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NO 31216

FORM G

Regulation 9

COMMONWEALTH OF AUSTRALIA

Trade Practices Act 1974 – subsection 93(1)

EXCLUSIVE DEALING: NOTIFICATION

To the Australian Competition and Consumer Commission:

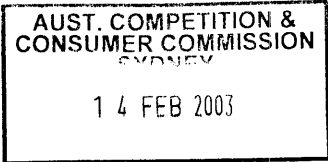
Notice is hereby given, in accordance with subsection 93(1) of the *Trade Practices Act 1974*, of particulars of conduct or of proposed conduct of a kind referred to in subsection 47(2), (3), (4), (5), (6) or (7), or paragraph 47(8)(a), (b) or (c) or 9(a), (b), (c) or (d), of that Act in which the person giving notice engages or proposes to engage.

1. (a) Name of person giving notice:
Harvey World Travel Franchisees Pty Limited ACN 059 507 587 (“HWTF”)
- (b) Short description of business carried on by that person:
Franchising of retail travel agencies
- (c) Address in Australia for service of documents on that person:
633 Princes Highway, Kogarah, New South Wales, 2217
2. (a) Description of the goods or services in relation to the supply or acquisition of which this notice relates:
Travel packages or travel agency services
- (b) Description of the conduct or proposed conduct:
. See attached
3. (a) Class or classes of persons to which the conduct relates:
Entities carrying on business as a travel agency under the “Harvey World Travel” name
- (b) Number of those persons:
 - (i) At present time:
370
 - (ii) Estimated within the next year:
375
- (c) Where number of persons stated in item 3(b)(i) is less than 50, their names and addresses:

4. Name and address of person authorised by the person giving this notice to provide additional information in relation to this notice:

Timothy Dodds, Finance Director, 633 Princes Highway, Kogarah NSW
2217

Dated *4th February* 2003



Signed by/on behalf of the person
giving this notice:

Timothy Dodds

(Signature)

TIMOTHY DODDS

(Full Name)

FINANCE DIRECTOR

(Description)

DESCRIPTION OF PROPOSED CONDUCT

Harvey World Travel Franchises Pty Limited ACN 059 507 587 (“HWTF”) intends to run competitions which only people that have acquired goods or services from a Harvey World Travel franchisee will be able to enter. Harvey World Travel franchisees are generally not bodies corporate that are related to HWTF. All Franchisees are bound by Franchise Agreements with HWTF.

Entry into the competitions will be an added bonus to customers purchasing their travel products and services from Harvey World Travel franchisees.

The competitions will provide the following benefits to the public:

- Allows HWTF to negotiate for its franchise network with suppliers to provide additional non-price competition incentives for the benefit of customers. These allow franchisees to provide value added offers to their customers.
- As other travel agency groups that do not operate through a franchising network are able to run similar competitions without infringing the exclusive dealing provisions of the *Trade Practices Act 1974 (Cth)*, the provision of value added offers by Harvey World Travel franchisees to its customers will enhance competition between travel agency groups. Due to the extremely competitive nature of the travel industry, this is expected to result in an increase in added value packages available to customers.
- As customers are, from time to time, provided with similar incentives if they purchase goods and/or services from competing travel agency groups, allowing Harvey World Travel franchisees to promote competitions to their customers will make them more competitive and may allow more franchisees to stay in business, thus increasing competition in the retail travel industry

As referred to above, the arrangement of HWTF structuring competitions for the benefit of the general public will also provide significant benefits to franchisees of HWTF who comprise a class of the public. These include the following:

- Ability to add value to customer travel packages
- Provision of group marketing initiatives for franchisees, that is of no cost to themselves.