

---

**From:** Jason Bey  
**Sent:** Wednesday, 7 March 2018 1:12 PM  
**To:** Adjudication  
**Subject:** Re: ACCC: Tooltechnic notification of resale price maintenance RPM20181 - consultation [SEC=UNCLASSIFIED]

**Categories:** Submission

Dear Tess,

Please find my comments regarding the proposed Tooltechnic System resale price maintenance (RPM) on Festool and Fein Power Tools.

Firstly I would like to begin by giving you a brief background of my company, Sydney Tools is a major player in the power tool retail; our expertise is in the industrial and trade sector. We have retained our origins as an industrial and trade specialist as the business has evolved into a modern day retailer.

With regards to Festool, they produce a niche product range designed for the industrial and trade consumer, a lot of their products are designed to work in modular systems. These modular systems require extensive training to understand how to use the modular system, and In order to use the modular systems, a wide range of accessories to suit the modular systems are required to be kept in stock. Many of these accessories have a slow rate of sale but must be kept in stock for the modular systems to be used at their full potential.

The minimum retail price (MRP) makes it worthwhile investing in product training and the full range of accessories to suit the system, this results in the customers getting more information from our sales specialist in stores. The MRP also allows us to justify expanding the product range in all stores offering a better range of Festool to more customers across my 18 stores.

Ultimately customers are getting a better experience shopping with Sydney Tools than they used to pre-MRP.

Should you require any further information do not hesitate to contact me on \_\_\_\_\_, or by return email.

Best Regards

Jason Bey  
Director

**SYDNEY TOOLS P/L**

Website: [www.sydneytools.com.au](http://www.sydneytools.com.au)