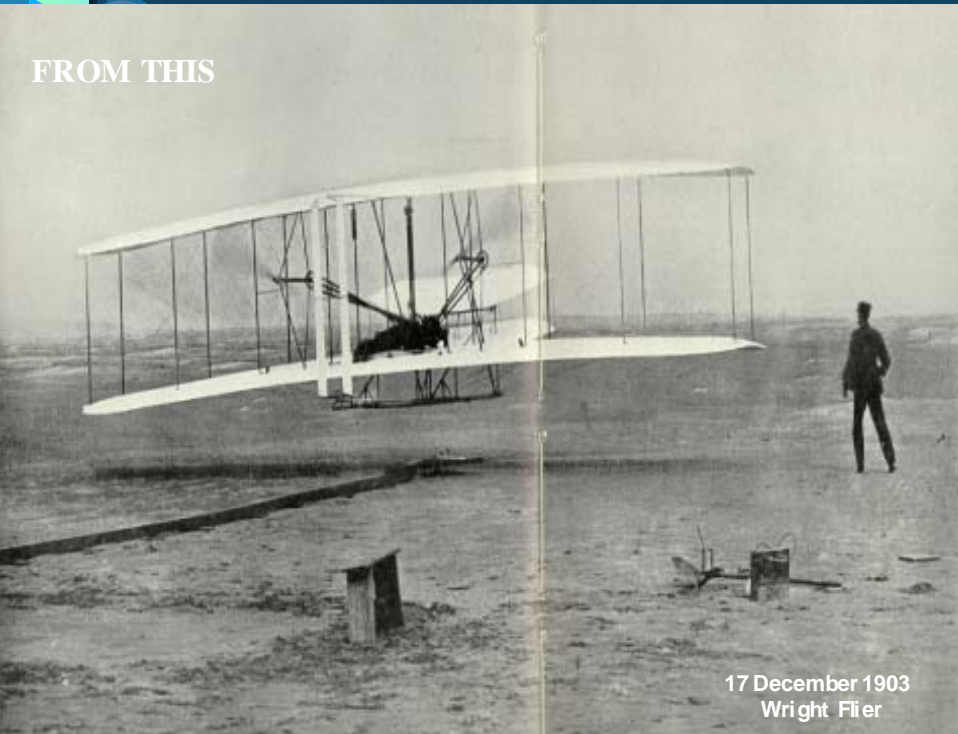




ONE LIFETIME OF CHANGE

FROM THIS



To This



With thanks to Huge McCarroll



AIR TRANSPORT SUMMARY SESSION

THE SUPPLY - DEMAND SITUATION

ISLAND BASED AIRLINES TASKED TO SERVICE THEIR OWN ECONOMIES ESPECIALLY WITH DIRECT LINKS TO SOURCES OF TOURISTS

TOURIST HOTELIERS AND WHOLESALERS SEEK FREQUENCY OF AIR SERVICES AND STABILITY IN SCHEDULES FOR INVESTMENT AND FORWARD PLANNING OF TOURIST PACKAGES

OUTCOMES MUST BE SUSTAINABLE



REGULATORY ENVIRONMENT

**NEW REGIONAL AVIATION ENVIRONMENT INCLUDING SAFETY
AND INSURANCE REQUIREMENTS**

**SINGLE AVIATION MARKET (PIASA) FOR THE REGION
SIGNALS NEW ALIGNMENT OF POLITICAL WILL
& HOPEFULLY TRANSPARENCY**

**SIGNALS OPPORTUNITIES THAT MAY OR MAY NOT BE
PERCEIVED AND/OR IMPLEMENTED AS ALLOCATION OF
RESOURCES WILL LIKELY STILL GO TO WHERE THEY PROVIDE
THE BEST YIELDS**



OUTCOMES

TRANS-PACIFIC AND DIRECT LINKS HAVE DEVELOPED AND STABILISED OVER TIME EVEN WITH TURBULENT MARKETS

INTRA - ISLAND LINKS REMAIN A LOW PRIORITY FOR COMMERCIALY DRIVEN CARRIERS

FREIGHT SOLUTIONS REMAIN DEPENDENT ON PASSENGER SERVICES - AS YET NO HOLISTIC SOLUTIONS



CONSTRAINTS

MARCHING TO THE BEAT OF DIFFERENT DRUMS

COMBATTING SEASONALITY FACTORS

**OVERCOMING TECHNICAL DIFFICULTIES
RELATED TO INFRASTRUCTURE AND
EQUIPMENT NEEDS INCLUDING FREIGHT
FACILITIES AT AIRPORTS**

AIRPORTS SHOULD NOT BE "CASH COWS"



PRIMACY OF LINKS WITH RIM

THE SCALE OF TRAFFIC AT A NUMBER OF PACIFIC RIM AIRPORTS IS HUGE AND GROWING RAPIDLY -

THEREFORE ENTICING A SMALL % OF THAT TRAFFIC TO VISIT THE ISLAND REGION OF THE SOUTH PACIFIC WOULD BE SIGNIFICANT FOR ISLAND TOURISM

THEREFORE, MARKETING THE DIRECT AIR SERVICES TO THE PACIFIC RIM REMAINS A HIGH PRIORITY & INTRA-ISLAND LINKS WILL FOLLOW WHEN MORE OF THOSE TOURISTS WANT MULTI-DESTINATION EXPERIENCES



HOW ENGAGE TRIPARTITE INPUTS

BUILDING COALITIONS OF SELF INTEREST

GOVERNMENT AS OWNERS AND REGULATORS

**BUSINESSES CONTRIBUTING TO NATIONAL
SOCIO-ECONOMIC WELLBEING**

RESEARCHERS AS ANALYSTS & MONITORS



THE WAY FORWARD (1)

**WITHIN SECTOR AND BETWEEN SECTOR
CONSULTATION AND SEARCH FOR
WIN-WIN-WIN SOLUTIONS ie extend Current
efforts**

**ANNUAL REVIEW OF PROGRESS BY PACIFIC
ISLAND ECONOMIES TOWARDS REMOVAL OF
CONSTRAINTS**



THE WAY FORWARD (2)

**More Code-Share on thin routes with
schedule coordination -**

**Be More adroit at partnerships with
coalitions of stakeholders**

or perhaps -

**Joint Airline Venture with East-West Shuttle
replacing present intra-island links that
are very secondary to the primary services
of those airlines now involved**



POSSIBLE NEXT STEPS

- 1. FACILITATE DIALOGUE for COALITION of INTERESTS with a WORKSHOP (12months)**
- 2. MARKET RESEARCH to be NIMBLE re MORE PACIFIC RIM GATEWAYS & FREIGHT POSSIBILITIES - collectively ?**
- 3. REGULAR REVIEW & REPORTING**
- 4. COMMITMENT TO KEEP EXPLORING OPPORTUNITIES**