

Dear Chris,

I acknowledge you email re Airways proposed pricing.

You are obviously not aware of how bad the Tourism General Aviation Industry is right now. We are experiencing the toughest economical periods in the time I have been involved in GA, which is coming up 50 yrs.

With no International Tourists here since Covid we have seen our income drop by 80%. Combine that with the Kiwi market now 100% of our business we have had to reduce our retail prices to keep some cash flow going thru our business to survive. And to further add fuel to the fire fuel prices have gone thru the roof!

As you can see from the above we have no room to move on pricing. If Airways are to raise the prices we cannot simply afford to keep going at this rate unless the International Tourists come back to our country.

This will happen, but not in the short term.

You will find that there will be huge resistance from GA Tourist operators to any price rise from Airways in this current climate.

Regards,
Hank Sproull.
CEO.

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