

JOHNSON WINTER & SLATTERY
L A W Y E R S

13 June 2006

Partner: Aldo Nicotra (02) 8274 9536
Email: aldo.nicotra@jws.com.au
Solicitor: Michele Laidlaw (02) 8274 9533
Email: michele.laidlaw@jws.com.au
Our Ref: 45075
Doc ID: SYD Trans:10924.1

Mr Scott Gregson
General Manager, Adjudication
Australian Competition & Consumer Commission
470 Northbourne Avenue
Dickson ACT 2602

BY EMAIL

Dear Mr Gregson

Qantas & Air New Zealand Authorisation Applications (A91001 – A91003)

We refer to your letter of 22 May 2006, which contained a request for further information in relation to the above applications.

We have set out our clients' responses to your letter in the attached schedule and accompanying annexures. We note that although a majority of the requests have been answered, certain responses have not yet been finalised. As a result, we request that the Commission grant a one week extension of time (to Tuesday 20 June 2006) in relation to those questions that are left unanswered in this first tranche of responses.

Confidentiality

We request, pursuant to section 89(5) of the *Trade Practices Act 1974* (Cth), that the Commission refrain from disclosing the attached schedule on the basis that it contains information that is confidential to Qantas and/or Air NZ.

We will provide you with a version of the schedule that masks the relevant confidential responses for inclusion on the public register shortly.

Given that Qantas and/or Air NZ confidential information was required to prepare the attached schedule, the Applicants took steps to ensure confidential information was not disclosed between them. In the attached schedule specific confidential information has been highlighted in yellow (for Qantas) and blue (for Air NZ). These highlighted responses (or

Australia Square Tower, 264 George Street
Sydney, NSW 2000
Telephone +61 2 8274 9555 ■ Facsimile +61 2 8274 9500
www.jws.com.au

SYDNEY ■ MELBOURNE ■ ADELAIDE

Liability limited by a scheme approved under Professional Standards Legislation

partial responses) were not provided to any members of the other Applicant's internal legal or commercial teams, nor was their content disclosed to these teams.

Please do not hesitate to contact us if you have any queries in relation to this letter or the attached schedule.

Yours sincerely

Aldo Nicotra
Partner
Johnson Winter & Slattery

Michael Gray
Partner
Freehills

cc: Ms Isabelle Arnaud, Australian Competition & Consumer Commission
Mr Carl Toohey, Australian Competition & Consumer Commission

**ACCC QUESTIONS FOR QANTAS & AIR NEW ZEALAND –
TASMAN NETWORKS AGREEMENT**

13 June 2006

CURRENT OPERATIONS

Other trans-Tasman routes

1. In Table 1 of the submission, the Applicants provide a table of capacity shares (by airline) on the 'nine main Tasman routes' which are stated to account for approximately 85 per cent of all Tasman non-stop capacity. Can the Applicants provide capacity shares, at an equivalent date, for all other trans-Tasman routes?

A complete list of capacity shares for all the Tasman routes is set out below. As with Table 1 in the Applicants' submission of 13 April 2006, the table below is based on scheduled services as at 1 January 2006 for the week commencing 20 February 2006 (except for the Sydney – Auckland and Brisbane – Auckland routes, which are as at 1 February 2006).

In March 2006 (which post-dates Table 1) Air NZ commenced operating services between Adelaide and Auckland. It is estimated that Air NZ operates approximately 876 weekly seats on this route (in and out) and Qantas operates approximately 708 weekly seats. This creates a total route capacity of approximately 1,584 weekly seats. This total capacity is shared between Qantas (approximately 44.7%) and Air NZ (approximately 55.3%).

Table 1: Capacity Shares on All Tasman Routes

Route	Qantas ¹	Air NZ ²	Emirates	Virgin Blue	Other 5 th Free.	Wkly Seats (in & out)
SYD-AKL vv	44.0%	30.9%	13.2%	0	11.9%	38,560
MEL-AKL vv	41.8%	41.5%	16.7%	0	0	21,690
BNE-AKL vv	17.5%	33.7%	28.2%	7.6%	13.0%	18,904
ADL-AKL vv	100.0%	0	0	0	0	1,008
CNS-AKL vv	0	100.0%	0	0	0	896
OOL-AKL vv	0	74.5%	0	25.5%	0	2,820
PER-AKL vv	0	100.0%	0	0	0	3,220
AUST-AKL vv	34.8%	38.5%	16.1%	2.5%	8.1%	87,078
SYD-WLG vv	49.0%	51.0%	0	0	0	6,864

¹ Includes Jetstar

² Includes Freedom Air

Route	Qantas ¹	Air NZ ²	Emirates	Virgin Blue	Other 5 th Free.	Wkly Seats (In & out)
MEL-WLG vv	45.1%	54.9%	0	0	0	3,724
BNE-WLG vv	20.3%	49.3%	0	30.4%	0	3,552
AUST-WLG vv	40.8%	51.6%	0	7.6%	0	14,140
SYD-CHC vv	43.4%	24.4%	21.5%	10.7%	0	16,772
MEL-CHC vv	43.9%	36.2%	0	19.9%	0	7,254
BNE-CHC vv	33.9%	31.7%	0	34.4%	0	7,314
OOL-CHC vv	32.1%	67.9%	0	0	0	2,208
AUST-CHC vv	40.6%	31.4%	10.8%	17.2%	0	33,548
SYD-ZQN vv	36.5%	63.5%	0	0	0	920
SYD-ZQN vv	36.5%	63.5%	0	0	0	920
SYD-DUD vv	0	100.0%	0	0	0	884
MEL-DUD vv	0	100.0%	0	0	0	600
BNE-DUD vv	0	100.0%	0	0	0	1,468
OOL-DUD vv	0	100.0%	0	0	0	300
AUST-DUD** vv	0	100.0%	0	0	0	3,252
SYD-HLZ vv	0	100.0%	0	0	0	600
MEL-HLZ vv	0	100.0%	0	0	0	600
BNE-HLZ vv	0	100.0%	0	0	0	1,184
OOL-HLZ vv	0	100.0%	0	0	0	600
AUST-HLZ** vv	0	100.0%	0	0	0	2,984
SYD-PMR vv	0	100.0%	0	0	0	568
MEL-PMR vv	0	100.0%	0	0	0	284
BNE-PMR vv	0	100.0%	0	0	0	1,136
AUST-PMR** vv	0	100.0%	0	0	0	1,988
WLG-OOL** vv	0	100.0%	0	0	0	300
TOTAL SEATS						144,210

** All these routes are ones where Freedom Air is the only operating carrier.

Capacity

2. **The Applicants estimate that there are 5,200 empty seats per day on the main Tasman routes, and 6,300 overall. What is the basis for this estimate?**

Spare Capacity – Main Tasman Routes

This response has been prepared by Qantas.

The estimate of 5,200 empty seats per day on the main Tasman routes was calculated by Qantas as follows:

Total market unsold seats (est) in the base case/ 365 = approx. 5,200

The base case was the 2005 calendar year, which produced an estimate of total market unsold seats of [RESTRICTION OF PUBLICATION CLAIMED]. This number was derived from all routes where Qantas currently operates scheduled services (excluding Queenstown). In other words, this estimate incorporated the nine main Tasman routes (between each of Sydney, Melbourne, Brisbane and Auckland, Christchurch and Wellington) and Auckland-Adelaide.

Spare Capacity – Total Tasman

This response has been prepared by Air NZ.

The estimate of 6,300 empty seats per day across all the Tasman routes was calculated based upon the difference between airline capacity flown on these routes and actual passenger numbers, calculated on a monthly basis for the 2005 calendar year, then aggregated and divided by 365 to produce the daily estimate. A more detailed breakdown of this calculation is attached at **Annexure A**.

[RESTRICTION OF PUBLICATION CLAIMED]

Can the Applicants provide a breakdown of which routes this surplus capacity is occurring on? How many of these estimated empty seats are offered by (i) Qantas and (ii) Air NZ?

[RESTRICTION OF PUBLICATION CLAIMED]

3. [RESTRICTION OF PUBLICATION CLAIMED]

[RESPONSE TO BE PROVIDED]

4. [RESTRICTION OF PUBLICATION CLAIMED]

[RESPONSE TO BE PROVIDED]

5. **The ACCC notes that there are discrepancies between the Applicants current capacity as appearing in Annexure D and in Annexure I. Can the Applicants indicate which of the two annexures is correct?**

This response has been prepared by the Applicants.

Both Annexure D and Annexure I contain correct statements of the Applicants' actual frequencies (and capacity) on the Tasman routes, but at two different points in time.

The schedules used in Annexure I are the individual schedules for each carrier operating separately in the Northern Summer 2005 scheduling season. The Northern Summer 2005 season was used for comparison purposes because the default TNA schedule (i.e. the Draft Initial Networks Plan set out in Schedule 11 of the TNA) is itself a Northern Summer schedule. This avoids any issues associated with seasonality when comparisons are being made.

Although Annexure D is more recent, it is more appropriate to use Annexure I for comparison purposes with the Draft Initial Networks Plan.

Type of Passengers

6. **Australian Passenger Card data from the Department of Immigration and Multicultural and Indigenous Affairs (DIMIA) indicate that in 2005 Qantas carried 29.9% of New Zealand origin/destination passengers travelling for the purposes of business (including to attend conventions) and Air NZ 20.8%. How would these proportions compare on a route-by-route basis?**

This response has been prepared by Qantas.

Because the Australian passenger card data from the Department of Immigration and Multicultural and Indigenous Affairs (DIMIA) is drawn from passenger arrival card information, it is available on a state-by-state basis rather than on a route-by-route basis.

Set out below are two types of information the Applicants have obtained:

- (a) **(Table 2)** From a base of all the Qantas and Air NZ customers (respectively) that reside in a particular Australian State and departed for New Zealand in 2005, Table 2 identifies the proportion that were travelling for business purposes.

For example, of all the Qantas customers who stated they lived in New South Wales and departed Australia for New Zealand in 2005, approximately 35% of them stated they were travelling to New Zealand for "Business or Convention" purposes. The remaining 65% were presumably travelling for other purposes.

- (b) **(Table 3)** From a base of all the Qantas and Air NZ customers (respectively) that indicated they were visitors (i.e not Australian residents) to Australia from New Zealand in 2005, Table 3 identifies the proportion of those visitors that were travelling for business purposes.

For example, of all the Qantas customers who were visitors from New Zealand in 2005, approximately 29% of them stated they were travelling to Australia for "Business or Convention" purposes. Once again, the remaining 71% were presumably travelling for other purposes.

Table 2: Tasman Business Travellers: Australian Departure

State	Qantas (%)	Air NZ (%)
New South Wales	35.1%	26.0%
Queensland	35.2%	19.4%
Victoria	16.3%	15.1%
South Australia	23.4%	26.4%
Western Australia	14.2%	13.0%
ACT	31.9%	25.9%
Tasmania	28.3%	16.3%
Northern Territory	20.7%	10.6%

Source: ABS by purpose of business (including convention), resident out by state

Table 3: Tasman Business Travellers: New Zealand Arrival

State	Qantas (%)	Air NZ (%)
Total New Zealand O/D	29.3%	20.3%

Source: ABS by purpose of business (including convention), visitor in by state

Profitability

7. What were the EBIT outcomes for Qantas and Air NZ (including Freedom Air) for each of the trans-Tasman routes and trans-Tasman overall for each of the financial years 2002/3 to 2004/5?

[RESPONSE TO BE PROVIDED]

8. Are Qantas/Air NZ required to pay lay-over costs in NZ/Australia? If yes, are these costs the same as for non-domestic airlines (i.e. such as 5th Freedom carriers)?

Qantas Response

[RESTRICTION OF PUBLICATION CLAIMED]

Air NZ Response

Air NZ has no aircraft lay-overs in Australia and therefore doesn't face any such charges in Australia. An "apron" charge, common to all carriers, is payable at Sydney and is levied at a rate of A\$35 (GST excl.) per 15 minutes when occupying a gate. Note that the

charge is not applied during curfew hours (11.00pm - 6.00am).

No "layover" charges are applied at the main airports in New Zealand (Auckland Airport does levy parking charges for non-scheduled operations, however, these are only levied after six hours on the ground).

Airports on both sides of the Tasman publish rate sheets setting out all the standard charges levied by the particular airport. These sheets are in the public domain and Air NZ is aware of the relevant rates. Beyond this publicly available information, Air NZ does not know the specific lay-over costs incurred by non-domestic airlines (such as the fifth freedom carriers) offering Tasman services or whether certain airports have offered them discounts or special arrangements.

Revenue

9. **What was Qantas' and Air NZ's turnover from their trans-Tasman operations in the last financial year?**

[RESPONSE TO BE PROVIDED]

10. **What were Qantas' and Air NZ's revenue per seat sold, in each cabin class and overall, per month on each of the nine main trans-Tasman routes between January 2000 and February 2006 (or the most recent month for which data is available)?**

[RESPONSE TO BE PROVIDED]

11. [RESTRICTION OF PUBLICATION CLAIMED]

[RESPONSE TO BE PROVIDED]

Fleet

12. **What is the current status of Qantas' fleet renewal program?**

This response has been prepared by Qantas.

As at 31 March 2006, the Qantas Group operated a total fleet of 213 aircraft, the breakdown of which is set out below:

Qantas mainline (domestic and international)

Boeing 747-400ER	6	Boeing 747-400	24
Boeing 747-300	6	Boeing 767-300ER	29
Boeing 737-800	33	Boeing 737-400	21
Boeing 737-300	9	Airbus A330-300	10
Airbus A330-200	4		

QantasLink

Bombardier Dash 8	32	Boeing 717-200	8
Bombardier Q400	2	British Aerospace 146	2

Jetstar

Airbus A320-200	21	Boeing 717-200	6
-----------------	----	----------------	---

The foundation of the Qantas Group's long-term fleet plan was laid in November 2000, when it announced the purchase of 13 Airbus A330s, six Boeing 747-400ERs and 12 Airbus A380 aircraft. The majority of the A330s and B747-400ERs are now in service, with the first of the A380 aircraft due to be delivered in April 2007.³

In December 2005 Qantas announced another significant fleet investment, with plans to acquire up to 115 Boeing 787 aircraft. More specifically:

- (a) 65 B787s for Qantas mainline and Jetstar for delivery from 2008; and
- (b) rights for an additional 50 B787s for growth.

These new aircraft will cater for international capacity growth and new routes as well as replacement of the Qantas Group's existing B767-300 fleet.⁴ Two A330-200 aircraft will also be acquired in 2007 for Jetstar International operations.

Could the Applicants please provide details of new aircraft added to the trans-Tasman route in the past 12 months and new aircraft proposed to be added to these routes in the foreseeable future, including aircraft type?

Qantas Response

Currently, the Qantas Group flies a combination of A320s, B767-300s, B737s and B747s on the Tasman routes. None of these aircraft are solely dedicated to these routes.

Because Qantas operates a domestic Australian and international network of services, the aircraft deployed on the Tasman are also deployed to fly other sectors across the Qantas network, depending upon the level of passenger demand and specific route conditions. As the Tasman is a short-haul sector, it is more similar to domestic Australian flying rather than longer international sectors. For this reason, the Qantas product on the Tasman is closer to its domestic offering and the aircraft which are deployed on the Tasman are also likely to be deployed across the domestic Australian network.

The introduction of A320s to the Tasman by Jetstar in December 2005 was the only instance of a new aircraft type being added to the Tasman routes by the Qantas Group in the past 12 months. There are no current Qantas plans to add new aircraft to the Tasman routes in the foreseeable future. However, as with the rest of its network, Qantas is

³ Qantas Fact File: Fleet, April 2006 – see: <http://www.qantas.com.au/infodetail/about/FactFiles.pdf>

⁴ "Qantas Board chooses Boeing" Qantas Media Release, 14 December 2005

consistently monitoring the Tasman and this position could change in response to dynamic market conditions.

Air NZ Response

The Commission has requested that the Applicants provide "... details of new aircraft added to the Tasman route in the past 12 months and new aircraft proposed to be added to these routes in the foreseeable future". However, Air NZ aircraft are not necessarily dedicated to Tasman flying and most of the aircraft that fly Tasman routes also perform other missions within the network.

Air NZ flies A320s, B767-300s, B777s and B747s on the Tasman. In relation to the A320s, for example, they are largely dedicated to the Tasman but they also fly Pacific Island sectors. This state of affairs means it is difficult to say when an aircraft has been "added" to the Tasman.

The only new type of aircraft to be added to the Air NZ Tasman routes in the past 12 months is the B777. Going forward, Air NZ is likely to fly (but not dedicate) the B787 on the Tasman when that aircraft is added to the fleet.

Attached at **Annexure B** is a spreadsheet that illustrates the aircraft type employed by Air NZ by sector, by month over a 12 month period.

13. **In his statement to the Tribunal in March 2004, Mr Thompson, Air NZ Group General Manager, Marketing Network & Sales, referred to Air NZ's decision to use A320s to fly its trans-Tasman routes and provided a schedule for the proposed roll-out of the A320 fleet. Air NZ expected that the replacement of the majority of its wide bodied aircraft fleet would be completed by February 2006.**

What were the reasons for Air NZ's decision to replace wide bodied aircraft with narrow bodied aircraft on the trans-Tasman?

[RESPONSE TO BE PROVIDED]

Has Air NZ's fleet replacement occurred as planned? If no, please indicate why.

[RESPONSE TO BE PROVIDED]

What is Air NZ's current strategy regarding its trans-Tasman fleet?

[RESPONSE TO BE PROVIDED]

14. **According to Qantas' 2004-2005 annual report, Jetstar lowered its cost base in the 2nd half of year to 7.62 cents per ASK. Can the Applicants explain the factors which have led to Jetstar now having a cost base of [RESTRICTION OF PUBLICATION CLAIMED] cents per ASK as per page 76 of the proposed TNA agreement?**

This response has been prepared by Qantas.

The Qantas 2004-2005 Annual Report contains the following statement in the Report

from the Chairman and Chief Executive Officer:

"Jetstar lowered its cost base in the second half of the year to 7.62 cents per ASK, making it the lowest cost carrier in Australia, even with a mixed fleet" (p.12).

This is a statement regarding Jetstar's costs, measured in cents per ASK, on a total Jetstar network basis.

The figure of [RESTRICTION OF PUBLICATION CLAIMED] at page 76 of the TNA is not a measure of Jetstar's cost base. Instead, it is a measure of Jetstar's historic aggregate revenue. More specifically, [RESTRICTION OF PUBLICATION CLAIMED] is the Base RASK for Jetstar on its Christchurch services, which is defined on page 75 of the TNA as "a historic aggregate revenue measure per unit of aggregate deployed capacity during the Base Period....."

In other words, the discrepancy between the two figures in Q14 is explained by the fact that the first is a measure of Jetstar's network costs, whilst the second is a measure of its Christchurch revenue.⁵

- 15. Qantas' 2004-2005 annual report stated that Jetstar's entrance to the trans-Tasman route would boost Qantas' capacity to 1500 seats per week. How has the introduction of Jetstar on trans-Tasman routes impacted on Qantas' profitability? What has been the basis of selecting the routes to be operated by Jetstar?**

This response has been prepared by Qantas.

The basis upon which Qantas selects the routes operated by Jetstar involves a number of criteria including:

- (a) type of route and the characteristics of its passengers;
- (b) existing profitability of the route being considered;
- (c) impacts on the Qantas network shape and presence;
- (d) connecting passengers; and
- (e) Jetstar's ability to quickly build a critical mass at the port being considered.

These criteria will remain unchanged under the TNA.

In the case of the routes into Christchurch (i.e. Sydney, Melbourne and Brisbane) the Qantas Group recorded an EBIT loss of [RESTRICTION OF PUBLICATION CLAIMED] on these routes in the 2004/05 financial year. Christchurch is predominately a price sensitive leisure destination with reasonably low broader network connections. Given these facts, it was ideally placed to be able to take Jetstar services.

Qantas assessed that by putting Jetstar onto these routes, the volume revenue growth

⁵ For clarity, Jetstar's cost base for its Christchurch services is lower than its revenue.

and cost savings that would be derived from the Jetstar business model would offset the accompanying yield decline (relative to Qantas).

One daily Qantas Sydney-Christchurch service has been kept for network reasons.

[RESTRICTION OF PUBLICATION CLAIMED]

16. Are Qantas and/or Air NZ currently using aircraft on trans-Tasman routes which continue on to/come from long-haul routes? In particular, what routes are the following aircraft also operated on by Air NZ:

- (a) **Brisbane – Auckland (daily B747);**
- (b) **Sydney – Auckland (5 x B777); and**
- (c) **Melbourne – Auckland (daily B747).**

Qantas Response

Qantas regularly uses aircraft on its Tasman services that may have previously flown a long-haul sector, or may thereafter be deployed on a long-haul sector. This arises because, as discussed in Q12 above, Qantas attempts to maximise its aircraft utilisation and its aircraft are not solely dedicated to particular routes.

Furthermore, because Sydney is Qantas' major hub airport many of its long-haul aircraft transit through Sydney and continue on to other destinations across the Qantas network. This is quite different to the situation confronting the fifth freedom carriers (including Emirates), for whom Australia (and New Zealand) represent "end of route" destinations. These fifth freedom carriers have idle time on the ground in Australia or New Zealand whilst they wait to return to their home bases. This time is utilised on a marginally costed basis across the Tasman. Qantas cannot act in a similar fashion.

At present, the only Qantas-operated aircraft that flies a Tasman route and continues directly on to (or directly comes from) a long-haul route is a B744 daily service that operates Melbourne – Auckland – Los Angeles. This service commenced operation on 28 January 2006.

Prior to that date, Qantas operated the same B744 daily service on Brisbane – Auckland – Los Angeles instead.

Air NZ Response

Brisbane – Auckland

Currently Air NZ offers a B747-400 service between Auckland and Brisbane. Prior to its departure from Auckland, the aircraft will normally have come through from flight NZ1 (Los Angeles – Auckland). Following the return Brisbane – Auckland service, the B747-400 will normally operate flight NZ2 (Auckland – Los Angeles – London).

Melbourne – Auckland

The B747-400 used on the Auckland-Melbourne service will generally have previously flown NZ5 (Los Angeles – Auckland). Following the return Melbourne-Auckland service, this B747-400 then operates NZ6 (Auckland – Los Angeles).

Sydney – Auckland

Potentially relevant Tasman flights conducted by Air NZ B777-200 aircraft are addressed separately below:

- (a) NZ101 (Auckland – Sydney): When the B777-200 operates this service the aircraft has previously operated a Singapore – Auckland service.
- (b) NZ102 (Sydney – Auckland): A B777-200 operates this service and will then operate either NZ137 (Auckland – Brisbane), or NZ8 (Auckland – San Francisco).
- (c) NZ105 (Auckland – Sydney): This Tasman service is operated by a B777-200, which may have previously flown a San Francisco – Auckland service or a Hong-Kong – Auckland service.
- (d) NZ106 (Sydney – Auckland): This service is operated by a B777-200. Following the flight, the aircraft will overnight in Auckland and then operates an international service from Auckland – Tokyo (Narita).

Air NZ has increased its deployment of B777-200 aircraft on the Tasman in the short term to provide opportunities for training pilots for its new fleet.

Connections

17. What is the proportion of Qantas and Air NZ trans-Tasman passengers connecting to, or transferring to, (i) international flights and (ii) domestic flights?

Qantas Response

For the period March 2005 to April 2006 (inclusive), the proportion of Qantas Tasman passengers connecting to/transferring from certain types of flights are set out below (based on Qantas to Qantas same day connections):

Tasman passengers connecting to/transferring to:	Proportion (%)
International flights	[RESTRICTION OF PUBLICATION CLAIM{ED}]
Australian domestic flights	[RESTRICTION OF PUBLICATION CLAIMED]

Tasman passengers connecting to/transferring to:	Proportion (%)
New Zealand domestic flights	[RESTRICTION OF PUBLICATION CLAIMED]

Source: Worldnet

Air NZ Response

The proportion of Air NZ Tasman passengers connecting to/transferring from certain types of flights are set out below for the period from March 2005 to April 2006 inclusive:

Tasman passengers connecting to/transferring to:	Proportion (%)
International flights	[RESTRICTION OF PUBLICATION CLAIMED]
New Zealand domestic flights	[RESTRICTION OF PUBLICATION CLAIMED]
Local (i.e. no connections or transfers)	[RESTRICTION OF PUBLICATION CLAIMED]

Source: Air NZ Airline Prof

Note: These figures are based on Air NZ to Air NZ connections (domestic-international and international-domestic) occurring within 6 hours.

18. To what extent do Jetstar trans-Tasman flights connect/interline with other Qantas flights? To what extent do Freedom trans-Tasman flights connect/interline with Air NZ flights?

Qantas Response

The Jetstar business model primarily offers point-to-point services with little or no connectivity.

However, independently of the TNA, Qantas has chosen to place its code on the Jetstar flights into and out of Christchurch for all sales where the "point of sale" (POS) is outside Australia and New Zealand. Some examples of how this arrangement operates in practice are set out below:

- (a) A customer in the United Kingdom books a Qantas flight from London to Christchurch (with a transit in Melbourne). The Melbourne-Christchurch part of the journey will take place under a Qantas marketing code but on a Jetstar operated aircraft.
- (b) The same customer in the United Kingdom could also choose to book a "round the world" journey on a Qantas itinerary, which comprises a number of separate sectors including a stand-alone Melbourne-Christchurch service. Once again, this

journey would occur under a Qantas marketing code but on a Jetstar operated aircraft.

In example (a), where an English customer is travelling on a through itinerary from London to Christchurch (via Melbourne), Qantas provides "connectivity" product at Melbourne that involves:

- (a) Baggage interline from the Qantas operated international flight to the Jetstar Tasman flight. In reverse, baggage interline is also be available from Jetstar operated Tasman flights to Qantas operated international flights.
- (b) At present, passengers can check in for onward flights airside at the transit lounge of the connecting port (in this case Melbourne, but it also applies at Sydney and Brisbane). Passenger through checking from the departure port is not available.

There is no connectivity between Jetstar Tasman flights and domestic Australian (or New Zealand) flights operated by either Qantas or Jetstar.

In addition, customers from POS New Zealand who are travelling on Jetstar code and also have a connection with any Qantas international flight out of Australia (but Qantas operated services only) have access to the "connectivity" product outlined above.

Air NZ Response

There is no facilitated connectivity or interline between Freedom Air and Air NZ flights on the Tasman routes. There is no baggage transfer as between the two carriers.

THE APPLICATIONS

The Counterfactual

19. **Can the Applicants provide further information/explanation as to their proposed counterfactual, in particular outlining their respective strategies?**

[RESPONSE TO BE PROVIDED]

20. **In the counterfactual, what are Qantas and Air NZ's likely strategies for the deployment of their low-cost carrier (LCC) subsidiaries on trans-Tasman routes?**

[RESPONSE TO BE PROVIDED]

Code-share

21. **At paragraph 2.12 of their submission, the Applicants state that flights 'operated by Jetstar or Freedom Air will not automatically form part of the code-share arrangements, but may be introduced at a later date'. Schedule 9 outlines the terms and conditions upon which Jetstar and Freedom may be included in the**

code-share. Can the Applicants indicate whether they are likely to have any short to medium term plans to include Jetstar and/or Freedom in the code-share arrangements as per Schedule 9 of the TNA agreement?

This response has been prepared by the Applicants.

Schedule 9 provides a framework within which the Applicants' can potentially agree to introduce code-share arrangements as between the respective carriers (including Jetstar and Freedom Air) if and when the appropriate opportunities present themselves. It should be noted that in the event a proposal is made to include Jetstar and/or Freedom Air in code-share arrangements of the type outlined in Schedule 9, clause 7.1(c)(i) of the TNA states that this decision is "... *subject to the Committee first agreeing the terms on which such Codeshare flights will be operated.*"

Currently, the Applicants do not have any specific plans to include Jetstar and/or Freedom in the TNA code-share arrangements.

Further, will Qantas code-share on Jetstar and Air NZ on Freedom Air?

Schedule 9 of the TNA provides that Qantas is permitted to code-share on Jetstar on all sectors on the Tasman Networks.

Before the TNA was agreed, Qantas already had specific, limited code-share arrangements in place with Jetstar on Christchurch routes for points of sale outside Australia. See the Applicants' response to Q18 above for further details.

Schedule 9 also provides that Air NZ is permitted to code-share on Freedom Air on all sectors on the Tasman Networks. However, at this stage, Air NZ has no intention of code-sharing on Freedom Air. Furthermore:

- (a) Air NZ and Freedom Air will not code-share on Jetstar; and
- (b) Qantas and Jetstar will not code-share on Freedom Air.

22. Can the Applicants confirm (as per Schedule 9 of the TNA agreement) that all flights operated by Qantas and Air NZ on the trans-Tasman are required to be part of the code-share arrangements?

This response has been prepared by the Applicants.

The Applicants confirm that all Qantas and Air NZ branded flights on the Tasman are required to be part of the code-share arrangements.

23. What existing code-share arrangements does each of the Applicants have with third party airlines on trans-Tasman routes? Are the arrangements block sale code-share arrangements or free sale code-share arrangements? How will the TNA affect each Applicant's code-sharing arrangements with third party airlines?

This response has been prepared by the Applicants.

Existing Code-share Arrangements

[RESPONSE IN RESPECT OF AIR NZ CODE-SHARE ARRANGEMENTS TO BE PROVIDED]

Qantas' existing code-share arrangements with third party airlines on Tasman routes are as follows:

- (a) Free sale code-share (where carriers place their code on Qantas operated services) arrangements exist with Air Tahiti Nui (TN), American Airlines (AA) and British Airways (BA).
- (b) Block space code-share (where Qantas code is carried on non-Qantas operated services) arrangements exist with Lan Chile (LA).

Of the Qantas free sale code-share partners, only Air Tahiti Nui (TN) and British Airways (BA) offer stand-alone Tasman sectors to customers in Australia or New Zealand. Information about the Tasman fares offered by these airlines can be accessed from their public websites. The TNA will not impact upon these arrangements other than as set out below.

Impact of the TNA

Under the TNA the block space code-share between Qantas and LA will continue and Qantas marketed seats on the LA code-share will be subject to the obligations set out in clause 6.2 of the TNA in respect of pricing on the Tasman Networks (for the avoidance of doubt, in practical terms this involves Sydney-Auckland only).

In relation to the free sale arrangements, the TNA means that each of Qantas' free sale code-share partners will continue to place their code on Qantas operated services. However, there will be no TN, AA or BA code on services operated by Air NZ. The same arrangements will apply to Air NZ's code-share partners. That is, they will not be able to place their code directly on Qantas operated services.

In practice, this issue will only arise where either Qantas or Air NZ become the sole operator on a particular route under the TNA. For example, Qantas will be the only operator on Brisbane/Melbourne – Wellington and Sydney – Queenstown. For these routes Air NZ code-share partners will need to book Air NZ code. Similarly, Air NZ will be the only operator on Auckland-Adelaide. For this route, Qantas code-share partners will need to book Qantas code. It is the Applicants' view that the impact of this change on its code-share partners will be relatively minor.

Proposed Schedule Spread

- 24. Annexure I to the supporting submission contains a proposed schedule spread under the TNA versus the current schedule, while Schedule 11 to the proposed TNA agreement includes a 'Draft Initial Tasman Networks Plan'. However, there**

appears to be two discrepancies between these. Specifically:

- (a) for the AKL-BNE route Schedule 11 shows two NZ145 flights which do not appear in Annex I. In addition, Annexure I shows 6DF flights at 14.30 which do not appear in Schedule 11; and
- (b) for the AKL-MEL route, Schedule 11 shows NZ900 using a B772 while Annexure I shows a B763.

Can the Applicants indicate which proposed schedule the ACCC should refer to? If it is Annexure I, could the Applicants provide the proposed TNA schedule for all trans-Tasman routes?

This response has been prepared by the Applicants.

The Commission should refer to Schedule 11 to the TNA (the Draft Initial Tasman Networks Plan) for the proposed TNA schedule for all trans-Tasman routes.

Annexure I provides a comparison between this Draft Initial Networks Plan and the Northern Summer 2005 (NS05) schedule flown by each of Qantas and Air NZ. The NS05 schedule was selected as the "base schedule" for comparison because the Draft Initial Network Plan is itself a Northern Summer schedule. This avoids any issues associated with seasonality when comparisons are being made.

The discrepancies identified in Annexure I by the Commission were transcription errors. A revised, accurate copy of Annexure I is attached to these responses.

- 25. Since the applications were lodged, has the proposed TNA schedule undergone any revisions? If so, could the Applicants provide the ACCC with a copy of the latest proposed schedule, for all trans-Tasman routes?**

This response has been prepared by the Applicants.

Since the applications for authorisation were lodged with the Commission the Draft Initial Networks Plan (captured in Schedule 11 to the TNA) has not undergone any revisions.

However, it is important to reiterate that the Draft Initial Networks Plan is simply the proposed "going in" schedule for the TNA, which represented the Applicants' most appropriate allocation of TNA capacity taking into account market dynamics at the time the TNA was negotiated.

- 26. Can the Applicants indicate whether a reduction in capacity on certain routes as a result of the proposed TNA agreement will result in a reduction in staff? If so what is the magnitude of the expected reduction, and where is it likely to occur?**

Qantas Response

Qantas does not have any plan to reduce staff through redundancies as a direct result of the TNA. To the extent the TNA means fewer staff members are required on the Tasman

routes, excess staff will be re-allocated across the broader Qantas network.

Air NZ Response

While the TNA will mean that less direct labour is required to operate Tasman services, there will be no Air NZ redundancies as a result, primarily due to the following factors:

- (a) The airline is entering a significant period of growth on long-haul routes. This is creating additional opportunities for pilots and additional roles for cabin crew.
- (b) Any excess that is not addressed via (a) will be addressed through attrition and retirement, rather than redundancies.

27. Based on information contained in Schedule 11 to the TNA agreement, it would appear that the Applicants would substantially increase capacity on a number of routes (Brisbane/Adelaide/Cairns to Auckland, Brisbane/Melbourne to Christchurch). How do the Applicants reconcile these capacity increases with the claimed benefits associated with the removal of excess capacity?

This response has been prepared by the Applicants.

The Northern Summer 2005 (NS05) schedule was used by the Applicants for comparison purposes because the default TNA schedule (i.e. the Draft Initial Network Plan set out in Schedule 11 of the TNA) is itself a Northern Summer schedule. A comparison between this "base schedule" and the default TNA schedule is graphically depicted at Annexure I to the Applicants' submission.

The Applicants have endeavoured to address each of the identified routes below relative to the "base schedule" of NS05. As each Applicant has developed its own counterfactual scenarios, they have not jointly analysed the differences in capacity as between the counterfactual future and the Draft Initial Networks Plan.

(a) *Adelaide – Auckland*

During 2005 this route only had three flights per week serviced by Qantas (see Table 1 in response to Q1 above). As a result, the TNA involves a limited increase in frequency (and capacity) on this route from three to four flights per week.

It should be noted that in March 2006 Air NZ entered the route with an additional three flights per week. As a result, from a current perspective, the Draft Initial Network Plan now actually reduces frequency and capacity on this route from six flights per week to four flights per week.

(b) *Brisbane – Auckland*

Relative to the NS05 schedule, the Applicants are proposing to reduce frequency on this route to 22 flights per week under the Draft Initial Networks Plan. This is estimated to result in a weekly reduction of approximately 1,800 seats.

(c) *Cairns – Auckland*

The proposed change to this route involves an increase in frequency from three flights per week under the base schedule to six flights per week. This is an illustration of how the Applicants' intend to more effectively manage capacity under the TNA. By working together, Qantas and Air NZ will be able to add frequencies to this route as both airlines will have incentives to sell this service.

Furthermore, by providing greater direct frequencies on this route, the TNA will enable more customers who wish to travel between these cities to fly direct. In turn, it is anticipated that this will remove a small volume of traffic from the main transit points of Brisbane and Sydney and may assist in the management of capacity between these points and Auckland.

(d) *Brisbane – Christchurch*

[RESPONSE TO BE PROVIDED]

(e) *Melbourne – Christchurch*

[RESPONSE TO BE PROVIDED]

It is important to reiterate that the Draft Initial Networks Plan is simply the proposed "going in" schedule for the TNA, which represented the Applicants' most appropriate allocation of TNA capacity taking into account market dynamics at the time the TNA was negotiated. Whilst the TNA has the overall objective of assisting the Applicants reduce capacity, as the market changes the Applicants will continue to monitor market dynamics and match capacity requirements accordingly.

- 28. At 11.26 of the Applicants' submission it states one of the benefits of the TNA would be more direct route options. Except for the Perth and Cairns to Auckland routes currently operated by Air NZ, have the Applicants considered other direct route options? If yes, can the Applicants please advise the routes considered and advise whether they are likely to be seasonal routes?**

This response has been prepared by the Applicants.

The Applicants' submission to the Commission states that one of the public benefits associated with the TNA is the availability of more direct route options for Qantas' customers. Paragraph 11.26 illustrates that, if the TNA was implemented, Qantas passengers will immediately have access to direct services from Perth and Cairns to Auckland (by travelling on Qantas code but on an Air NZ operated aircraft). In the counterfactual, as Qantas passengers they must travel indirectly on a one-stop service.

At present, the combination of the Qantas and Air NZ schedules under the TNA (and the associated code-sharing), does not deliver any additional direct route options to Qantas passengers. The Applicants' have not identified any other direct route options at this stage.

29. **In relation to the increased likelihood of new services, the Applicants state, at paragraph 11.27 and 11.28 that they are not currently forecasting any new direct services but there is an increased likelihood that this will occur under the TNA. What would be the likely new services under the TNA?**

Over the medium to long term, the TNA is likely to make potential new services on routes with thin demand more viable. This is because the TNA allows the Applicants' to jointly analyse potential route options and consider their viability collectively, rather than as individual airlines.

Air NZ Response

[RESTRICTION OF PUBLICATION CLAIMED]

30. **In the event that the TNA results in the reduction of capacity, would the associated landing 'slots', in particular at (i) Sydney and (ii) Auckland airports, be retained by the Applicants, or placed in the coordination pool for another airline to use?**

This response has been prepared by the Applicants.

Background – Slot Allocation

By way of illustration, the *Sydney Airport Demand Management Act 1997* (Cth) (Demand Management Act) establishes a system of management for aircraft arrival and departure at Sydney Airport known as the Slot Management Scheme. The Scheme provides for the allocation of slots by the Slot Manager at Sydney Airport for each scheduling season.

For the purposes of the TNA, the Scheme relevantly provides:

- (a) Two operators may swap slots permanently or temporarily, following receipt of approval by the Slot Manager (s.29(1)).
- (b) In most circumstances, an operator must schedule an aircraft movement of the kind permitted in each of its allocated slots and must actually conduct at least 80% of the movements. Otherwise, the operator may be declared to have failed the "use it or lose it" test. This means the operator will not gain historical precedence to the slot for the next scheduling season (s.7).
- (c) Slot allocations can be lost during a scheduling season if an operator returns a slot to the slot pool or it ceases to comply with the statutory requirements to operate a service (s.32 and s.34).

A similar system operates at Auckland Airport.

Available Slots under the TNA

The Draft Initial Network Plan (and any future joint schedules the Applicants agree under the TNA) will involve Qantas and Air NZ engaging in slot swaps of the type mentioned above. This means all slots necessary to operate the proposed Draft Initial Network Plan

will be retained by the Applicants.

Because the Draft Initial Network Plan involves the withdrawal of capacity, it is anticipated there will also be slots that are actually vacated by each of Qantas and Air NZ once the TNA is implemented. Where this arises:

- (a) each of the Applicants will individually examine their remaining slot times to see if they are useful for flights across their broader networks and utilise them accordingly; and
- (b) any remaining slots will go back into the relevant slot pool for other airlines to use.

TNA Payment Model

- 31. Can the Applicants confirm (as appears to be confirmed by clause 8.1 of the TNA) that *all* revenue earned by the Qantas and Air NZ groups on the trans-Tasman sector (including that from Jetstar and Freedom flights) will be included in the TNA revenue pool (i.e. regardless of whether it was sold as part of the code-share, or by the marketing/operating carrier)?**

This response has been prepared by the Applicants.

All passenger revenue earned by the Qantas and Air NZ Groups on the Tasman (including by Jetstar and Freedom) will be included in the revenue allocation model under the TNA.

[RESTRICTION OF PUBLICATION CLAIMED]

- 32. Can the Applicants further explain why, absent the tariff setting provisions in the TNA, each airline would have the ability and incentive to act to further its own interests at the expense of the TNA (refer to paragraphs 2.17 and 2.18 of the supporting submission).**

[RESPONSE TO BE PROVIDED]

- 33. Can the Applicants provide further explanation about the one-off alignment of the basis for paying incentive commissions to travel agents?**

This response was prepared by the Applicants.

Incentive commissions are paid to travel agents for the volume of business they deliver to an airline. The incentive for a particular travel agent is typically calculated using a percentage rate multiplied by a measure of revenue.

Revenue can be measured by an airline in a number of ways. The two main methods generally employed are:

- (a) *Marketed Revenue*: This measure identifies all revenues that are sold on an

individual airline's marketing code. By way of illustration, Qantas uses this measure of revenue in the Australian market for flights sold on the "Kangaroo Route" (between Australia and Europe) under the Re-stated Joint Air Services Agreement (or RJSA) between Qantas and British Airways. This means that Qantas rewards agents for selling Qantas-coded sectors to passengers, regardless of whether the physical aircraft is operated by Qantas or British Airways.

- (b) *Travelled Revenue*: This measure identifies all revenues sold in regard to flights operated by the individual airline. Where sectors are sold by the airline but the passenger actually travels on another airline's aircraft, this is not included in the definition. This is the revenue method Air NZ employs for the purpose of determining incentive commissions.

If the TNA is implemented and Qantas paid incentives based on Marketed Revenue, whilst Air NZ paid incentives based on Travelled Revenue, agent remuneration would vary depending on the type of sector sold, as follows:

Table 4: Agents' Commissions – No Realignment

Marketed Sector	Operated Sector	
	Qantas	Air NZ
Qantas	<p>Qantas pays incentive commission based on Marketed Revenue</p> <p>Result: Applicants pay once for a TNA sector</p>	<p>Qantas pays incentive commission based on Marketed Revenue</p> <p>Air NZ pays incentive commission based on Travelled Revenue</p> <p>Result: Applicants pay twice for a TNA sector</p>
Air NZ	<p>Result: Applicants do not pay for a TNA sector</p>	<p>Air NZ pays incentive commission based on Travelled Revenue</p> <p>Result: Applicants pay once for a TNA sector</p>

As part of the TNA, the Applicants have agreed to implement a one-off structural change to the method by which revenue is calculated for the purpose of incentive commissions. The agreed method is Marketed Revenue. This will ensure that the Applicants are able to consistently remunerate travel agents for all marketed/operated sector combinations on the Tasman. This is illustrated below:

Table 5: Agents' Commissions – Realignment

Marketed Sector	Operated Sector	
	Qantas	Air NZ
Qantas	Qantas pays incentive commission based on Marketed Revenue Result: Applicants pay once for a TNA sector	Qantas pays incentive commission based on Marketed Revenue Result: Applicants pay once for a TNA sector
Air NZ	Air NZ pays incentive commission based on Marketed Revenue Result: Applicants pay once for a TNA sector	Air NZ pays incentive commission based on Marketed Revenue Result: Applicants pay once for a TNA sector

For clarity, it should be noted that the Applicants have taken deliberate measures to ensure that they do not share the incentive rates they offer to agents with each other. The TNA discussions have been expressly limited to implementing a one-off structural change to the method of calculating revenue, in order to avoid an unintended result.

Cost Savings

34. Can the Applicants provide further explanation/detail on the basis for the cost savings identified in Annexure G which are predicted to accrue to Qantas and Air NZ?

Qantas Response

[RESTRICTION OF PUBLICATION CLAIMED]

Air NZ Response

[RESTRICTION OF PUBLICATION CLAIMED]

35. [RESTRICTION OF PUBLICATION CLAIMED]

[RESPONSE TO BE PROVIDED]

36. Are the cost savings referred to in Annexure G estimated by reference to a situation in which the Applicants each continue to operate their current level of services on trans-Tasman routes if the TNA is not concluded? If not, what is the assumption underpinning the estimated cost savings presented in Annexure G?

Qantas Response

[RESTRICTION OF PUBLICATION CLAIMED]

Air NZ Response

[RESTRICTION OF PUBLICATION CLAIMED]

37. **Could the Applicants provide a more detailed explanation of the statement in para 11.12 of their submission that “Under the TNA, the Applicants can achieve equivalent or better aircraft utilisation via other means, reducing the level of wingtip flying”.**

This response has been prepared by the Applicants.

Paragraph 11.12 of the Applicants' submission briefly refers to a unique Tasman scenario that creates an additional incentive for independently operated airlines to engage in wingtip flying behaviour. This scenario arises because of the specific time difference between New Zealand and Australia, which means that an aircraft scheduled to leave a New Zealand airport in the early morning can operate two return services per day. Such a schedule represents a very high level of daily aircraft utilisation and cannot occur in the reverse (i.e. where aircraft commence morning Tasman services out of Australia). As a result, Qantas and Air NZ have an additional incentive to adopt similar schedules and engage in wingtip flying behaviour in respect of the Tasman.

Under the TNA the Applicants will be co-ordinating their schedules and therefore, despite the incentive to schedule morning departures at similar times out of New Zealand, there will be a better spread of services available to customers. The Applicants acknowledge that when the Tasman is examined in isolation, this more comprehensive spread of services may mean each airline's aircraft utilisation levels are, in fact, slightly reduced under the TNA.

However, each airline will also have new opportunities to increase its aircraft utilisation beyond that realised by the TNA schedule. For example, Air NZ could fly certain aircraft overnight to the Pacific Islands or use it to supplement domestic capacity. Though none of this flying is yet planned, these possibilities are additional opportunities for aircraft utilisation created by the introduction of the TNA.

38. **What were Qantas' and Air NZ's total costs associated with their trans-Tasman operations for 2002-03, 2003-04 and 2004-05?**

[RESPONSE TO BE PROVIDED]

Benefits

39. The Applicants claim that the TNA is necessary to achieve all the benefits identified by the Applicants. Could the Applicants provide more detail as to why the TNA is necessary to achieve these benefits?

[RESPONSE TO BE PROVIDED]

ANNEXURE A: AIR NZ CONFIDENTIAL RESPONSE – Q2
[RESTRICTION OF PUBLICATION CLAIMED]

PUBLIC REGISTER VERSION

Departures		Period													
sector	aircraft	2005 P10	2005 P11	2005 P12	2006 P01	2006 P02	2006 P03	2006 P04	2006 P05	2006 P06	2006 P07	2006 P08	2006 P09	2006 P10	
BNE-WLG	320 733		48	59 6	54	48	56	47	56	68	53	49	57	56	
BNE-ZQN	320				8	8	6								
CHC-MEL	320	71	70	92	82	72	88	72	72	87	70	72	87	64	
CHC-OOL	320 733				36	30	42	32	21	39	33	31	38	25	
CHC-SYD	320 733 744	110 2	112	155	124	108	134	107	112	138	112	112	140	112	
DUD-MEL	320 733					6 2	10	8	13	21	16	16	16		
DUD-OOL	320				8	8	10	8	3						
DUD-SYD	320 733				25	11	20	19	15	27	24	24	30	23	
HLZ-MEL	320 733				16	4	20	16	14	28	24	24	24		
HLZ-OOL	320 733				18	16	20	16	15	24	20	16	18	12	
HLZ-SYD	320 733				18	4	20	17	23	44	38	40	46	30	
MEL-PMR	320 733				10	8	10	4	15	27	20	16	16		
MEL-WLG	320				60	56	70	56	56	67	54	55	69	56	
MEL-ZQN	320				8	8	6								
OOL-WLG	320 733				10	8	14	10	12	19	14	15	19	20	
PMR-SYD	320 733				17	15	18	8	16	18	16	16	20	16	
SYD-WLG	320	96	96	143	104	88	118	98	102	120	93	95	118	96	
SYD-ZQN	320	16	8	8	19	24	22	14	8	14	16	16	18	15	

ANNEXURE C: QANTAS CONFIDENTIAL RESPONSE – Q34
[RESTRICTION OF PUBLICATION CLAIMED]

Revised Annexure I

AKL-BNE

Passenger Services

TNA Schedule

4xNZ
(772)
(930)

3xNZ
(744)
(930)

2xNZ
(744)
(1130)

6xNZ
(320)
(1730)

7xQF
(763)
(630)

0500 --- 0600 --- 0700 --- 0800 --- 0900 --- 1000 --- 1100 --- 1200 --- 1300 --- 1400 --- 1500 --- 1600 --- 1700 --- 1800 --- 1900 --- 2000

Current Schedule

6xNZ
(320)
(640)

7xQF
(744)
(650)

1xNZ
(744)
(730)

6xNZ
(744)
(930)

1xNZ
(744)
(1130)

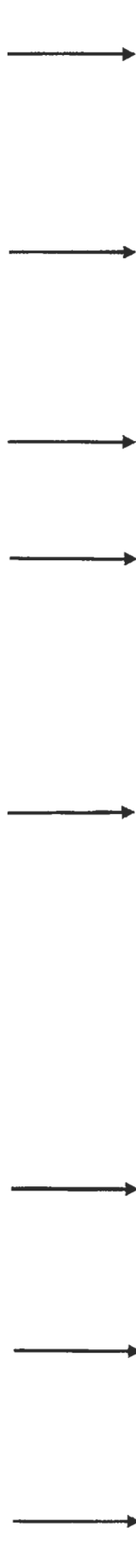
7xNZ
(320)
(1600)

AKL-SYD

Passenger Services

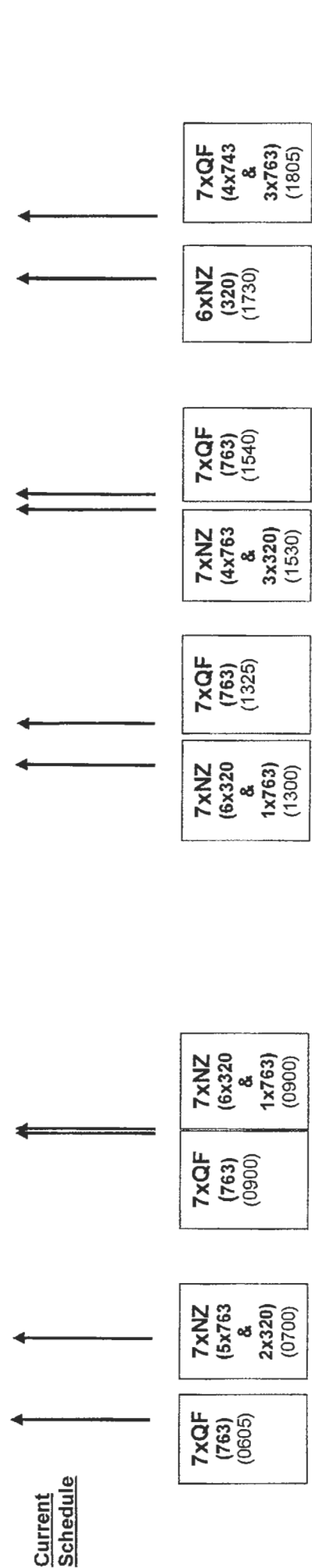
TNA Schedule

7xQF (763) (0630)	7xNZ (744) (0800)	7xNZ (320) (0930)	7xQF (763) (1315)	7xQF (763) (1530)	7xQF (763) (1630)	7xNZ (320) (1800)	7xQF (763) (1945)
-------------------------	-------------------------	-------------------------	-------------------------	-------------------------	-------------------------	-------------------------	-------------------------



0500 — 0600 — 0700 — 0800 — 0900 — 1000 — 1100 — 1200 — 1300 — 1400 — 1500 — 1600 — 1700 — 1800 — 1900 — 2000

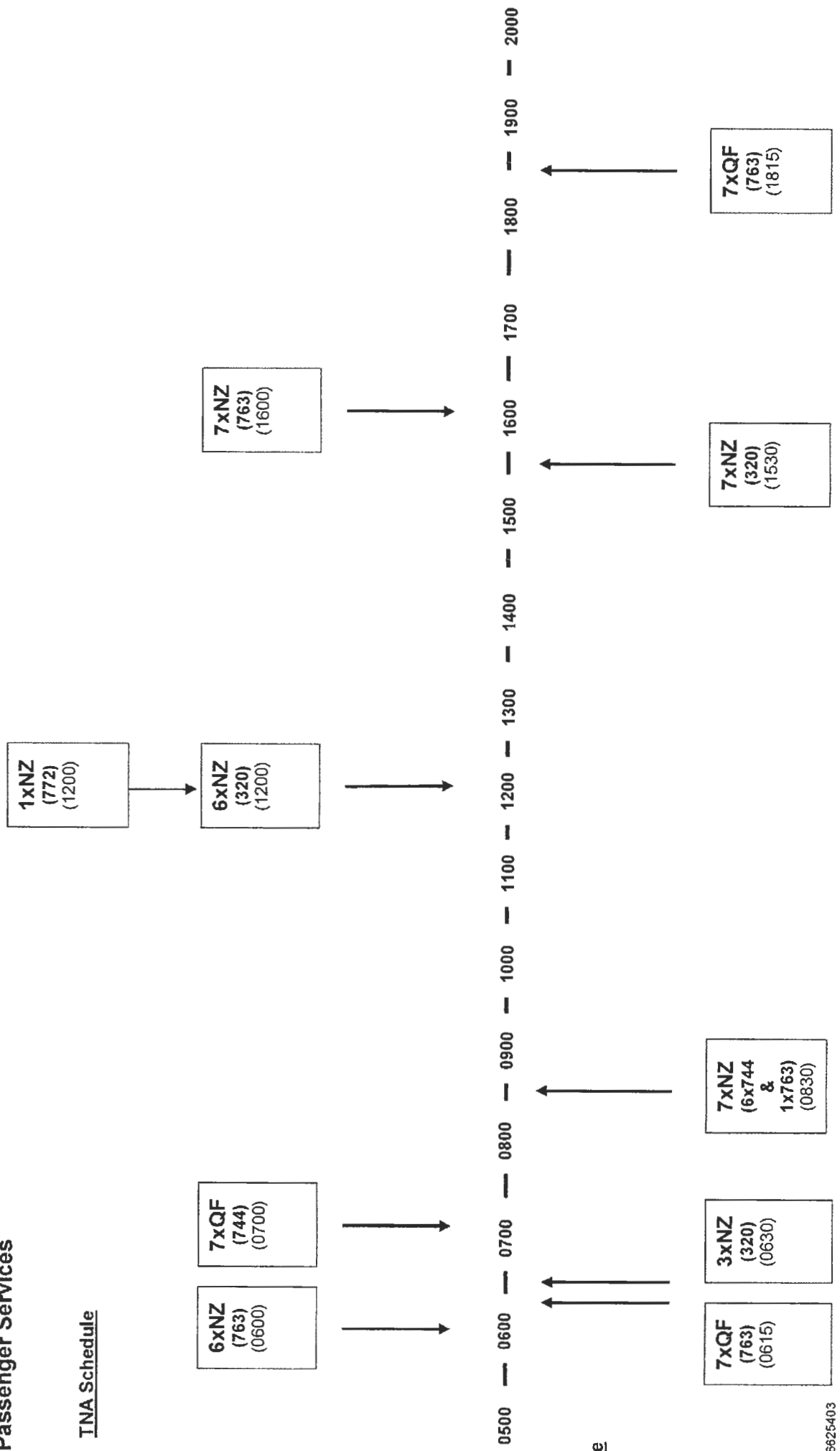
Current Schedule



AKL-MEL

Passenger Services

TNA Schedule



WLG-BNE

Passenger Services

TNA Schedule

7xQF
(734)
(0610)



1xQF
(734)
(1530)



0500 -- 0600 -- 0700 -- 0800 -- 0900 -- 1000 -- 1100 -- 1200 -- 1300 -- 1400 -- 1500 -- 1600 -- 1700 -- 1800 -- 1900 -- 2000

Current Schedule

1xQF
(733)
(0610)



6xNZ
(320)
(1515)



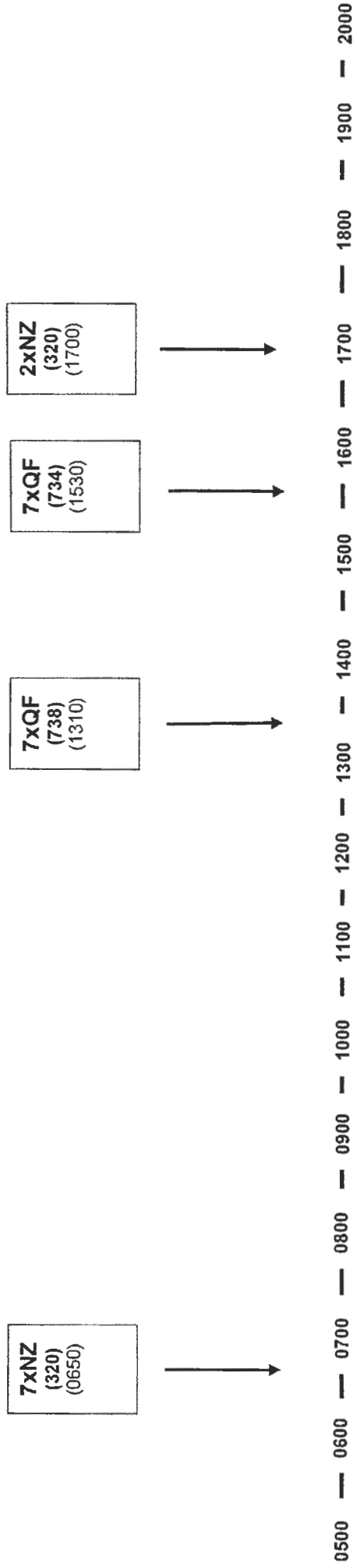
2xQF
(733)
(1540)



WLG-SYD

Passenger Services

TNA Schedule



Current Schedule



WLG-MEL

Passenger Services

TNA Schedule

7xQF
(734)
(0600)

6xQF
(734)
(1530)



0500 — 0600 — 0700 — 0800 — 0900 — 1000 — 1100 — 1200 — 1300 — 1400 — 1500 — 1600 — 1700 — 1800 — 1900 — 2000

Current Schedule

7xNZ
(320)
(0600)

3xQF
(733)
(0610)



4xQF
(733)
(1525)

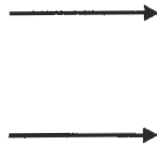
CHC-BNE

Passenger Services

TNA Schedule

4xQF (320) (0615)	5xNZ (320) (0625)
--------------------------------	--------------------------------

3xJQ (320) (1445)	5xNZ (320) (1530)
--------------------------------	--------------------------------



0500 -- 0600 -- 0700 -- 0800 -- 0900 -- 1000 -- 1100 -- 1200 -- 1300 -- 1400 -- 1500 -- 1600 -- 1700 -- 1800 -- 1900 -- 2000

Current Schedule

7xNZ (320) (0610)	3xQF (733) (0615)
--------------------------------	--------------------------------

1xNZ (733) (1300)

1xNZ (733) (1400)

4xQF (733) (1635)



CHC-SYD

Passenger Services

TNA Schedule

7xJQ (320) (0645)	7xNZ (320) (0700)
-------------------------	-------------------------

7xQF (763) (1435)	3xJQ (320) (1505)	7xNZ (320) (1600)
-------------------------	-------------------------	-------------------------



0500 --- 0600 --- 0700 --- 0800 --- 0900 --- 1000 --- 1100 --- 1200 --- 1300 --- 1400 --- 1500 --- 1600 --- 1700 --- 1800 --- 1900 --- 2000

Current Schedule

7xQF (763) (0550)

7xNZ (320) (0700)

7xQF (763) (1435)

7xNZ (320) (1600)

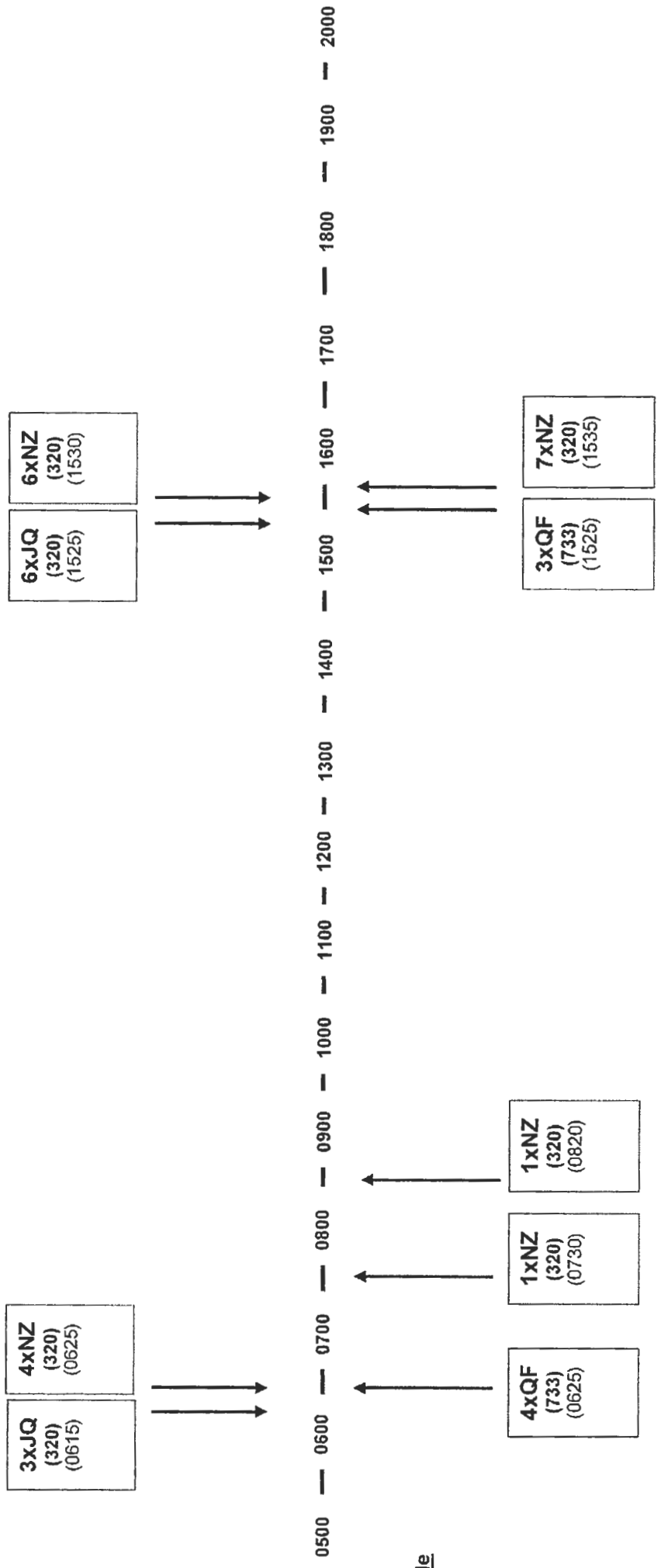
4xQF (763) (1820)



CHC-MEL

Passenger Services

TNA Schedule



Current
Schedule