Senate Standing Committee on Economics Budget Estimates 2007-2008 28 to 31 May 2007

Tabled Document No

PATRICIA KELLY, DITR

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
r swewstawertwerd I i i tweet to twelthings		I	

	\$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
Qld 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 Contruction & 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	O	\$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

TOTAL INDIGENOUS	PRESS INVEST	MENT (EX. GST):	\$162,431
Number	of insertions:	12	
	\$0.00	0	\$0.00
	\$0.00	0	\$0.00
	\$0.00	0	\$0.00
	\$0.00	0	\$0.00
	\$0.00	0	\$0.00
	\$0.00	0	\$0.00
Company Director Magazine	\$3,311.00	1	\$3,311.00
OFO Magazine	\$4,050.00	1	\$4,050.00
	\$0.00	0	\$0.00
Big Business	\$0.00	0	\$0.00
	\$0.00	0	\$0.00
SA Australia - InBusiness	\$0.00	0	\$0.00
Australian Anthill	\$2,682.00	1	\$2,682.00
WA Business News	\$2,293.00	1	\$2,293.00
Tasmanian Business Reporter	\$1,130.50	1	\$1,130.50
My Business	\$3,000.00	1	\$3,000.00
Inside Business	\$0.00	0	\$0.00
Dynamic Business Magazine	\$3,000.00	1	\$3,000.00
Business Acumen Magazine QLD	\$2,160.00	1	\$2,160.00
Business Review Weekly (BRW)	\$9,220.00	1	\$9,220.00
Small Business Magazine (Incorp. Work at Horne)	\$0.00	0	\$0.00
In the Black Magazine	\$6,200.00	1	\$6,200.00
Aust. Business News	\$0.00	1	\$0.00
	\$0.00	0	\$0.00
Small Business	\$0.00	0	\$0.00
	\$0.00	0	\$0.00
Power farming	\$0.00	0	\$0.00
Aust, Farmers & Dealers Journal	\$1,200.00	1	\$1,200.00
Farm & Farming News	\$0.00	0	\$0.00
	\$0.00	0	\$0.00
Farm Machinery Dealers	\$0.00	0	\$0.00
	\$0.00	0	\$0.00
Australian Transport News	\$2,750.00	1	\$2,750.00
Big Rigs	\$787.50	0	\$0.00
Truckin' Life	\$2,200.00	1	\$2,200.00
Transport Today	\$2,000.00	1	\$2,000.00
Owner/Driver	\$2,990.00	1	\$2,990.00
	\$0.00	0	\$0.00
Owner/Operator Truck Drivers	\$0.00	0	\$0.00
	\$0.00	0	\$0.00
Service Station Australia	\$2,288.00	1	\$2,288.00
	\$0.00	0	\$0.00

•

COLLECTIVE BARGABING EDUCATION 2008-07

Particularies Particularie		POSITION	DATE	Size	Width		MAY	3	151	over nen	30 UN	COST PER	NO.OF	COST PER	NO. OF	
Column C	onal Newspapers end Australian opiolitari Newspapers				:		13 20	3	7	INSERTION	INSERTIONS	NSERTION	INSERTIONS	INSERTION	INSERTIONS	MEDIA INVESTMENT
Part	unal Newspapero. end Australian opiolitati Newsbapers.															
1	erd Asstalen opolitasi Hewkhopers															
1	opolitari Plawspapars	IN CO	À	A TO SERVICE OF THE PROPERTY O	11 11 11 11 11		1		<u>-</u> -	1		00 m 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	- Commence of the commence of			
The control of the	opolitan Newspapers	1000	Santiday	2 7 7 2	TOTAL STATE OF THE	Security	1		-i-	26.252.90	*					\$1.29.5E
1		EGN	dusiness day	20.x3	110mm					\$3,305.00	24					\$79,344,00
Colored Colo																
Figure Since Sin																
1 1 1 1 1 1 1 1 1 1	His Times	EGN	Salviday	20×3	102mm	CNOM	+	-		\$673.20	4	545.4	12	545.4		\$10.873.80
Figure Section Secti	iey Moralisg Hevald	EGM	Saturday	20×3	102mm	MONO	<u> </u>		<u> </u>	\$3 429 00	***************************************	9796.4	4.9	NA	9	\$47.260.80
EGN Second Stand	ourne Age	EGN	Saturday	20×3	102mm	CNOW	<u> </u>	-	-	12.737.B0	4	1917	1.5	3600	, .	844 755 20
Section Sect	ane Courier Mail	ESH	Saturday	20.83	150men	ONOM			-	S 457 20	***	2023.8	-13	11/4	3	834 154 40
Column C	ide Advertiser	EGN	Seturday	20x3	110mm	CNOM	-	-	-	\$1 084 80	4	1622	19	2243.6		#39 804 OD
Continue	60.5	NE)#	Saturday	90.43	1 Comm	STOROS ON OR			.	Arde to		414	* 0	200	3 6	ACTOR OF GRAN
Continue	A Mashiev	1000	Saturday	6×96	, 15am	ONO.	-			00000 PD		316.4	2. 5	0.1140	, ,	910,020,00
Figure State Sta	Telestrania	CON	Contrador	61.00	10000	2 0	1		₩	000-800 M		311.0	7.	0.000.0	,	68.017.116
Figure Figure State St	A CONTRACTOR OF THE PROPERTY O	100	Catalogy	C S	The state of the s	ONOM	1	- -		\$3,900,00		4830	71	9300.9	4	737.127
Mathematicing Mathematicin	A second	Park a	Oct. Co.	ZV X Z	TOPPORT	E CAN		-		\$4,723.29		3230.2	22	4552.4	7	\$:(2);%(4,41)
Fig. 14 State-tipe 20,13 110mm MONDO 1 1 1 1551.00 4 464 444	Austravan	NS S	Saturday	20×3	112คเพ	MONO		-	-	\$2.510.00	4	1692	12	2653.2	e	\$38,703.80
EGN Sinuting Sin	ary Regional Newspapers								-1							
EQN																
1 1 1 1 1 1 1 1 1 1	Post	EGN	Saturday	20 x 3	110mm	CNOW		-	-	\$456.00	4	402	4			\$3.432.00
Section Sect	ville Bulletin	EGN	Saturday	20×3	110mm	MONO		-	Ļ	\$507.00	4	444				\$2,028,00
Fig. 19, Saluciny	Joast Bulletin	EGN	Saturday	20×3	110mm	ONOM		-		\$717.00	+	651	4			\$5.472.00
Fig. 10 Fig. 12 Fig. 12 Fig. 12 Fig. 13 Fig.	somba Chronide	EGN	Sahirday	30x3	109mm	ONON		ļ	<u> </u>	\$480.80	*	428 4	4		the second secon	\$3 556 RD
Fig. 1 Fig. N Suburdity	stle Heraid	EGN	Saturday	139mmx128.8mm	128.8mm	MONO		-	+	\$316.20	4	**	4			\$8.520.80
EGN Shutchy Sunctive Shutchy Sunctive Sunct	ra Mercury	EGN	Saturday	139mmx12B.8mm	128.8mm	ONOM		-	-	\$664.80	4	616.2				\$2,859.20
Fig. 6 EQA Sharidy 20.23 11/10m MONO 1 1 1 1 1 5476.00 1 4 600 1 4 100 1 1 1 1 1 5476.00 1 4 400.00 1 1 1 1 1 1 5476.00 1 4 400.00 1 1 1 1 1 5476.00 1 4 400.00 1 1 1 1 1 5476.00 1 4 400.00 1 1 1 1 5476.00 1 4 400.00 1 1 1 1 1 5476.00 1 4 400.00 1 1 1 1 1 5476.00 1 4 400.00 1 1 1 1 1 5476.00 1 4 400.00 1 1 1 1 1 5476.00 1 4 400.00 1 1 1 1 1 5476.00 1 4 400.00 1 1 1 1 1 5476.00 1 4 400.00 1 1 1 1 1 5476.00 1 4 400.00 1 1 1 1 1 5476.00 1 4 4 400.00 1 1 1 1 1 5476.00 1 4 4 400.00 1 1 1 1 5476.00 1 4 4 400.00 1 1 1 1 5476.00 1 4 4 400.00 1 1 1 1 5476.00 1 4 4 400.00 1 1 1 1 5476.00 1 4 4 400.00 1 1 1 1 5476.00 1 4 4 400.00 1 1 1 1 5476.00 1 4 4 400.00 1 1 1 1 5476.00 1 4 4 400.00 1 1 1 1 5476.00 1 4 4 400.00 1 1 1 1 5476.00 1 4 4 400.00 1 1 1 1 5476.00 1 4 4 4 400.00 1 1 1 1 5476.00 1 4 4 4 400.00 1 1 1 1 5476.00 1 4 4 4 4 400.00 1 1 1 1 5476.00 1 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4	Border Mail	EGN	Saurday	20×3	1 15men	MONO		<u>-</u>	-	\$526.20	4	453				\$2.104.80
FEN Saucisy 20.13 110mm MONO	ng Advertiser	- E	Saturday	20×3	1:1mm	MONO		-	-	\$465.00	*	330	4			\$3.420.00
Fight Fight Shariday 20 x 3 110mm MONO 1 1 1 1 1 1 1 1 1	Advocate	EGN	Sahurday	20×3	110mm	ONOM	-		÷	\$470.40	4	470.4				S 88.18
### Company Co	eston Examiner	203	Saturday	20 x 3	110mm	ONOM		-	-	\$510.80	4	450.2	49	****		\$2 564 BU
EGN Thursday 20 x 3 Senim MONO 1 1 1 1 5580 0 4 EGN Thursday 20 x 3 Senim MONO 1 1 1 1 1 5580 0 4 EGN Thursday 20 x 3 Senim MONO 1 1 1 1 1 5580 0 4 EGN Thursday 20 x 3 Senim MONO 1 1 1 1 1 5580 0 4 EGN Thursday 20 x 3 Senim MONO 1 1 1 1 1 5580 0 4 EGN Thursday 20 x 3 Senim MONO 1 1 1 1 1 5580 0 4 EGN Thursday 20 x 3 Senim MONO 1 1 1 1 1 5580 0 4 EGN Thursday 20 x 3 Senim MONO 1 1 1 1 1 5580 0 4 EGN Thursday 20 x 3 Senim MONO 1 1 1 1 1 5580 0 4 EGN Thursday 20 x 3 Senim MONO 1 1 1 1 1 5580 0 4 EGN Thursday 20 x 3 Senim MONO 1 1 1 1 1 5580 0 4 EGN Thursday 20 x 3 Senim MONO 1 1 1 1 1 5580 0 4 EGN Thursday 20 x 3 Senim MONO 1 1 1 1 1 5580 0 4 EGN Thursday 20 x 3 Senim MONO 1 1 1 1 1 5580 0 4 EGN Thursday 20 x 3 Senim MONO 1 1 1 1 1 5580 0 4 EGN Thursday 20 x 3 Senim MONO 1 1 1 1 1 5580 0 4 EGN Thursday 20 x 3 Senim MONO 1 1 1 1 1 5580 0 4 EGN Thursday 20 x 3 Senim MONO 1 1 1 1 1 5580 0 4 EGN Thursday 20 x 3 Senim MONO 1 1 1 1 1 5580 0 4 EGN Thursday 20 x 3 Senim MONO 1 1 1 1 1 5580 0 4 EGN Thursday 20 x 3 Senim MONO 1 1 1 1 1 1 5580									4-4				!			
EGN Thursday 20 x 3 Yésnen MONO 1 2 2 4 2 2 4 2 2 4 2 4 2 4 2 4 2 4 2 4 2 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4	Newapaper															
EGN Thursday 20 x3 Sgrand MONO			5													
EGN Nuestaga 20 x 3 Highm MOHO 1 1 6 10 0 0 4 9 4 9 9 9 9 4 9 9 9 9 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	and	EGN	Thursday	20×3	PSrann	MONO		-	-	\$940.80	4		CARTES AND ANY ANY STREET, STR	Control of the Contro		\$3.763.20
Ferror EGN Microscopy 20 x 3 11@nm MoNO	& Land	EGN	Thursday	E×02	Seman	MONO		-		\$588.00	4	-				\$2,352.00
ef EGN Thursday 20 x 3 Spenin MOHO 1 1 1 \$555.00 4 P <th< td=""><td>Keekly Times</td><td>EGN</td><td>Wednesday</td><td>SP ×3</td><td>11@pmm</td><td>MONO</td><td></td><td></td><td><u> </u></td><td>\$1,200,000</td><td>7</td><td></td><td></td><td></td><td></td><td>\$4,800.00</td></th<>	Keekly Times	EGN	Wednesday	SP ×3	11@pmm	MONO			<u> </u>	\$1,200,000	7					\$4,800.00
EGN Thursday 20 x 3 Sgnent MONO 1 1 1 5795 60 4 6 7 7 1 5525 00 4 7 7 5525 00 4 7 7 2525 00 4 7 7 2525 00 4 7 7 2525 00 4 7 7 2525 00 4 7 7 2525 00 4 7 7 2525 00 4 7 7 2525 00 4 7 7 2525 00 4 7 7 2525 00 4 7 7 2525 00 4 7 7 2525 00 4 7 7 2525 00 4 7 7 2525 00 4 7 7 2525 00 4 7 2 <th< td=""><td>Queensland Register</td><td>EGN</td><td>Thursday</td><td>20×3</td><td>95mm</td><td>ONOM</td><td>_</td><td>-</td><td></td><td>\$297.00</td><td>4</td><td></td><td>***************************************</td><td></td><td></td><td>\$1,138,00</td></th<>	Queensland Register	EGN	Thursday	20×3	95mm	ONOM	_	-		\$297.00	4		***************************************			\$1,138,00
EGN Thursday 20 x 3 Sprint MONO 1 1 1 5502 60 4	stand Country Life	EGN	Thursday	20×3	95mm	MONO		-	⊢	\$795.60	4					\$3,182.40
EGN Thuystky 20 x 3 11 Zhrin MONO 1 1 1 4 4 P EGN Friday 20 x 3 95rin MONO 1 1 1 1 4 8 9 <td>Journal</td> <td>EGN</td> <td>Thursday</td> <td>20 x 3</td> <td>95mm</td> <td>ONOM</td> <td></td> <td>-</td> <td></td> <td>\$552.80</td> <td>*</td> <td></td> <td></td> <td></td> <td>AAA FIRMA A Managaman a saasaa aa saasaa aa saasaa aa saasaa aa</td> <td>\$2,251.20</td>	Journal	EGN	Thursday	20 x 3	95mm	ONOM		-		\$552.80	*				AAA FIRMA A Managaman a saasaa aa saasaa aa saasaa aa saasaa aa	\$2,251.20
EGA Final Selection 20 x 3 SErvin MOHO 1 1 1 4 4 P P P Modify EGA 4 4 4 P	เหมลก	EGN	Finrsday	50×3	112mm	CNOW		-	} -	\$433.80	*					\$6.00
EGN Friday 20x3 110mm MOHO 7 1 1 1 5499.00 4 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9	Weekly	159	Phursday	20×3	95rim	MONO		-		\$398.40	45					\$1,593.80
	anian Country	EGN	Friday	20×3	110mm	MONO		-	-	\$498.00	*4					\$1,392.00
	The second secon															
		and the second s														
			manufacture of the first of the									***************************************			C	
									Number	of insertions:	144					