

McGinness, Clare

From: Louise Klamka [LKlamka@gtlaw.com.au]
Sent: Tuesday, 30 November 2010 4:34 PM
To: McGinness, Clare
Cc: Luke Woodward; Channing, Darrell; Orr, Jennifer; Luke Woodward; Rebecca Dollisson; {F130660}.Docs@eFile.gtlaw.com.au
Subject: RE: Virgin Blue/Air New Zealand [SEC=UNCLASSIFIED] [G+T-DOCS.FID130660]
Follow Up Flag: Follow up
Flag Status: Completed
Attachments: 5913897_1_Additional frequencies under Alliance.XLSX

Dear Clare

Set out below are the additional frequencies for each route that the Applicants propose to offer under the Alliance.

The attached spread sheet compares the number of frequencies (i.e. return flights) that are offered now compared to those that will be offered once the Alliance commences.

We note that the Applicants expect to be able to make these frequencies available upon commencement of the Alliance. As previously submitted, the Applicants anticipate that under the Alliance they will also have the ability and incentive to offer further new services, particularly in response to the expected increase in demand for their services as a result of service enhancements, as forecast by the QSI analysis.

- **ADLAKL:**

- Currently: NZ provide 5 services weekly in September/October/November/December/January/April and 4 services weekly in February/March/May/June/July/August
- Under the Alliance: the Applicants will provide daily services from November to and including March and 5 to 6 services weekly from April to October.
- This will be an additional 97 frequencies per annum.

- **PERAKL:**

- Currently: NZ provides daily services in December/January/April/October, and between 5-6 services weekly in November/February/March/May/June/July/August/September.
- Under the Alliance: the Applicants provide year round daily services.
- This will be an additional 47 frequencies per annum.

- **MELWLG:**

- Currently: NZ provides daily services from November to April, 5 weekly services from May to September, and 6 weekly services in October.
- Under the Alliance: the Applicants will provide daily services from November to and including April, 6 services weekly from July to and including October, and 5 services weekly from May to and including June.
- This will be an additional 16 frequencies per annum.

- **OOLAKL:**

- Currently: DJ and NZ provide 12 services weekly in July/August/September/October/January/April, 11 services weekly in December/February/March/May/June, and 9 services weekly in November.
- Under the Alliance: the Applicants will provide double daily services from July to and including September and 12 services weekly from October to and including June.
- This will be an additional 65 frequencies per annum.

- **SYDWLG:**

- Currently: DJ and NZ provide 16 services weekly in January, a daily service in December, 13 services weekly in February/March, 12 services weekly in November/April, 11 services weekly in June/October, 10 services weekly in July/September, and 9 services weekly in May/August.
- Under the Alliance: the Applicants will provide double daily services from January to and including April, 13 services weekly from July to and including December, and 12 services weekly from May to and including June.
- This will be an additional 83 frequencies per annum.
- **BNEWLG:**
 - Currently: DJ and NZ provide a daily service from July to January and 13 services weekly from February to June.
 - Under the Alliance: the Applicants will provide year round double daily services from implementation of the Alliance.
 - This will be an additional 18 frequencies per annum.

Please let us know if you would like any additional information.

Kind regards,

Louise

Louise Klamka | Lawyer | Gilbert + Tobin | T +61 2 9263 4371 | F +61 2 9263 4111 | E LKlamka@gtlaw.com.au
2 Park Street Sydney NSW 2000 Australia | www.gtlaw.com.au

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From: McGinness, Clare [mailto:Clare.McGinness@accg.gov.au]
Sent: Tuesday, 23 November 2010 9:33 AM
To: Louise Klamka
Cc: Luke Woodward; Channing, Darrell; Orr, Jennifer
Subject: Virgin Blue/Air New Zealand [SEC=UNCLASSIFIED]

Dear Louise,

We would like to clarify with you some things regarding the schedule for the introduction of new frequencies presented at pg 28 of the 11 Oct submission:

1. the total number of new frequencies (i.e. specific to the Alliance) across the specified six routes over the 12 months from November 2010. The proposed schedule appears to include a number of frequencies that exist absent the Alliance.
2. the frequency of service provided by the applicants on the BNE-WLG route absent the alliance. If frequency on this route varies over the year, please specify minimum and maximum number of flights per week over last 12 months.

Regards,


Clare McGinness

Project Officer | Adjudication Branch

Australian Competition & Consumer Commission

Level 2 | 23 Marcus Clarke Street Canberra 2601 | <http://www.accc.gov.au>

T: +61 2 6243 1049 | F: +61 2 6243 1199

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3/12/2010

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	Market	Nov-09	Dec-09	Jan-10	Feb-10	Mar-10	Apr-10	May-10
Current Frequencies	ADLAKL	22	22	23	16	18	21	18
	AKLPER	26	31	31	24	27	30	27
	MELWLG	30	31	31	28	31	29	22
	AKLOOL	39	47	51	44	48	51	47
	SYDWLG	50	63	69	52	56	52	39
	BNEWLG	60	62	62	52	58	59	58

Source: BITRE Actuals to Jun-10, APGDat from Jul-10 to Oct-10

	Market	Nov-09	Dec-09	Jan-10	Feb-10	Mar-10	Apr-10	May-10
	ADLAKL	30	31	31	28	31	26	27
	AKLPER	30	31	31	28	31	30	31
	MELWLG	30	31	31	28	31	30	22
	AKLOOL	51	53	53	48	53	51	53
	SYDWLG	56	58	62	56	62	60	53
	BNEWLG	60	62	62	56	62	60	62

Source: NZ/DJ frequencies from Alliance Submission to the ACCC (11/10/10)

Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	YE Oct-10
18	18	18	21	22	237
21	27	22	21	31	318
21	22	22	21	27	314
49	53	53	51	53	587
47	44	40	43	49	603
56	62	62	60	62	712

	Market
New Frequencies	ADLAKL
	AKLPER
	MELWLG
	AKLOOL
	SYDWLG
	BNEWLG

Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	YE Oct-10
26	27	27	26	27	334
30	31	31	30	31	365
21	27	27	26	27	330
51	62	62	60	53	652
51	58	58	56	58	686
60	62	62	60	62	730

New Freq.	
	97
	47
	16
	65
	83
	18