



21 February 2014

Richard Cross  
Senior Adviser  
Ministry of Transport  
P O Box 3175  
Wellington

Dear Richard

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

Dunedin International Airport Limited (DIAL) is the owner and operator of Dunedin Airport. DIAL works collaboratively with the surrounding Regional Tourism Organisations (RTO's) to promote Dunedin and regional Otago and Southland as an attractive and must-see leisure destination to potential travellers. DIAL advocates strongly ensuring that our region is effectively serviced by international and domestic air links.

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 Dunedin and the broader South Island are on the increase, and Singapore Airlines' services through Christchurch Airport, as the gateway to the South Island, are relied upon by those travellers to reach our beautiful scenic destinations and adventure tourism offerings. Dunedin and our region has a particular interest in promoting Asian travellers to visit given the city's long-standing sister-city relationship with Shanghai, and the Otago region's important historic ties with the Chinese, dating back to the gold rush.

We appreciate the opportunity to submit on the airlines' authorisation application and we urge 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.

Yours faithfully

John McCall  
**Chief Executive**  
**Dunedin International Airport Limited**

DUNEDIN INTERNATIONAL AIRPORT LIMITED

**LOCATION**  
TERMINAL BUILDING  
DUNEDIN AIRPORT

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