

From: [Pavey, Catherine](#)
To: [Tang, Trung](#); [!Cartels – Team Catherine](#)
Cc: [Donald, Blake](#); [Abdalla, Nora](#)
Subject: RE: [REDACTED] about the trucking industry [SEC=OFFICIAL:Sensitive] [ACCC-ACCCANDAER.FID384654]
Date: Wednesday, 22 April 2020 2:36:25 PM

OFFICIAL:Sensitive
OFFICIAL:Sensitive

Thanks Trung! We'll take a look.

Regards
Catherine

From: Tang, Trung <trung.tang@accg.gov.au>
Sent: Wednesday, 22 April 2020 2:28 PM
To: !Cartels – Team Catherine <_Cartels-TeamCatherine@accgovau.onmicrosoft.com>
Cc: Donald, Blake <blake.donald@accg.gov.au>; Abdalla, Nora <Nora.Abdalla@accg.gov.au>
Subject: [REDACTED] about the trucking industry [SEC=OFFICIAL:Sensitive]

OFFICIAL:Sensitive

Hi Cartels Coordination Team,

We have received a referral which indicates potential cartel conduct and have forwarded it for your consideration and possible referral. A summary is below.

Please contact me if you have any questions.

Regards
Trung

[REDACTED] a link from Owner Driver, an Australian truck publication: <https://www.ownerdriver.com.au/industry-news/2004/maintain-your-rates>.

The potential problematic paragraphs are the following:

*"What does concern me is the cheap freight being offered by people taking advantage of the situation. This is no time for bottom feeders to seek to profit at the expense of others. **We can't afford for rates to be lowered anywhere in the industry.***

All that will happen if we undersell our work is that we all end up going bust. The only difference between drivers will be that those who refuse to do a run for no profit won't have run our trucks into the ground in the process and may have something worth selling.

In harder times, it's more important than ever for us to stick together and stand strong. We all feel the calling of our personal financial needs but undercutting each other to win work will only do harm to us all."

Frank Black, the author, is the owner driver representative on the Australian Trucking Association

Released under FOI

(ATA) Council. However, we suspect Frank Black drafted the opinion piece in his own personal capacity as a driver owner, not as a member of the ATA.

Trung Tang

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