

15 June 2012

Dr Mark Berry
Chairman
Commerce Commission
PO Box 2351
WELLINGTON

Dear Dr Berry

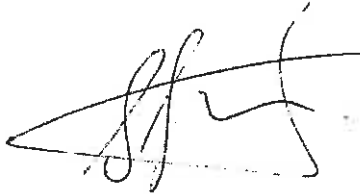
1. Thank you for your response to our 1 June letter.
2. We note your commitment in the final paragraph to working constructively with WIAL in this process. We endorse that sentiment and it was in that spirit that we sought to meet with you as early as possible to raise our concerns face to face.
3. We do not see how a meeting would have compromised your process. We were not asking for special treatment. We would have hoped the Commission would have been prepared to meet with *any* interested party with concerns as fundamental as ours. We are disappointed because we think a meeting could have significantly enhanced your process, in particular allowing the opportunity to reconsider whether it is workable to seek input on process while at the same time seeking substantive responses pursuant to that same process. At least in being available to hear our concerns, the Commission would have been able to demonstrate its own commitment to constructive engagement.
4. You have sought specifics as to why we need an extension to your proposed 22 June deadline. The basic issue is that the substantive questions you have asked are broad in scope and require a substantial commitment of time and resource. We had no warning of this process being launched and had expected it would not be commenced at least until some section 53B(2) analysis had been undertaken. So we have not had an opportunity to plan how we could resource it, especially when during the same period we are looking to complete our annual disclosure for 2012 (itself no small task). In addition, the section 56G process potentially has major strategic implications for WIAL. We cannot responsibly simply dash off responses without following due internal governance processes. Your proposed timing does not allow for this. We do not agree with the suggestion at paragraph 3 of your letter that preliminary responses be supplemented incrementally with more considered material as and when other opportunities present. We must be afforded a due and proper opportunity to provide sensible input *up front* on these important topics. We think anything less than that is unfair.

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5. In terms of an alternative timetable, we have reviewed and endorse the NZAA's letter of 14 June, which proposes something potentially workable from WIAL's perspective. We would welcome urgent confirmation that this timeframe is acceptable to the Commission.

Yours sincerely,

A handwritten signature in black ink, appearing to be 'Steve Sanderson', written over a faint horizontal line.

Steve Sanderson
Chief Executive