



cost/benefit of a given journey, how does the passenger stimulation predicted by the model differ from a situation where airfare/quality considerations account for, say, 100% of passengers' valuation of the total cost/benefit of a given journey, all other factors equal?

12. At page 10, the report claims: "...we have examined the overall traffic increase in the Tasman market to the two carriers from combined diversion and stimulation and observe that adding these two to existing on board passengers would increase the average Tasman load factor for the Alliance [REDACTED], assuming no increase in capacity are made. This is a reasonable figure." What test did the authors apply to determine "reasonableness" in this instance? Can InterVISTAS provide the analysis used by the authors to judge that an [REDACTED] is reasonable?
13. Is InterVISTAS able to decompose the predicted additional traffic stimulated by the Alliance by passenger country of origin (e.g. Australia, New Zealand and other)? If so, can you please provide this decomposition?