

**Pfitzner, Laura**

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**From:** Louise Klamka [LKlamka@gtlaw.com.au]  
**Sent:** Monday, 13 February 2012 11:30 AM  
**To:** McGinness, Clare  
**Subject:** RE: Virgin Australia / Skywest - ACCC interim authorisation decision [G+T-Docs.FID20011497]

**From:** Louise Klamka [mailto:LKlamka@gtlaw.com.au]  
**Sent:** Thursday, 9 February 2012 5:00 PM  
**To:** McGinness, Clare  
**Cc:** Hartcher-O'Brien, Imogen; Knapik, Helena; Wendy Thian; Luke Woodward  
**Subject:** RE: Virgin Australia / Skywest - ACCC interim authorisation decision

Dear Clare

As previously indicated, the Applicants do not intend to make any substantive submissions in response to the interested parties' submissions in relation to the Corporate Alliance.

However, the Applicants did want to clarify one element of the submission made by Tourism NT, which is supportive of the alliance. That submission states that the alliance may allow Virgin Australia and Skywest Airlines to expand their RPT network, with benefits for tourism, business, trade and investment to regional centres. While the Applicants agree that the Corporate Alliance will certainly have benefits for business trade and investment in regional centres, we note that the Corporate Alliance is restricted to cooperation between the airlines in relation to services supplied to corporate customers and does not extend to RPT services, except to the extent that they form part of a supply to a corporate customer. Therefore, the Applicants do not submit that benefits typically associated with coordination on RPT services would be likely to result from the Alliance. However, it is the case, as NT Tourism submits, that the Corporate Alliance will allow the parties to improve alignment between RPT and charter flights, providing more choices for customers and promoting competition for the supply of services to regional areas.

Please let us know if you would like to discuss.

Kind regards,  
 Louise

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**From:** McGinness, Clare [mailto:Clare.McGinness@accc.gov.au]  
**Sent:** Thursday, 2 February 2012 10:45 AM  
**To:** Louise Klamka  
**Cc:** Hartcher-O'Brien, Imogen; Knapik, Helena; Wendy Thian  
**Subject:** RE: Virgin Australia / Skywest - ACCC interim authorisation decision [G+T-Docs.FID20011497]  
 [SEC=UNCLASSIFIED]

Hi Louise

Please see attached Air Australia's submission in relation to interim and substantive authorisation. As you are aware, submissions regarding the substantive applications for authorisation were requested by 27 January 2012. To date, the ACCC has only received public submissions from Air Australia, Northern Territory Airports and Tourism Northern Territory (all attached). If you wish to comment on any of these submissions, please do so by 17 February 2012. If we receive any late submissions we will forward them to you as soon as possible.

Kind regards

14/02/2012

**Clare McGinness**

Senior Project Officer

Adjudication Branch | Mergers & Adjudication Group

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