

PRESS RELEASE

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NFIB Responds to Tough Times for Retailers

Retailers renting shops in some large shopping centres may be entitled to significant reductions in premises costs, and possibly a welcome refund cheque, according National Federation of Independent Business (Australia) secretary, Russell White.

Mr White, yesterday announced that through investigation of premises costs for two NFIB members, it was discovered that at least one major corporation, controlling several shopping centres across the country, was incorrectly calculating outgoings costs passed on to tenants.

“We are currently negotiating with the centre managers on behalf of two members” said Mr White “and at this stage we expect that they might receive refunds of between \$1500 and \$4000, along with substantial reductions in ongoing costs for outgoings.”

“We believe the problem we exposed in our recent investigations might affect more than 5,000 retailers in centres controlled by one major corporation,” Mr White continued, “but there could be countless thousands more if other landlords are using questionable methods to calculate outgoings.”

Mr White said he did not believe there was any intention on the part of most landlords to treat tenants unfairly.

“The calculation method to be used to compute outgoings is clearly stated in the lease and the relevant legislation, but unfortunately many business operators lack sufficiently detailed understanding of law to protect their interests,” Mr White said.

One of the many benefits NFIB offers is a lease review and negotiation service, at low cost, that ensures outgoings are calculated correctly, and rent and lease terms are fair. This service delivers major savings to retailers, particularly those renting space in larger centres.

“Of course accountants and solicitors offer similar services” said President, Tom McRobbie, “but in most cases NFIB’s extensive experience and bargaining power in this specific area enables the organisation to offer a much lower cost service and to achieve results more efficiently. And a hefty member discount on this service is just one of a host of benefits members receive for a low \$264 for the first year and just \$165 per annum thereafter. Members have access to a wide range of legal and accounting services, management help, marketing help, help with branding and image management, and technology services at a fraction of the usual cost.”

NFIB’s fast-growing team of Member Care Representatives is currently working to contact all retailers with information to help them ensure they are being treated fairly by landlords, and offer solutions to assist their business success.

All independent business operators, including property investors, are welcome to join NFIB. For more information about NFIB, please visit www.nfibau.org, or email info@nfibau.org to request a call from a Member Care Representative.

About the NFIB

Originally founded in the United States in 1943 as a nonprofit, nonpartisan organization, the National Federation of Independent Business now operates in several countries to give small and independent business owners a voice in shaping the public policy issues that affect their business.

NFIB's powerful network of grassroots activists send their views directly to state and federal lawmakers through a unique member-only ballot, thus playing a critical role in supporting the free enterprise system.

Australia's leading business networking association, NFIB offers a wide range of information resources, support and advisory services, and practical benefits to help independent entrepreneurs grow their businesses and succeed in an increasingly competitive environment.

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