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25th March 2013

Via Email

Ms Marlene Tucker
A/g Executive Director
Delegate of the International Air Services Commissioners
GPO Box 630
Canberra ACT 2601

Re: Application for Capacity on New Caledonia (Route 3)

Dear Ms Tucker, *MARLENE*

Allocation Sought

Pionair Australia Pty Ltd (ABN 21 102 715 506) trading as Skyforce Aviation respectively requests capacity on the New Caledonia Route 3 for one (1) all-cargo service per week with a capacity up to 28 tonnes originating from Brisbane. We seek allocation for a period of 5 years.

Designation Status and Background

Pionair is a holder of an Australian High Capacity Passenger and Cargo AOC. Pionair in addition has on file with the New Caledonian DGAC Authorities the technical approval to operate within the French Territories of New Caledonia. We see this as a crucial step in obtaining approvals to conduct services on this route and clearly a distinct advantage to the general public with cargo capacity options between Brisbane and Noumea.

In parallel Pionair will be seeking an International Airline License via the Department of Infrastructure and regional services.

Aircraft Type and Competition

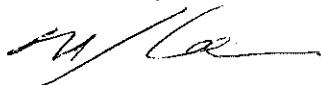
Pionair currently operates the Convair 580 all cargo aircraft specializing in oversize cargo with a payload capacity of 6,000kg. To increase our capacity we expect delivery in addition to the Convair our first of two BAe146-200QC aircraft in April 2013 with a payload capacity of 12,000kg. This particular type of aircraft can be configured in either a full cargo or full passenger main deck arrangement. We have had particular interest from the public, particularly mining and fisheries.

Currently there is no dedicated scheduled all cargo charter service from Australia to New Caledonia. Cargo space is only available on scheduled passenger services. Pionair's intention is to offer a full freighter service to the public on this route.

Legislative and Policy Considerations

It is acknowledged that this application should be considered against the general criteria for assessing the benefit to the public Paragraph 4 of the Ministers Policy Statement and paragraph 7 Start Up Phase. Pionair Australia contends that its use of the allocated capacity will clearly provide a benefit to the public, and address the criteria stipulated in the Minister's Policy Statement.

Yours sincerely,



Michael Lee
General Manager
Skyforce Aviation Pty Ltd

