

My views on your questions below.

We are interested in your views on whether there are underlying structural issues that prevent Airways from supplying services in ways that are more efficient and cost-effective, and on our objectives, as follows:

1. modern, fit for purpose aviation system that delivers safety and efficiency
2. aligned with the aviation industry's commercial imperatives
3. productive relationships with our customers and stakeholders
4. closer alignment between customer relationships and the provision of Airways services
5. a framework that incentivises innovation and quality outcomes.

We are also inviting feedback on whether our contestable services should be treated differently to statutory monopoly services. Contestable services are purchased by airports to support their business. In the consultation we are exploring whether it is appropriate for those services to be offered directly to airports on a commercial basis, instead of being grouped in with base services provided around the country, to enable these services to be provided on an efficient basis and recognise the potential for competition from other providers.

My thoughts as follows:

1. Agree with question 1, you provide a very efficient and safe service here at Kapiti.
2. I've found it to be aligned with our commercial imperatives – albeit, there could be more focus on understanding the PnL of private owned airports over that of Council/Government owned airports. Basically understand how we manage cashflows, and forecasting – since we don't have the ability to rely on ratepayer/taxpayer funding. And that there is an opportunity to engage with the CEO and Chair of such privately owned airports to understand the budgetary pressures.
3. A very good relationship between us and Airways.
4. I can't fault Airways on their customer relationship – it is both professional and engaging.
5. A framework that incentivises innovation and quality outcomes would be welcomed – the creation of an Airways supported think-tank aligned with aviation education/collaboration would be a good idea.

The contestable services should be offered directly to airports on a commercial basis. If Airways understands the needs of the customer, because we are all different, then services can be scaled and priced accordingly.

Regards  
Chris Simpson  
Kapiti Airport.