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From: The Australian Newsagents' Federation [news@anf.net.au]
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To: mark@towersystems.com.au
Subject: Newsflash: The way forward for SA Newsagents

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ANF NEWS FLASH



The way forward for SA newsagents

With News Limited contract offers causing deep concern about the way forward for the newsagency channel and the immediate and long term effects on newsagents' businesses especially in South Australia, Mark Richardson from Tanunda Newsagency rallied SA Newsagents last Friday and organised with his local member John Darley (Independent Member Upper House SA) to discuss industry issues in an open forum with Steve Georganas (MP Federal Member for Hindmarsh) and Robert Brokenshire (MLC, Family First Member Upper House SA) as well as with Professor Frank Zumbo, Associate Professor within the School of Business Law and Taxation at the University of New South Wales.

SA newsagents are concerned about the migration process which will see News Limited taking control of all customers, and despite some recent concessions negotiated for country agents by the ANF in SA, it has not deviated from the position that unless agents sign and deliver papers they will receive no papers at all – in other words even the option to become a subagent is taken away. News also offered agents an increase under certain circumstances the afternoon before the meeting however newsagents remain cynical and suspicious of News Limited's intentions.

Over 120 newsagents attended to discuss how to get a voice and progress the negotiations beyond News Limited's 'take it or leave it' approach. Whilst the newsagents in SA have been quite successful advertising their plight in the media they have essentially been stonewalled by News Limited about the way forward. Frank Zumbo has been a tireless consumer advocate and is one of Australia's leading commentators on competition, consumer and franchising law. He spoke passionately to the meeting about the position of newsagents and possible future strategies and outlined some of the options available to newsagents. He said the ANF had the authorisation to negotiate on behalf of agents as it has been doing and he is meeting with ANF CEO Alf Maccioni in Sydney again tomorrow to discuss a strategy to move the outcomes of the meeting forward.

In attendance:

Mark Richardson, Tanunda Newsagency
Graeme Hand - CEO ANCOL
John Darley MLC – Independent Member Upper House SA

Professor Frank Zumbo – University NSW
Shaun Berg - Berg Lawyers
Steve Georganas MP Federal Member for Hindmarsh
Robert Brokenshire MLC – Family First Member Upper House SA
Connie Bonaros – John Darley's Office
Amanda Whitehead – Nick Xenophon's Office
Mark Fletcher – Tower Systems
Michael Pruscino – ANF Sydney
Alf Maccioni – ANF, CEO
Adam Joy – General Manager
Ben Kearney ANF, National Policy Manager
Colin Shipton – ANF – SA
Plus SA newsagents

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