



Ministry of **Transport**
TE MANATŪ WAKA

Request for Proposals

for International Air Freight Capacity

Response to common questions
1 April 2020

RFP released: 24 March 2020

New deadline for Questions: 4pm 31 March 2020

New deadline for Proposals: 12pm 3 April 2020

Ministry of Transport
3 Queens Wharf
Wellington

Question	Response
Do airlines need to be registered in NZ?	<p>Applicants do not need to be registered in NZ. As per the pre-conditions in the RFP, Applicants must:</p> <ul style="list-style-type: none"> • Hold an Air Operator Certificate for the aircraft type and airports covered by the Proposal, OR • Have contractual arrangements in place with a person who holds an Air Operator Certificate for the aircraft type and airports covered by the Proposal, entitling the Applicant to subcontract the relevant flights to the certificate holder
Is the funding to support the financial viability of freight that we already move into and out of NZ, or is there freight in the pipeline you would like us to support move?	<p>The scheme is designed to address the issue caused by the cessation of passenger plane flights and the resulting removal of their freight capacity. A number of exporters have expressed concern that capacity they previously relied on is no longer available, or is only now available at an unaffordable price.</p> <p>We are primarily seeking proposals for additional capacity that would otherwise be uneconomic to bring to market for a total six-month period, although the initial arrangements are for two months. For example, some passenger airlines are considering using government support to offer freight capacity in passenger aircraft which are no longer carrying passengers (but remain in passenger configuration).</p> <p>Ideally proposals will come to us with both a secured (or readily-available) aircraft and a clear understanding, or better yet commitment, for freight to go on it.</p>
Are you able to rank the destination cities you mention in priority order?	<p>The order they appear in is the priority order – it's basically export value - Sydney (and other Australian ports), Singapore, Hong Kong, Los Angeles, Dubai (and other Middle East ports) and Shanghai (and other Chinese ports). Having said that, we don't have very clear visibility of the gaps or key goods in either direction. Our model is market-led, which means that we expect people to come to us with both capacity and a pretty clear idea of what they are going to use it for – so ideally they will be coming in conjunction with a freight forwarder or maybe a group of exporters.</p>
Are you interested in us reserving some cargo space which you could use any time for free?	<p>The proposal should be prepared on the basis that all cargo would be carried at commercial rates.</p>

<p>Should we use US\$ or NZ\$?</p>	<p>Section 4.1.d of the RFP states: “Support Amounts and Support Calculations should be tendered in \$US. Unless otherwise agreed, the Ministry will arrange contractual payments in \$US. If there are foreign exchange implications explain how risk in foreign exchange will be dealt with.” Section 6 is the standard government RFP terms and conditions. Section 6.1.iv states: “ensure that pricing information is quoted in NZ\$ exclusive of GST, except where this RFP specifically requires otherwise”.</p> <p>Given the RFP does specifically require otherwise (i.e. section 4.1.d above), you can ignore section 6.1.iv. Essentially, please provide all pricing info in US\$.</p>
<p>Can we provide a different form of calculation to achieve the customer demand projection (pp. 13-14), without using your specific requirement on types of goods, freight type etc.?</p>	<p>You need to provide calculations based on what is asked for in the RFP Response Form (as much as possible).</p> <p>If you wish, you can also provide alternative calculations but these must be in addition to what is asked for in the Response Form, not instead of.</p> <p>If you are providing additional information in an alternative format, please reference this in the Response Form and label the additional information accordingly.</p>
<p>If we submit a proposal for only one route, do we still need to complete Part 1 General matters application to all routes, and Other Route-specific matters Page 16-18 in the Response Form?</p>	<p>Please complete all parts of the Response Form. However, you can refer to other parts of the form in your response e.g. in the section on other route-specific matters you can refer back to Part 1.</p>
<p>At the time of submission, do we need to attach:</p> <ul style="list-style-type: none"> • a copy of the Air Operator Certificate (AOC) from the operator • the copy of binding agreement between us and the operator? 	<p>As per the pre-conditions in the RFP, Applicants must:</p> <ul style="list-style-type: none"> • Hold an Air Operator Certificate for the aircraft type and airports covered by the Proposal, OR • Have contractual arrangements in place with a person who holds an Air Operator Certificate for the aircraft type and airports covered by the Proposal, entitling the Applicant to subcontract the relevant flights to the certificate holder. <p>However, we do not need to see these documents at the time of proposal submission.</p> <p>By submitting a Proposal you confirm that at least one of these pre-conditions are in place, unless you state otherwise in your Proposal. Please be sure to complete the declaration at the end of the Response Form, indicating which confirmation applies.</p>