

Tait.

Friday, 3 June 2016

Dear Sir / Madam

My name is Gordon Tait and I founded a design and manufacturing house in Melbourne in 1992.

My business has grown from a tiny artisan based concern to a highly regarded design and manufacturing business employing 30 people over three sites. We manufacture outdoor furniture, are staunchly Australian made.

We work with a growing number of Australian industrial designers, currently 7, and we realize their ideas into finished products and manufacture and market them under license here and abroad.

Recently It came to my attention that a property developer has copied one of my products that I make under license for one of Australia's best designers. This copy cost my business \$85,000 and this developer took our design and had it make on mass in China.

We sent them a letter and their response was to the affect that they search the design registration database and found we did not have design registration for the product so they took this to think they could copy our product and sell it in Australia. How dare they.

This situation and the common idea that "unnamed companies" can import massive amounts of copied products into Australia is really hurting Australian design businesses. Companies like mine do not have the margins, due to high costs of manufacturing, to take on these plagiarists who have massive margins and can afford full page ads in weekend newspapers.

I cannot believe that Australia is still in the dark ages on this issue and if you wish to encourage innovation in this country this needs to change.

I hope my letter will make its way to the commission and that some positive change comes from it.

Your sincerely

Gordon Tait

Managing Director

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