



# DRAFT DETERMINATION

*Fair Work Act 2009*  
s.285—Annual wage review

**Annual Wage Review 2021–22**  
(C2022/1)

**COMMERCIAL SALES AWARD 2020**  
[MA000083]

Commercial sales

JUSTICE ROSS, PRESIDENT  
VICE PRESIDENT CATANZARITI  
DEPUTY PRESIDENT ASBURY  
COMMISSIONER HAMPTON  
MR FERGUSON  
PROFESSOR WOODEN  
MS LABINE-ROMAIN

MELBOURNE, XX JUNE 2022

*Annual Wage Review 2021–22.*

A. Further to the decision issued by the Expert Panel in the Annual Wage Review 2021–22 on 15 June 2022 [[2022] FWCFB 3500], the above award is varied as follows:

1. By deleting the table appearing in clause 15.1 and inserting the following:

<b>Classification level</b>	<b>Minimum weekly rate (full-time employee)</b>	<b>Minimum hourly rate</b>
	<b>\$</b>	<b>\$</b>
Probationary Traveller <sup>1</sup>	849.60	22.36
Merchandiser	877.70	23.10
Commercial Traveller/Advertising Sales Representative	944.00	24.84

2. By deleting the year “2021” in clause 15.2(b)(ii) and inserting “2022”.

3. By deleting the table appearing in clause A.1.1 and inserting the following:

	Ordinary hours	Saturday	Sunday	Public holiday	
				Other than travelling	Travelling for work
	<b>% of minimum hourly rate</b>				
	<b>100%</b>	<b>150%</b>	<b>200%</b>	<b>250%</b>	<b>150%</b>
	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>
Probationary Traveller	22.36	33.54	44.72	55.90	33.54
Merchandiser	23.10	34.65	46.20	57.75	34.65
Commercial Traveller/Advertising Sales Representative	24.84	37.26	49.68	62.10	37.26

4. By deleting the table appearing in clause A.1.2 and inserting the following:

	Monday to Friday <sup>1</sup>	Saturday	Sunday	Public holidays	
				Other than travelling	Travelling for work
	<b>% of minimum hourly rate</b>				
	<b>150%</b>	<b>150%</b>	<b>200%</b>	<b>250%</b>	<b>150%</b>
	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>
Probationary Traveller	33.54	33.54	44.72	55.90	33.54
Merchandiser	34.65	34.65	46.20	57.75	34.65
Commercial Traveller/Advertising Sales Representative	37.26	37.26	49.68	62.10	37.26

5. By deleting the table appearing in clause A.2.1 and inserting the following:

	Ordinary hours	Saturday	Sunday	Public holiday	
				Other than travelling	Travelling for work
	<b>% of minimum hourly rate</b>				
	<b>125%</b>	<b>175%</b>	<b>225%</b>	<b>275%</b>	<b>175%</b>
	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>
Probationary Traveller	27.95	39.13	50.31	61.49	39.13

	Ordinary hours	Saturday	Sunday	Public holiday	
				Other than travelling	Travelling for work
	<b>% of minimum hourly rate</b>				
	<b>125%</b>	<b>175%</b>	<b>225%</b>	<b>275%</b>	<b>175%</b>
	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>
Merchandiser	28.88	40.43	51.98	63.53	40.43
Commercial Traveller/Advertising Sales Representative	31.05	43.47	55.89	68.31	43.47

6. By deleting the table appearing in clause A.3.1 and inserting the following:

Age	Junior hourly rate—ordinary hours	Saturday	Sunday	Public holidays	
				Other than travelling	Travelling for work
	<b>% of junior hourly rate</b>				
	<b>100%</b>	<b>150%</b>	<b>200%</b>	<b>250%</b>	<b>150%</b>
	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>
Under 19 years of age	16.77	25.16	33.54	41.93	25.16
19 years of age	19.87	29.81	39.74	49.68	29.81
20 years of age	22.36	33.54	44.72	55.90	33.54

7. By deleting the table appearing in clause A.3.2 and inserting the following:

Age	Monday to Friday	Saturday	Sunday	Public holidays	
				Other than travelling	Travelling for work
	<b>% of junior hourly rate</b>				
	<b>150%</b>	<b>150%</b>	<b>200%</b>	<b>250%</b>	<b>150%</b>
	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>
Under 19 years of age	25.16	25.16	33.54	41.93	25.16
19 years of age	29.81	29.81	39.74	49.68	29.81
20 years of age	33.54	33.54	44.72	55.90	33.54

8. By deleting the table appearing in clause A.3.3 and inserting the following:

Age	Casual junior rate—ordinary hours	Saturday	Sunday	Public holidays	
				Other than travelling	Travelling for work
	<b>% of junior hourly rate</b>				
	<b>125%</b>	<b>175%</b>	<b>225%</b>	<b>275%</b>	<b>175%</b>
	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>
Under 19 years of age	20.96	29.35	37.73	46.12	29.35
19 years of age	24.84	34.77	44.71	54.64	34.77
20 years of age	27.95	39.13	50.31	61.49	39.13

B. This determination comes into operation on 1 July 2022. In accordance with s.286(5) of the *Fair Work Act 2009* this determination does not take effect in relation to a particular employee until the start of the employee’s first full pay period that starts on or after 1 July 2022.

PRESIDENT