

15-Nov-2024

Mr David Hatfield

Director Competition Exemptions – Mergers, Exemptions & Digital
Australian Competition & Consumer Commission (ACCC)
GPO Box 3131 Canberra, ACT 2601

Dear Mr Hatfield,

Re: Board of Airline Representatives of Australia Inc application for revocation of authorisation A91466 and substitution of authorisation AA1000682 – Interested party consultation

We refer to your email letter inviting submissions in relation to the above referred application by Board of Airline Representatives of Australia Inc (BARA).

Asiana Airlines supports BARA's request for a new authorisation to continue to undertake collective bargaining negotiations for essential aviation services on behalf of member airlines.

BARA's efforts to date in negotiations with the major Australian airports and other aviation service suppliers have proven to be effective in delivering positive commercial outcomes for international airlines operating to and from Australia. As detailed in BARA's submission, airport charges and other essential aviation service charges are a significant and growing cost for airlines, which must be recouped via increased airfares.

BARA's ability to deliver more cost-effective outcomes directly contribute to our ability to provide lower airfares to Australian consumers. Without BARA's authorised ability to negotiate collectively, we would have great difficulty in providing meaningful input into the terms or costs at which we must acquire such essential aviation services.

Under the terms of the existing authorisation, BARA has been able to coordinate and represent the collective view of member airlines including Asiana Airlines in a transparent and efficient manner. In addition to delivering improved commercial outcomes, this has also significantly reduced the likely costs that we would otherwise have incurred in order to achieve similar outcomes acting individually.

Finally, the collective approach of BARA also facilitates a more collaborative interaction with suppliers, which encourages a more thorough exchange of information and improved infrastructure and service outcomes, which is a benefit to all parties and consumers.

Yours sincerely,

Jingu Jung
Regional Manager, Oceania
Asiana Airlines