

**Withheld under s9(2)(a)**

**From:** Grant Klinkum  
**Sent:** Friday, 2 November 2012 4:30 p.m.  
**To:** 'Jignasha.Patel@airnz.co.nz'  
**Cc:** 'Chris.Kriechbaum@airnz.co.nz'; 'Christine.Ody@airnz.co.nz';  
 'Phil.deJoux@airnz.co.nz'; 'Muriel.Roake@airnz.co.nz';  
 'Ben.O'Meara@minedu.govt.nz'; Leanne Smith; Bob Carson; **Withheld under s9(2)(a)**  
**Subject:** Re: Pilot supply concerns from Air New Zealand

Dear Jignasha, thank you for this communication. The TEC will be back in touch with a proposed time to meet. We will invite the Ministry of Education to join us as well. Kind regards, Grant.

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**From:** Patel, Jignasha <Jignasha.Patel@airnz.co.nz>  
**To:** Grant Klinkum  
**Cc:** Kriechbaum, Chris - Capt <Chris.Kriechbaum@airnz.co.nz>; Ody, Christine <Christine.Ody@airnz.co.nz>; de Joux, Phil <Phil.deJoux@airnz.co.nz>; Roake, Muriel <Muriel.Roake@airnz.co.nz>  
**Sent:** Fri Nov 02 14:49:27 2012  
**Subject:** Pilot supply concerns from Air New Zealand

Hi Grant

I thought it was appropriate to drop you a note after the recent EFTS allocations primarily to update you on our partnership initiatives, but also to inform you of our current thinking on pilot hiring and give some feedback on the recent allocation.

Approximately 12 months ago we began to experience a significant increase in demand for pilots at the Link (regional) level. Over that time period we have hired 80 new pilots, and the demand forecast looks solid at a similar level for 2013. We are currently experiencing a shortage of appropriately experienced pilots applying for these roles and are in the process of implementing some short-term risk management strategies to counteract those experience deficiencies.

# Out Of Scope

5. Air New Zealand needs to know that our Partner FTOs will be funded to a level that enables them to produce a sufficient supply of pilots to us in the future. Increasing EFTS allocations to FTOs outside of our collaboration partnerships is not reassuring in this regard.]

As I am sure you are aware it takes just over 2.4 EFTS to produce one fully trained pilot via the NZ Diploma in Aviation, and 4 EFTS via the Massey BA. This means that 450 EFTS translates to fewer than 180 newly qualified aeroplane and helicopter pilots annually—if all EFTS are enrolled. Based on the 2013 allocations we can expect that only 89 of those will come from our Partner FTOs .

Compounding the problem, anecdotal evidence suggests that the large funding gap created by the \$40,000 per-EFTS borrowing cap will have a strong negative effect on the number of new enrolments next year—and hence the number of newly qualified pilots in two to four years' time. Without changes to future EFTS allocations in line with the Tertiary Education Strategy and in favour of our Partner FTOs and a removal of the per-EFTS cap, the current funding regime will not meet Air New Zealand's long-term demand.

We believe it would be appropriate to set up a meeting to provide some more context to our concerns.

Regards

Jignasha



THE NEW ZEALAND IN AVIATION THINKING

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