

McKean, Cameron

From: Leuner, Tom
Sent: Friday, 17 February 2017 6:32 PM
To: 'John Cowell'
Cc: 'Chris Kable'; 'Jillian Bird'; McKean, Cameron
Subject: RE: Data Assistance on ACCC Merger Petrol Matters - Confidential [SEC=UNCLASSIFIED]

Thanks John,
Cameron will be in contact on Monday. I am away.
Cheers
Tom

Sent with Good (www.good.com)

-----Original Message-----

From: John Cowell [johnc@fueltrac.com.au]
Sent: Friday, February 17, 2017 05:04 PM AUS Eastern Standard Time
To: Leuner, Tom
Cc: Chris Kable; Jillian Bird
Subject: FW: Data Assistance on ACCC Merger Petrol Matters - Confidential [SEC=UNCLASSIFIED]

Tom,
see below our response to your request
Dear John
Thank you for your time discussing fuel pricing data last week.

We are keen to explore a few things with you.

Initial Minor Sample Request

Firstly, we would like, as soon as possible, the following data, so that we can assess whether a broader data set would be useful (compared to the data we have).

This would be from 1 Jan 2015 until now (or your most recent data), for RULP only.

1. Coles Express Reservoir, 192-202 Broadway Road, Reservoir VIC 3073
2. Coles Express Sunbury, Cnr Horne Road & Macedon Street, Sunbury Vic 3429
3. Coles Express Frankston, Cnr Nepean Highway & Beach St, Frankston Vic 3199
4. Coles Express Mornington, 1010-1012 Cnr Nepean Hwy & Pentecost Rd, Mornington Vic 3931
5. Coles Express Hampton Park, Cnr Sth Gippsland Hwy & McDowell, Hampton Park Vic 3976
6. Coles Express Dandenong South, Dandenong South Vic 3175
7. All sites in Bendigo, Victoria

In a typical month in 2015 these were the pricing observations of RULP made.

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We will advise number of Bendigo sites if you provide which postcodes that are relevant

Information about how much data you have

In order to further assess the usefulness of a larger data set, we would appreciate you telling us:

1. The number of sites for which you have data in each of Melbourne, Sydney, Brisbane, Perth, Ballarat, Albury/Wodonga; Bunbury; Canberra; Tamworth; Gladstone.
2. The average number of observations for each type of site (i.e. BP non-COCO non-AA, BP-AA, BP COCO, Caltex Independent (identifying the name of independent where possible, particularly if they are large); Coles/Shell, Woolworths, Caltex company, 7-11; United, etc) in each city/area identified above, for calendar year 2016

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Potentially much larger requests (rough quotes)

We would be grateful if you could provide a rough quote for the following data sets. We have identified three options and would like a quote for each, if possible. At this stage we would be happy with an indication of price rather than a firm quote. We have not defined the regional locations for the third option, but could do if necessary if we decided to progress. This would be from 1 Jan 2015 until now (or the most recent data you have), for RULP only

Option	Retailers	Locations
1	Coles/Shell	Sydney, Melbourne, Brisbane, Adelaide
2	All Fueltrac covers	Sydney, Melbourne, Brisbane, Adelaide
3	All Fueltrac covers	Sydney, Melbourne, Brisbane, Adelaide + 180 regional locations

Can you elaborate on this request. Is it

1. Per site
2. Daily, weekly, monthly.
3. The same geographic areas we currently supply ACCC.

If you wish to discuss further Monday is best. Let me know what time.


Regards
John

Happy to discuss further.

Please keep this request confidential.

Kind regards
Tom

Tom Leuner
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From: McKean, Cameron
Sent: Wednesday, 1 February 2017 4:31 PM
To: 'johnc@fueltrac.com.au'
Cc: Internal-BP-Woolworths
Subject: ACCC merger review: BP/Woolworths [DLM=For-Official-Use-Only]

Dear John

Gary Dobinson passed your details to me after you contacted him in relation to the expected ACCC review of BP's proposed acquisition of Woolworths' retail fuel business.

I am the director in the ACCC's Merger Investigations Branch, who will be leading the review.

I wonder if we could arrange a time for some colleagues and me to have a call with you to discuss the sort of fuel price data that Fueltrac stores?

Kind regards

Cameron

Cameron McKean

Director | Merger Investigations
(Monday to Thursday)

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