

Richard Cross
Senior Adviser
Ministry of Transport

26 February 2014

SUBMISSION: Air NZ / Singapore Airlines application for authorisation of Strategic Alliance

Dear Mr Cross

NZSki Ltd is one of New Zealand's largest private tourism operators. Our winter operations include Mt Hutt Ski Area (Methven), and Coronet Peak and The Remarkables Ski Areas (Queenstown). NZSki is majority-owned by Trojan Holdings, which also owns and operates other tourism attractions including the Hermitage Hotel Mt Cook, Mt Cook Glacier Explorers, AJ Hackett Bungy, Milford and Routeburn Tracks and the Speights Coast to Coast.

NZSki makes a significant investment in marketing its business both in New Zealand and overseas. Growth in overseas markets, such as the Asian market, is vital to support future investments in tourism infrastructure and thus New Zealand's economic growth.

Our interest in the proposed alliance between Air NZ and Singapore Airlines relates to the significance of Singapore Airlines' current services through Christchurch Airport, in terms of promoting tourism in our region.

Asian travellers to both Methven and Queenstown have increased in recent years highlighting the importance of reliable air connectivity to drive domestic economic growth. Singapore Airlines' services through Christchurch Airport, as a gateway to the South Island, are an important option for these travellers to reach our beautiful scenic destinations and adventure tourism offerings.

Our experience shows that Asian customers demand a broad package of activities including contact with our ski areas for an experience in an environment they can't enjoy at home. As well as their snow experience these visitors tend to spend time in other South Island locations such as Mt Cook and Queenstown.

We appreciate the opportunity to submit on the airlines' authorisation application and we ask that you to bear in mind the importance of frequent and direct Singapore Airlines services to the South Island region through Christchurch Airport. We are happy to provide any further information to assist you in your consideration of the application.

Kindest regards,



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