

**From:** [Staltari, Danielle](#)  
**To:** [REDACTED]  
**Cc:** [HANRAHAN, Kaitlin](#); [Ransom, Hannah](#); [REDACTED]  
**Subject:** FW: AA1000460 - Cairns car rentals - request for further information [SEC=OFFICIAL] [ACCC-ACCANDAER.FID1988181]  
**Date:** Wednesday, 26 February 2020 5:07:42 PM

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**OFFICIAL**

Dear Kade

In addition the information which has been asked below can Cairns Airport please provide a response to the following questions:

- Please provide copies of the documents which have been provided to parties as part of the Request for Tender (RFT).
- Please provide details of how the RFT will allocate car rental space amongst those parties who have submitted a bid. How does Cairns Airport intend to use the information submitted by parties who put in a bid in the tender process.
- Has the size and configuration of the T2 Car Rental Enhancement Development Project been finalised? What is the expected timing for completion of the expansion.
- Please explain whether the RFT process will feed into how decisions are made about how to allocate terminal space for other uses (ie not just car rental space). If yes, please outline how the RFT will impact those decisions.

We ask that you provide a response no later than Monday 2 March 2020.

A copy of this email will be placed on the ACCC's public register.

Regards

Danielle

**Danielle Staltari**

Director | Adjudication Branch

**Australian Competition & Consumer Commission**

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Working Mon – Thurs

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**From:** HANRAHAN, Kaitlin <[kaitlin.hanrahan@accc.gov.au](mailto:kaitlin.hanrahan@accc.gov.au)>

**Sent:** Thursday, 20 February 2020 5:12 PM

**To:** Sheely, Kade [REDACTED]

**Cc:** Staltari, Danielle <[Danielle.Staltari@accc.gov.au](mailto:Danielle.Staltari@accc.gov.au)>; Uthmeyer, Simon [REDACTED]

**Subject:** AA1000460 - Cairns car rentals - request for further information [SEC=OFFICIAL] [ACCC-

**OFFICIAL**

Dear Kade,

As part of progressing the ACCC's assessment of the application for authorisation lodged by a group of car rental operators seeking to collectively negotiate with Cairns Airport we are seeking some further information from Cairns Airport, which is outlined below:

- What type of contracts will be offered to potential car operators who are successful through the Request For Tender process which Cairns Airport is conducting?
- Will the potential car rental operators have scope to negotiate on these contracts? If so, please explain what scope and on what terms a potential car rental operator would have to negotiate with Cairns Airport in a the tender process.

We ask that you provide any response to this request by 27 February 2020.

Please don't hesitate to contact us with any queries.

A copy of this email will be placed on the ACCC's public register in due course.

Regards,

Kaitlin

**Kaitlin Hanrahan**

A/g Assistant Director | Adjudication | Merger and Authorisation Review

**Australian Competition & Consumer Commission**

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[www.accc.gov.au](http://www.accc.gov.au)

The ACCC acknowledges the traditional owners and custodians of Country throughout Australia and recognises their continuing connection to the land, sea and community. We pay our respects to them and their cultures; and to their Elders past, present and future.