



Subject: The Secretariate: IT Discriminatory Pricing - Late Submission
Date: Tuesday, 12 February 2013 8:38:48 AM

Douglas Linacre

Attention the Committee

Dear Sirs,

I note you are calling Apple computer amongst other companies for discriminatory pricing. As an Apple customer, I do not think their prices are much different in Australia to both the USA and to for instance, Hong Kong.

However, their own web page refers to the very high prices which Epson charges for their colour printers in Australia.

I request that you should please also investigate Epson Australia, who clearly practice price discrimination in Australia.

For example, their ink jet printers are sold for much higher prices in Australia, than in the USA. Also, Canon follows similar printer price discrimination. Also both companies prevent their printers being exported into Australia from foreign retailers.

I will list four Epson printers that are available in both countries - the USA, and Australia.

Please note too, that Epson forbids its USA sellers, to ship printers to Australia. Canon also has similar bans.

Epson A3, Epson A2 and a larger colour inkjet printers:

Stylus Photo R3000 Color Inkjet Printer: USA price: \$US 639; Australian price \$1,419.00 (both costed after discount)

Epson 3880 A2 Color Inkjet Printer: USA Price \$US \$889.00; Australian Price \$Au1945

Epson Stylus Pro 9900 Printer 44" wide printer: USA Price: \$US 3,999.00; Australian Price: \$13,195.00

Internet Pricing Links:

Stylus Photo R3000 Color Inkjet Printer:

USA Price: \$US 639 Epson R3000 A3+ Inkjet Printer

Link to USA: B&H USA: <http://www.bhphotovideo.com/c/buy/Inkjet-Printers/ci/10428/N/4232860958>

Australia Price: \$Au1419

Imagescience Price: <http://www.imagescience.com.au/categories/Inkjet-Printers/Epson/>

Epson 3880 A2 inkjet printer:

USA Price: \$US 889.00

Link to USA B&H USA: <http://www.bhphotovideo.com/c/buy/Inkjet-Printers/ci/10428/N/4232860958>

Australia Price: \$Au1,945.00 Epson 3880 A2 Inkjet Printer

Link to Australian Price: Imagescience Price: <http://www.imagescience.com.au/categories/Inkjet-Printers/Epson/>

Epson 7900 24 inch Inkjet Printer

USA Price: \$US 2,750.00

Link to USA B&H USA: <http://www.bhphotovideo.com/c/buy/Large-Format-Printers/cj/10429/N/4232860957>

Australia Price: \$Au7,695.00

Link to Australian Price: Imagescience Price: <http://www.imagescience.com.au/categories/Inkjet-Printers/Epson/> Epson 7900 24 inch Inkjet Printer \$7,695.00

Epson Stylus Pro 9900

USA Price: \$US 3,999.00

http://www.bhphotovideo.com/c/product/587264-REG/Epson_SP9900HDR_Stylus_Pro_9900_Printer.html

Australia Price: \$Au13,195.00

Link to Australian Price: Imagescience Price: <http://www.imagescience.com.au/categories/Inkjet-Printers/Epson/> Epson 7900 24 inch Inkjet Printer \$7,695.00

B&H are a large photographic based New York retailer than also has a large internet presence and a highly active courier including export based service.

Ink Jet Cartridges:

Similar price discrimination occurs with ink jet cartridges, which are used up when printing.

As far as warranty is concerned, Epson are appalling in Australia, if I am an example.

I request that you investigate Epson and Canon for price discrimination, of which they absolutely practice in Australia.

Yours Sincerely

Douglas Linacre