



FILE No:
DOC:
MARS/PRISM:

A STAR ALLIANCE MEMBER ™

Ms Teresa Nowak  
Acting Director, Adjudication Branch  
Australian Competition and Consumer Commission  
GPO Box 3131  
Canberra ACT 2601

5 January 2010

Dear Ms Nowak

**Board of Airline Representatives of Australia Inc application for revocation and substitution of an authorisation A91200**

I refer to the above submission.

United Airlines supports the request from BARA for a new authorisation to undertake collective negotiations with aeronautical and aeronautical related service providers.

For several years now BARA has engaged in negotiations with aeronautical and aeronautical related service providers on behalf of its member airlines. We believe that the negotiations undertaken by BARA have resulted in improved commercial outcomes for airlines. They have also reduced United Airlines' transaction costs through savings in resources and staff time that would otherwise have to be allocated by United Airlines to the detailed review of commercial agreements and proposed aeronautical infrastructure developments. Acting under the terms of the existing authorisation, BARA has been in a position to present to the suppliers of aeronautical and aeronautical related services a collective view of the services and facilities required by airlines.

Yours sincerely,

Alison Espley  
General Manager Australia and New Zealand

AUST. COMPETITION &  
CONSUMER COMMISSION  
CANBERRA  
- 8 JAN 2010