



AUSTRALIAN COMMERCIAL GALLERIES ASSOCIATION

ACN 092 545 983 ABN 71 794 826 954

AUST. CONSUMER COMMISSION  
MELBOURNE  
21A

2 July 2002

Margaret Arblaster  
General Manager  
Transport and Prices Oversight  
ACCC  
GPO Box 520J  
Melbourne VIC 3001

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DOC:  
MARS/PRISM:

Dear Ms Arblaster

On behalf of the Australia Commercial Galleries Association, I am writing to express considerable concern about Australia Post's proposed increase of 5c in the cost of the basic letter postage rate.

Furthermore, recent approval by the ACCC for Australia Post to phase out the Adpost discount will have the effect of increasing the annual postage rates of many art galleries by up to 30%.

On average commercial galleries mail 1000 invitations every month. As most galleries would hold 12 exhibitions per annum, the figures are as follows:

Adpost (prior to 30 June 2002)	1000 x 12 x 34.13 =
\$4096	
Unbarcoded envelopes (from 1 July 2002)	1000 x 12 x 45 = \$5400
Unbarcoded envelopes from 1 January 2003	1000 x 12 x 50 = \$6000

Adpost concessions for bulk mailing could represent a savings of up to 24.15% (\$1304 on a mailout of 1000 for each month of the year).

The new Presort letter service applies only to bar-coded envelopes, the equipment for which, at around \$5000, is beyond the resources of many small businesses. Without that facility and on the basis of the example above, galleries would incur an additional annual amount of \$1904 in mailing costs.

I would like to suggest that this creates an unjustified burden for these small businesses and would urge that the ACCC seeks the introduction of compensatory discounts from Australia Post for businesses in this position.

I look forward to your reply.

Yours sincerely

  
Rose Lang  
Chief Executive Officer