group of small businesses rather than each small business individually.

Businesses can collectively bargain with other businesses as long as they get approval to do so from the Australian Competition and Consumer Commission (ACCC) under the *Trade Practices Act 1974*.

Recent Australian Government reforms to the collective bargaining processes under the Trade Practices Act have established a new **notification** process. This will make it simpler, quicker and cheaper

for small businesses to engage in collective bargaining.

The new notification process allows small business to commence collective bargaining, where it is in the public interest, in as little as 28 days following the lodgement of a valid notification with the ACCC.

In addition to this, the existing process of **authorisation**, which is how businesses originally could apply to engage in collective bargaining, has been improved as part of these new changes.

For further information on how collective bargaining can be used by your business, including new higher transaction thresholds available to some industries under the notification process, visit our website or call the helpline number below.



To find out more about collective bargaining changes and other government initiatives for small business, visit www.business.gov.au



For information on collective bargaining processes go to www.accc.gov.au or call the ACCC small business helpline on 1300 302 021



Australian Government

Department of Industry, Tourism and Resources

COLLECTIVE BARGAINING EDUCATION 2006-07

TITLE	COST PER INSERTION	NO. OF INSERTIONS	MEDIA INVESTMENT
Agri Business			
Australian dairy Farmer	\$2,675.47	1	\$2,675.47
Aust. Cotton Outlook	\$0.00	0	\$0.00
Aust. & NZ Wine Industry Journal	\$682.00	1	\$682.00
Aust. Viticulture	\$791.00	1	\$791.00
National Grape Growers	\$0.00	0	\$0.00
Aust Food Shope	\$920.00	1	\$920.00
Baking Business	\$1,193.00	1	\$1,193.00
Eatdrink Magazine	\$3,675.00	1	\$3,675.00
Food & Drink Business	\$2,550.00	1	\$2,550.00
Global Food & Wine magazine	\$0.00	0	\$0.00
Aust. Cotton Grower	\$1,210.00	1	\$1,210.00
Cotton magazine	\$0.00	0	\$0.00
Agriculture Today	\$2,005.00	1	\$2,005.00
Aust. Farm Journal	\$2,590.99	1	\$2,590.99
Aust. Grain	\$1,912.48	1	\$1,912.48
Fruit n Vegetable News	\$1,069.20	1	\$1,069.20
Good Fruit and Vegatable	\$2,046.00	1	\$2,046.00
Vegetables Australia	\$1,188.00	1	\$1,188.00
Poultry Digest	\$1,039.50	1	\$1,039.50
Small Farms	\$726.00	1	\$726.00
	\$0.00	0	\$0.00
Small Business Shopping Centre Tenants	\$0.00	0	\$0.00
	\$0.00	0	\$0.00
Australian Retailer -ARA Retailer	\$2,420.00	1	\$2,420.00
The Australian Retailer	\$2,029.00	1	\$2,029.00
Shopping Centre News	\$2,800.00	1	\$2,800.00
Independent retailer	\$900.00	1	\$900.00
	\$0.00	0	\$0.00
Franchisees	\$0.00	0	\$0.00
	\$0.00	0	\$0.00
Franchising Magazine	\$2,280.00	1	\$2,280.00
Franchising Council of Aust	\$0.00	0	\$0.00
	\$0.00	0	\$0.00
Health Related Business	\$0.00	0	\$0.00
	\$0.00	0	\$0.00
Aust. Optometry	\$3,592.00	1	\$3,592.00
Insight Magazine (Optometry)	\$0.00	0	\$0.00
Pharmacy News	\$3,510.00	1	\$3,510.00
Australian Pharmacist	\$2,780.00	1	\$2,780.00
Guild Bulletin (Pharmacy)	\$0.00	0	\$0.00

	\$0.00	0	\$0.00
Contractors/Trades People	\$0.00	0	\$0.00
	\$0.00	0	\$0.00
Aust. Plumbing Industry Magazine	\$3,120.00	1	\$3,120.00
Plumbing Connection magazine	\$3,091.00	1	\$3,091.00
Old Master Plumber	\$1,500.00	0	\$0.00
NSW Master Plumber	\$820.00	1	\$820.00
Construction & Plumbing	\$1,025.00	1	\$1,025.00
Building Connection Magazine	\$4,576.00	1	\$4,576.00
Building Construction & Equipment	\$2,700.00	1	\$2,700.00
Business Connection	\$5,940.00	1	\$5,940.00
National Building News	\$2,156.00	1	\$2,156.00
QLD Master Builder	\$965.00	1	\$965.00
Electrical Connection magazine	\$3,050.00	1	\$3,050.00
Electrical World	\$0.00	0	\$0.00
HIA's Housing Magazine	\$2,441.00	1	\$2,441.00
	\$0.00	0	\$0.00
Small Food Processors	\$0.00	0	\$0.00
	\$0.00	0	\$0.00
Australian Meat News	\$1,991.00	1	\$1,991.00
	\$0.00	0	\$0.00
Retail Motor Trade	\$0.00	0	\$0.00
	\$0.00	0	\$0.00
Australasian Paint & Panel	\$2,910.00	1	\$2,910.00
Australian Automotive After Market Mag	\$1,735.00	1	\$1,735.00
Motor Industry Magazine (Motor Western Aus)	\$550.00	1	\$550.00
Motor Trader QLD	\$1,010.00	1	\$1,010.00
MTA Journal (NSW)	\$1,067.00	1	\$1,067.00
The Automotive Engineer	\$1,280.00	1	\$1,280.00
Automotive Electrical & Air-Conditioning News	\$1,195.00	1	\$1,195.00
	\$0.00	0	\$0.00
Newsagencies	\$0.00	0	\$0.00
	\$0.00	0	\$0.00
National Newsagent	\$1,530.00	1	\$1,530.00
	\$0.00	0	\$0.00
Hotelliers	\$0.00	0	\$0.00
	\$0.00	0	\$0.00
Australian Hotellier	\$2,050.00	1	\$2,050.00
Food Service News	\$3,170.00	1	\$3,170.00
Hospitality	\$3,960.00	1	\$3,960.00
Hotel News	\$2,195.00	1	\$2,195.00
Restaurant & Catering Australia Magazine	\$2,700.00	1	\$2,700.00
Our Hotel (Aust Hotels Association)	\$0.00	0	\$0.00
Independent Liquor Stores	\$0.00	0	\$0.00
	\$0.00	0	\$0.00
Liquor Watch	\$2,090.00	1	\$2,090.00
National Liquor News	\$2,955.00	1	\$2,955.00
Independant Retailer	\$900.00	1	\$900.00
Australian Bartender	\$2,200.00	1	\$2,200.00
	\$0.00	0	\$0.00
	\$0.00	0	\$0.00

TITLE	POSITION	DATE	SIZE	Wkth	Moro	Week Commencing Dates							Saturday		Sunday		MEDIA INVESTMENT		
						MAY							NO. OF INSERTIONS		NO. OF INSERTIONS			COST PER INSERTION	COST PER INSERTION
						5	13	20	27	3	10	17	24	NO. OF INSERTIONS	COST PER INSERTION	NO. OF INSERTIONS			
National Newspapers																			
Weekend Australian	EGN	Saturday	20 x 3	10mm	MONO														
AFRS	EGN	Business day	20 x 3	10mm	MONO														
Metropolitan Newspapers																			
Canberra Times	EGN	Saturday	20 x 3	10mm	MONO														
Sydney Morning Herald	EGN	Saturday	20 x 3	10mm	MONO														
Melbourne Age	EGN	Saturday	20 x 3	10mm	MONO														
Brisbane Courier Mail	EGN	Saturday	20 x 3	10mm	MONO														
Adelaide Advertiser	EGN	Saturday	20 x 3	10mm	MONO														
NT News	EGN	Saturday	20 x 3	10mm	MONO														
Hobart Mercury	EGN	Saturday	20 x 3	10mm	MONO														
Daily Telegraph	EGN	Saturday	20 x 3	10mm	MONO														
Reef Herald Star	EGN	Saturday	20 x 3	10mm	MONO														
West Australian	EGN	Saturday	20 x 3	10mm	MONO														
Primary Regional Newspapers																			
Cairns Post	EGN	Saturday	20 x 3	10mm	MONO														
Townsville Bulletin	EGN	Saturday	20 x 3	10mm	MONO														
Gold Coast Bulletin	EGN	Saturday	20 x 3	10mm	MONO														
Townsville Chronicle	EGN	Saturday	20 x 3	10mm	MONO														
Newcastle Herald	EGN	Saturday	139mmx128.8mm	128.8mm	MONO														
Barrow Mercury	EGN	Saturday	139mmx128.8mm	128.8mm	MONO														
Albury Border Mail	EGN	Saturday	20 x 3	10mm	MONO														
Geelong Advertiser	EGN	Saturday	20 x 3	10mm	MONO														
Burns Advocate	EGN	Saturday	20 x 3	10mm	MONO														
Laurieville Examiner	EGN	Saturday	20 x 3	10mm	MONO														
Rural Newspapers																			
The Land	EGN	Thursday	20 x 3	95mm	MONO														
Stock & Land	EGN	Thursday	20 x 3	95mm	MONO														
The Weekly Times	EGN	Wednesday	20 x 3	95mm	MONO														
North Queensland Register	EGN	Thursday	20 x 3	95mm	MONO														
Queensland Country Life	EGN	Thursday	20 x 3	95mm	MONO														
Stock Journal	EGN	Thursday	20 x 3	95mm	MONO														
Countryman	EGN	Thursday	20 x 3	112mm	MONO														
Farm Weekly	EGN	Thursday	20 x 3	95mm	MONO														
Tasmanian Country	EGN	Friday	20 x 3	10mm	MONO														
												Number of insertions:		144					
												TOTAL NEWSPAPER INVESTMENT (EX GST):						\$596,934	