

**Pfitzner, Laura**

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**From:** Brenton Cox <bcox@aal.com.au>  
**Sent:** Wednesday, 1 July 2015 6:37 PM  
**To:** Adjudication  
**Subject:** A91502 - A91503 - Qantas & American - submission

**Attention: Messers Hubert Wu and Luke Griffin**

Dear Sirs

Adelaide Airport supports the Qantas and American Airlines application for reauthorisation of their operational coordination between/within Australia and North America.

This partnership is expected to benefit outbound Australian travellers but our view is that the greatest potential benefit is for inbound travel, tourism and business from Canada, Mexico and in particular the US.

Qantas does not currently operate international services from Adelaide. However, its partnerships with Emirates, Cathay and Malaysia mean that Qantas Frequent Flyer loyalty members are able to receive some of the Qantas frequent flyer benefits when travelling on these carriers. Capturing loyal Qantas flyers on these other carriers is important for ensuring outbound / ex-Adelaide support for these services. Underpinning that side of the market provides carrier confidence they can commit services to Adelaide and develop the inbound markets they can uniquely serve.

The US market is the largest market from Adelaide, in terms of indirect existing passenger flows, that does not benefit from direct flights. There are significantly volumes of passengers travelling via the Australian eastern seaboard and some international ports. The market is currently largely an Australian outbound market - North American travellers are, on average, more sensitive to the time consuming indirect hubbing arrangements required to connect with Adelaide. A direct US service to Adelaide would be expected to open up the inbound potential of the North American market into Adelaide.

American Airlines is currently taking delivery of an average of one new aircraft a week and has the existing and expected fleet to be able to efficiently serve Adelaide. The continuation and further development of the Qantas & American partnership is expected to improve the viability of a potential direct American Airlines service to Adelaide and we encourage you to approve their application.

Please do not hesitate to contact us further with any queries.

Regards  
**ADELAIDE AIRPORT**

**Brenton Cox**  
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