

LOTTERYWEST RETAILER COMMISSIONS

1008. Mr W.J. JOHNSTON to the Minister for Small Business:

I ask a supplementary question. I note that the minister did not answer whether he supports increasing retailer commissions. What does the minister say to small business Lotterywest agents about the increasing rents and outgoings such as land tax while there is no increase in retailer commissions?

Mr J.M. FRANCIS replied:

I would say the same thing that I say to TAB agents: as the future unfolds and as people change the method in which they gamble, at lot of people will still walk —

Ms R. Saffioti interjected.

Mr J.M. FRANCIS: Let me finish. A lot of people will still walk into a lotteries kiosk in a shopping centre or a newsagent. A lot of individual sellers of Lotterywest products find innovative ways of marketing the direct customer-to-customer contact so that they can make that commission—for example, using group syndicates—in order to provide a different kind of product and find a niche in the market. I say to them: the future will change and those agents will have to look at their business model and sustainability. I cannot stop the internet. I cannot stop online gambling. The problem is that members opposite do not understand that online gambling has no limits. It does not know when the state of Western Australia finishes and the state of South Australia or any other state starts.

Point of Order

Mr W.J. JOHNSTON: With respect, I know this is an interesting issue about online products, but that is not what I asked about. I asked about commissions that are paid.

The SPEAKER: Can you address that please, minister?

Questions without Notice Resumed

Mr J.M. FRANCIS: If we start overdoing the commission it will have a net impact on the amount of people who will then buy a different odd-return Lotterywest ticket. It will have a net impact on the amount of money that goes back to Lotterywest and is then given back to the community. There is no easy solution to this. If we start to effectively reduce the odds paid on lottery tickets, some of the bigger gamblers who put an awful lot of money into Lotterywest—sometimes successfully, most times not so successfully—will find somewhere else to gamble their money, and that may be with an overseas lottery organisation because the internet knows no boundaries. It is not that easy, member for Cannington.