Re:         ACCC mobile roaming inquiry

Dear Sir / Madam,

I write in response to your current inquiry into mobile roaming on behalf of Surfing WA.

Mobile telecommunications are critical to the social and economic prosperity of rural and regional Australia.

The most critical telecommunications issue for individuals, farms, businesses and communities is mobile coverage. Put simply, we need more coverage and better coverage.

In your deliberations on mobile roaming it is critical that the incentive for telecommunication organisations to invest in mobile infrastructure be maintained.

Based upon my reading and the conclusions I have drawn, it seems that other Telecommunication providers are seeking to gain market share without making their own investment in a market that is geographically remote and is further limited by potential ongoing revenue streams that are also low due to the number of potential consumers.

I assume that if there was enough revenue and a strong business case, then other Telco’s would have invested in the infrastructure and market forces would have taken care of this issue.  Given the fact that only one company has the capacity and appetite to invest – it says to me we should continue to let market forces enable that to continue

What is confusing to us, is that in a free market, where a company is investing for a sustainable point of difference, why they should be targeted and be required to share that advantage.

One can confidently conclude, that if there is a forced regulation, and Telstra choose not to invest in the regional community infrastructure - who will then be responsible to pick up these costs? ……Does it then mean, this becomes a Government / Tax Payer issue to cover these costs? One would seriously hope not, especially given the fact is is currently being privately funded.

If this incentive is diminished or destroyed, it would be a disaster for rural and regional Australia and a serious concern for our sport of surfing in WA in which 60% of our activity is based in rural and regional WA.

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| Regards,  **Mark Lane** *Chief Executive Officer* [REDACTED] | Surfing WA | [Fb](https://www.facebook.com/surf.westernaustralia) [In](https://www.instagram.com/surfing_wa) [Vm](https://vimeo.com/surfingwa) [Tw](https://twitter.com/Surfing_WA)  [surfingwa.com.au](http://www.surfingwa.com.au) [schoolofsurfingwa.asn.au](http://www.schoolofsurfingwa.asn.au) Tel +61 (08) 9448 0004  Fax +61 (08) 9447 0309 |
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