



Australian
Competition &
Consumer
Commission

Our Ref: C2006/722
Contact Officer: Carl Toohey
Contact Phone: (03) 9290 1480

PO Box 1199
Dickson ACT 2602

470 Northbourne Ave
Dickson ACT 2602

ph (02) 6243 1111
fax (02) 6243 1199

www.accc.gov.au

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Mr Michael Gray
Partner
Freehills
GPO Box 4227
SYDNEY NSW 2001

Mr Aldo Nicotra
Partner
Johnson Winter & Slattery
Australia Square
264 George Street
SYDNEY NSW 2000

Dear Mr Gray/Mr Nicotra

Qantas and Air New Zealand applications for authorisation A91001 – A91003

As foreshadowed in my letter of 23 August 2006, in order to properly assess the further material received in this matter, the Australian Competition and Consumer Commission (ACCC) requires further information from the Applicants. Specifically, the ACCC requires the following information:

1. 'Average revenue per seat' data for Qantas, Air NZ, Freedom and Jetstar for each cabin class on the main trans-Tasman routes for the months of March 2006, April 2006 and May 2006.
2. The ACCC understands from DOTARS that prior to January 2003, Qantas 'seat capacity' and 'passenger' data was collected on a different basis than those collected and reported to DOTARS for the post January 2003 period. In the first instance, could Qantas provide 'seat capacity' and 'passenger' data for the period January 2000 to January 2003 that is comparable and consistent with data supplied to DOTARS for the period January 2003 to May 2006. Second, could Qantas indicate the likely significance of the different methods of data collection in this context with some simple examples?

The ACCC requests that the Applicants provide this information by no later than **cob Monday 4 September 2006**.

If you have any queries in respect of this matter please contact Carl Toohey on 03 9290 1480.

Yours sincerely

Scott Gregson
General Manager
Adjudication Branch

