



Your Ref: 56110

Luke Griffin
Australian Competition and Consumer Commission
GPO Box 3131
Canberra ACT 2601

27 November 2014

By Email

Dear Mr Griffin

Board of Airlines Representatives of Australia Inc application for revocation of authorisation A91200 and substitution of new authorisation A91466 - interested party consultation

Singapore Airlines is a member airline of BARA and supports BARA's application for re-authorisation for a further seven years, to negotiate and bargain collectively, on behalf of BARA's member airlines from time to time, with airport operators and other providers of essential aviation services; and agree on terms and conditions of acquisition of such services, including prices, on an airport by airport basis. Singapore Airlines further supports authorisation for BARA to negotiate collectively with suppliers and potential suppliers of Australian Government-mandated security services that exhibit natural monopoly characteristics.

Singapore Airlines' support reflects the public benefits achieved during the previous authorisation period by BARA's negotiations and consultations on key issues facing our industry with airport operators and other aviation services providers as well as government agencies. These public benefits include generating significant cost savings, efficiencies and service improvements to the benefit of our customers and the travelling public. BARA's open and non-binding collective negotiation activities have resulted in a streamlined and more effective negotiations process, improved alignment of airlines and suppliers' needs whilst tackling the market power of sole suppliers. As a global airline, Singapore Airlines wishes to underline the critical importance of BARA's role in providing a collective voice on the key issues that affect international aviation in Australia. The substantial transactional efficiencies, both for BARA members and for suppliers of Essential Aviation Services, as well as improved ability to input into negotiations represent a significant cost saving to Singapore Airlines and its customers. The same principle applies to permitting BARA to assist with efficient and effective implementation of future security requirements, as specified by the Australian Government and facilitate a competitive market by enabling BARA to conduct industry-wide tenders.

Yours Sincerely,

A handwritten signature in black ink, appearing to read 'Tiow Kor Tan', written over a white background.

Mr Tiow Kor Tan
Regional Vice-President South-West Pacific

