## THE COMPETITION TRIBUNAL

IN THE MATTER OF the Competition Act, R.S.C. 1985, c.C-34, as amended;
IN THE MATTER OF the proposed transborder joint venture between Air Canada and United Continental Holdings, Inc.;

AND IN THE MATTER OF the "Marketing Cooperation Agreement" between Air Canada and United Air Lines, Inc.;

AND IN THE MATTER OF the "Alliance Expansion Agreement" between Air Canada and United Air Lines, Inc.;

AND IN THE MATTER OF the "Air Canada/Continental Alliance Agreement" between Air Canada and Continental Airlines Inc.;

AND IN THE MATTER OF an Application by the Commissioner of Competition for one or more Orders pursuant to sections 90.1 and 92 of the Competition Act.

BETWEEN:
THE COMMISSIONER OF COMPETITION
Applicant
-AND-
AIR CANADA, UNITED CONTINENTAL HOLDINGS, INC., UNITED AIR LINES, INC., and CONTINENTAL AIRLINES INC.

Respondents
WESTJET (an Alberta Partnership)
Intervenor

## AFFIDAVIT OF SHEILA HYATT

I, Sheila Hyatt, of Calgary, Alberta, lawyer, swear that:

## 1. Introduction

1. I am a lawyer employed by Burnet, Duckworth and Palmer LLP (BDP), outside counsel for the Intervenor Westlet (an Alberta Partnership). I have personal knowledge of the matters deposed to and am authorized to swear this Affidavit.
2. Capitalized words used in this Affidavit that have not been defined have the meaning given to them in the Commissioner's Notice of Application and the Confidentiality Order dated January 24, 2012 (the Confidentiality Order).
3. Pursuant to paragraph 9 of the Confidentiality Order, BDP and WestJet's initial Independent Expert may review the Protected Documents of the Parties to assess whether BDP believes any of the Parties' Protected Documents relate to the Westlet Topics.
4. I have been responsible for coordinating and supervising that review. The review was conducted by a team of lawyers and articling students employed by BDP, and assisted by Dr. Douglas West, WestJet's initial Independent Expert. The review was completed, with minor exceptions, by April 5, 2012.

## 2. The WestJet Topics

5. The WestJet Topics, as defined in paragraph 5 of the Order Granting WestJet Leave to Intervene dated October 20, 2011, are:
(a) the Structural Barriers and their impact on Westlet's ability to provide viable transborder air passenger services on the Transborder Overlap Routes;
(b) the Contractual Barriers and their impact on Westlet's ability to provide viable transborder air passenger services on the Transborder Overlap Routes;
(c) the relationship between the Structural Barriers and the Contractual Barriers and how these impact competition in the airline industry generally and WestJet in particular;
(d) the competitive impacts of the Alliance Agreements and the likely competitive impacts of the Proposed Merger on Westlet's expansion plans involving the WestJet Served Transborder Overlap Routes;
(e) the competitive impacts on WestJet's ability to offer viable non-stop transborder air passenger services on the Transborder Routes;
(f) the competitive impacts of the Alliance Agreements and the likely competitive impacts of the Proposed Merger on Westlet's entry and expansion plans involving the Westlet Considered Transborder Overlap Routes;
(g) the competitive impacts on Other Competing Routes that affect or are likely to affect Westlet;
(h) the significant adverse effects on Canadian consumers if WestJet is unable to provide effective, viable air passenger services in competition with Air Canada, United and Continental;
(i) the nature of the competitive landscape in transborder markets as it affects WestJet; and
(j) the statements made and conclusions drawn by Air Canada concerning WestJet specifically and non-legacy carriers (to the extent they apply to Westlet), generally in the AC Response and adopted by United and Continental in the United/Continental Response.

## 3. Documents Received From Air Canada, UCH And the Commissioner

6. The Scheduling Order dated March 6, 2012 (the Scheduling Order) required the service of affidavits of documents and delivery of documents of all Parties and the Intervenor by March 2, 2012. WestJet received the following documents from the Parties:
(a) from Air Canada, 15,314 documents were received on March 2, 2012. 92\% of these documents were marked as Level A Protected Documents. Less than $1 \%$ were marked as Level B Protected Documents;
(b) from UCH, a total of 8,443 documents were received on March 2, March 15 and March 20, 2012. 100\% were marked as Level A Protected Documents; and
(c) from the Commissioner, 3,426 documents were received on March 1, 2012. $83 \%$ were marked as Level A Protected Documents. None was marked as a Level B Protected Document.
7. In total, WestJet received 27,183 documents from the Parties, of which 25,440 or $93.5 \%$ were marked as Level A Protected Documents, and 85 or less than $1 \%$ were marked as Level B Protected Documents.
8. Westlet produced 2,697 documents. $68 \%$ were marked as Level A Protected Documents. $8 \%$ were marked as Level B Protected Documents.

## 4. Review Process

9. During our review of the Parties' documents, we observed that many documents that were identified as Protected Documents did not contain confidential information. For example, bank analysts' reports, news updates, press releases, innocuous emails and aggregated information available from the Official Airline Guide Database were often marked as Protected Documents.
10. We encountered technical difficulties during our review. One difficulty arose because the Commissioner uses database software called Ringtail which is not always compatible with our and the Respondents' database software called Summation. In addition, approximately 200 documents from Air Canada and UCH had associated technical problems that remain unresolved. This slowed the review process and made it more difficult.
11. A high percentage of the documents produced by the Parties were designated as Level A Protected Documents. It became clear upon receipt of the documents that to review such a large number of documents in the one month period before the April 5, 2012 deadline in the Scheduling Order required us to establish an effective review procedure.
12. In establishing that procedure, we considered:
(a) the Sedona Canada Principles and the law in Canada regarding electronic document searches and production, and related thereto;
(i) the use of appropriate search terms for reviewing electronic data is an accepted practice in Canada;
(ii) it was possible to use specific search terms or attributes in a manner designed to capture relevant documents;
(b) Westlet's obligations under the Confidentiality Order are different from its and the Parties' document production obligations, where a party must produce all documents relevant to any matter in issue;
(c) the fact that the documents we were to review had already been determined by the Parties to be relevant to a matter in issue in the proceedings as a whole; and
(d) that considerations of proportionality were appropriate. Among other things:
(i) a Parties' production of a document or WestJet's identification of a document as related to the Westlet Topics was not a final determination but would be subject to the Tribunal's determination of relevancy generally or to the WestJet Topics specifically at the hearing;
(ii) the harm that could arise from a failure to manually review all the Level A Protected Documents that had already been determined by the Parties to be relevant to the proceedings as a whole was not significant;
(iii) the time and costs of a manual review of over 25,000 Level A Protected Documents would have been substantial and disproportionate to the perceived harm of inadvertent disclosure of a document to a WestJet Independent Expert who would be subject to strict confidentiality obligations; and
(iv) Level B Protected Documents could easily be reviewed manually because there were so few of them.
13. Based on these considerations, we developed a three-step review process to identify documents that BDP believed were related to the WestJet Topics:
(a) Electronic search: Documents were searched electronically for particular key words or attributes and were marked as "related to" or "not related to" if they contained those key words or attributes. The search terms and attributes are listed on a document attached as Exhibit A hereto.

The search terms or attributes were selected to relate specifically to one or more of the subparagraphs (a) to (j) in the definition of Westlet Topics in paragraph 5 of the Confidentiality Order. We selected the search terms by looking carefully through the Westlet Topics and determining search terms that would elicit information specific to each topic but should also avoid the inclusion of non-
related documents. For example, we excluded all Outlook appointments from our review, because neither meetings between people nor the whereabouts of individuals are at issue in this case. We included all documents that discussed Westlet. We included all documents that discussed any of the Transborder Overlap Routes.

Before marking documents as related based on any search term, I first reviewed a sample of the documents brought up by each proposed search term to see whether the results were responsive. As part of the sampling process, I manually reviewed different types of documents and documents from different dates. If results appeared correct based on that manual sampling, we applied a procedure to mark the documents identified by that search term as "related". If the samples I reviewed for a particular search term brought up documents that were unrelated to the WestJet Topics, we did not apply the search term and left those documents for manual review.
(b) Manual review: All documents that were not marked as "related to" the Westlet Topics by the electronic search and all Level B Protected Documents were reviewed manually and then either marked as "related" or "not related". The manual review was conducted by a team of BDP lawyers and articling students. In conjunction with the review team, I developed a summary sheet of topics that the reviewers should consider when determining whether a document was related to the WestJet Topics, a copy of which is attached as Exhibit B hereto. The review team used this as a guide, but with specific reference to the Westlet Topics. For example, WestJet Topic (j) deals with the competitive landscape in transborder markets as it affects WestJet. WestJet, as Canada's second largest airline and the Respondents' main competitor or potential competitor in transborder markets, is affected by the nature of the competitive landscape in transborder markets. As a result, documents that dealt with competition in the transborder air passenger context were to be included as "related".
(c) Attachments: Documents that were attached to documents marked related were also marked as related.

## 5. Correspondence Between Counsel

14. By letter dated April 5, 2012 from BDP to counsel for the Parties, BDP advised counsel that the documents listed on Schedule A to that letter are the documents that BDP believes relate to the WestJet Topics. A copy of that letter is attached as Exhibit C hereto, except that Schedule A to the letter is hundreds of pages long and only the first 10 pages are included as part of the exhibit for illustration.
15. The review process to identify documents that BDP believes relate to the WestJet Topics was described in the letter as follows:
(1) Documents were searched electronically for particular key words or attributes and were marked as "related to" or "not related to" on a global basis if they contained those key words or attributes. The search terms or attributes are listed on Schedule B. 11,633 out of 27,188 documents were marked as related to the WestJet Topics on the basis of the electronic search.
(2) All Documents that were not marked as "related to" the Westlet Topics by the electronic search or that were designated as Confidential - Level B were reviewed manually and then either marked as "related to" or "not related to". Based on the manual review, an additional 5,082 documents were marked as related to the Westlet Topics.
(3) Documents that were attached to documents marked as "related" were also marked as related. This resulted in a very small number of additional inclusions, with the result that we marked a total of 16,718 documents as related to the Westlet Topics.
16. By letters dated April 12 and 19, 2012 from BDP to counsel for the Parties, BDP provided additional information regarding the documents it believed related to the WestJet Topics. Copies of these letters are attached as Exhibits $\mathbf{D}$ and $\mathbf{E}$ hereto.
17. By letter dated May 6, 2012, a copy of which is attached as Exhibit F, Stikeman Elliott LLP (Stikeman), outside counsel for Air Canada, wrote to BDP on behalf of all Respondents, and advised that the Respondents do not agree with the identification of the documents by BDP. Stikeman disagreed with the designations of a substantial number of documents that had been identified as related to Westlet Topics on the basis of individual review. Stikeman
objected to all of the documents identified by key word searching and stated that none of them should be treated as related to the Westlet Topics. A spreadsheet was attached to Exhibit D which listed 1,724 documents that the Respondents agree are related to the WestJet Topics. An initial review of the listed documents shows that the Respondents did not consistently include documents that are attached to the listed documents.
18. In the May 6, 2012 letter, Stikeman noted that of the documents identified by manual review, not all of which are easily classified, Stikeman had identified some "categories" into which a significant number of documents that the Respondents have identified as not being related to the Westlet Topics fit. I have considered those categories and am prepared to agree that documents that relate only to those categories should not be considered as related to the WestJet Topics. However, Stikeman did not identify which documents fall within those categories, so BDP is unable to determine whether we agree or disagree with respect to any particular document.

## 6. Practical Considerations

19. Pursuant to paragraph 11 of the Confidentiality Order, Level A Protected Documents identified as relevant to the WestJet Topics, as agreed to by the Parties or as determined by the Tribunal, may be disclosed to Westlet's other Independent Experts.
20. WestJet does not have and does not intend to retain other Independent Experts.
21. This motion, contemplated by paragraph 10 of the Confidentiality Order, will have no practical effect on the proceedings. BDP and WestJet's initial Independent Expert, Dr. Douglas West, have already reviewed the Parties' Protected Documents. The Level A Protected Documents agreed to by the parties or as determined by the Tribunal to be related to the WestJet Topics, which is a subset of those documents, will not be disclosed to any other person on behalf of WestJet.
22. As stated above, there are only 85 Level B Protected Documents. Of these, BDP identified 62 that were related to the WestJet Topics. The Stikeman letter agreed with 13 of those, leaving only 49 in dispute. Pursuant to paragraph 12 of the Confidentiality Order,

Level B Protected Documents as agreed to by the Parties or as determined by the Tribunal, may be also disclosed to the Designated WestJet Representatives.

SWORN BEFORE ME at Calgary, Alberta, on
May 11, 2012.


The document that is being electronically submitted to the Tribunal is an electronic version of a paper document that has been signed by the affiant. The signed document in paper copy is available and will be produced if requested by the Tribunal.

Trevor R. McDonald
Barrister and Solicitor

## SCHEDULE B

| Search term or attribute | Related to Westlet Topic? |
| :--- | :--- |
| All 19 transborder overlap routes | Yes |
| (city $/ 3$ city or airport code /3 airport code) |  |
| (transborder or TB)/3 (JV or join*) | Yes |
| Westlet or WJ or WS | Yes |
| expan* $/ 3$ transborder | Yes |
| hub $/ 3$ (airport or network) | Yes |
| "load factor" | Yes |
| slot | Yes |
| clearance | Yes |
| market $/ 3$ (share or position) | Yes |
| (FFP or frequent) and "metal neutral" | Yes |
| alliance $/ 3$ (agreement or star) | Yes |
| Outlook appointments | No |
| Pac* $/ 3$ (JV or join*) or PacJV |  |

THIS IS EXHIBIT " $A$
referred to in the Affidavit of
Sheila Hyatt


Trevor R. McDonald
Barrister and Solicitor

Generally related (With respect to transborder routes and traffic):

1. Contractual Barriers, including:

- Government contracts with Air Canada
- Corporate discounts
- Tied selling

2. Structural Barriers, including

- Slots
- Hubs
- Schedules
- Pre-clearance
- Post-clearance
- Immigration
- Behind \& beyond market passengers

3. Strategic Planning

- Any documents re: planning for / preparing for / doing analysis for the joint venture

4. Capacity

- Capacity
- Load Factor

- Yield


## 5. Fares

6. Revenue

- Revenues
- Costs
- Profits
- RASM
- CASM

Trevor R. McDonald

- Budgets


## 9. Market Share

10. Metrics where it is difficult to identify what the numbers mean - our expert will review these

## 11. FFPs

- Air Canada's Frequent Flyer Plans
- Aeroplan
- Metal neutrality on FFPs within North America

12. Transborder regulatory barriers
13. General Business Planning

- Business planning for the Air Canada / UCH JV, especially when it includes information regarding competition


## 14. Air Canada Transborder Agreements

- Air Canada 's transborder interline or codeshare agreements


## 15. US Anti-trust Immunity

Generally not related: (unless comparative or also discuss transborder elements)

1. International Agreements, including

- Pacific Joint Venture,
- Transatlantic Joint Venture (unless comparative to TBJV)
- Codeshare and interline agreements with international partners

2. Canadian Airlines (info re: CP / AC merger)
3. International metrics of any kind
4. International Anti-trust Immunity
5. UA / CO Merger
6. "Soft" issues, such as passenger comfort (e.g. seat angle, head rests, etc.)
7. Drafts, where there is a more fulsome later



AConmissioner in and for the Province of Alberta

Reply to: Daniel J. McDonald, Q.C.
Direct Phone: (403) 260-5724
Direct Fax: (403) 260-0332 djm@bdplaw.com

Assistant: Lorie Graham Direct Phone: (403) 260-0266 Our File: 57150-109

## By Email

April 5, 2012

Trevor R. McDonald<br>Barrister and Solicitor

Competition Bureau - Legal Services
Jonathan Hood
151 Yonge Street, $3^{\text {rd }}$ Floor
Toronto, ON M5C 2W7
Blake, Cassels \& Graydon LLP
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199 Bay Street
Toronto, ON M5L 1B9

## The Commissioner of Competition and Air Canada, United Continental Holdings, Inc., United Air Lines, Inc. and Continental Airlines Inc. Court File No. CT-2011-004

Pursuant to paragraph 9 of the Confidentiality Order, WestJet's outside counsel and Westlet's initial Independent Expert may review Protected Documents of the Parties, and Westlet's counsel shall identify any of the Parties' Protected Documents that they believe relate to the WestJet Topics. The Scheduling Order states that the deadline to do this is April 5, 2012.

We have conducted that review. The attached Schedule A is a list of the Applicant's and Respondents' documents that we believe relate to the Westlet Topics.

The Applicant and Respondents produced a total of 27,188 documents. $83 \%$ of the Commissioner's documents, $92 \%$ of Air Canada's Documents and $100 \%$ of UCH's Documents were marked as Level A Protected Documents. During our review, we observed that many documents were identified as Protected Documents that did not contain confidential information. For example, bank analysts' reports, news updates, press releases, innocuous emails and aggregated information available from the OAG database were often marked as Protected Documents.

Despite receiving some documents late and in an incompatible format, we completed our review of the documents, with the exception of approximately 224 documents that contained technical glitches. We are currently resolving these glitches with the Applicant's and Respondents' technical departments and, if we believe any of those documents relate to the WestJet Topics, we will notify you once those issues have been resolved.

The review process to identify documents that we believe relate to the WestJet Topics occurred in a three-step method.

1. Documents were searched electronically for particular key words or attributes and were marked as "related to" or "not related to" on a global basis if they contained those key words or attributes. The search terms or attributes are listed on Schedule B. 11,633 out of 27,188 documents were marked as related to the Westlet Topics on the basis of the electronic search.
2. All Documents that were not marked as "related to" the Westlet Topics by the electronic search or that were designated as Confidential - Level B were reviewed manually and then either marked as "related to" or "not related to". Based on the manual review, an additional 5,082 documents were marked as related to the WestJet Topics.
3. Documents that were attached to documents marked as "related" were also marked as related. This resulted in a very small number of additional inclusions, with the result that we marked a total of 16,718 documents as related to the WestJet Topics.

Paragraph 10 of the Confidentiality Order states that if the Parties do not agree with our assessment within 30 days, then we may seek a determination from the Tribunal about whether the identified Documents relate to the WestJet Topics.

We look forward to hearing from you.
Yours truly,
BURNET, DUCKWORTH \& PALMER LLP


Daniel J. McDonald, Q.C.
DJM/lg

## Schedule A Documents that Relate to WestJet Topics

| Docid | Parentid | - tuachment | Dicdite | Doctipe |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| AC00000002 | AC00000001 |  | Feb-28-2002 | Fax Cover | Untitled |
| AC00000006 |  |  | Fuz-00-0000 | Agreement | Continental Airlines Inc. \& Air Canada \& Aeroplan Limited Partnership - Reciprocal FFP Term Sheet |
| AC00000013 |  |  | Fuz-00-0000 | Agreement | Continental Airlines Inc. \& Air Canada \& Aeroplan Limited Partnership - Reciprocal FFP Term Sheet |
| AC00000019 |  |  | Fuz-00-0000 | Agreement | Continental Airlines Inc. \& Air Canada \& Aeroplan Limited Partnership - Reciprocal FFP Term Sheet |
| AC00000028 |  | AC00000031 | Fuz-00-0000 | Web Page | United Airlines |
| AC00000031 | AC00000028 |  | Fuz-00-0000 |  |  |
| AC00000034 |  |  | Fuz-00-0000 | Web Page | Continental Airlines |
| AC00000041 |  | AC00000042 | Fuz-00-0000 | Report | FFP Negotiation |
| AC00000141 |  |  | Fuz-00-0000 | Agreement | Revenue Sharing Agreement - AC Flight Pass - UA Pass Plus |
| AC00000151 |  |  | Fuz-00-0000 | Report | Untitled |
| AC00000155 |  |  | Fuz-00-0000 | Report | Proposal for Options for Air Canada - United Airlines Alliance Expansion Joint Venture Options |
| AC00000158 |  | AC00000165 | Fuz-00-0000 | Presentation | AC/UA Relationship Q1/Q2 2002: Network Perspective |
| AC00000165 | AC00000158 |  | Fuz-00-0000 | Presentation | AC/UA Relationship Q1/Q2 2002: Network Perspective |
| AC00000172 |  |  | Fuz-00-0000 | Presentation | AC UA Joint Cooperation Meeting |
| AC00000186 |  |  | Fuz-00-0000 | Report | Star Alliance Nine-Party Antitrust Immunity Application |
| AC00000191 |  |  | Fuz-00-0000 | Report | United - Air Canada |
| AC00000192 |  |  | Fuz-00-0000 | Report | United - Air Canada |
| AC00000193 |  |  | Fuz-00-0000 | Presentation | Team Charter - Alliances |
| AC00000194 |  |  | Fuz-00-0000 | Presentation | Team Charter - Marketing |
| AC00000195 |  |  | Fuz-00-0000 | Agenda | Proposed path to reenergize teams to implement a UA/AC Transborder JV |
| AC00000196 |  |  | Fuz-00-0000 | Note | Next Steps |
| AC00000199 |  |  | Fuz-00-0000 | Presentation | Transborder Update - Air Canada/United Airlines |
| AC00000208 |  |  | Fuz-00-0000 | Presentation | United - Air Canada |
| AC00000214 |  |  | Fuz-00-0000 | Email | Untitled |
| AC00000216 |  |  | Fuz-00-0000 | Report | T/B Scope |
| AC00000219 |  |  | Fuz-00-0000 | Report | Basic formula |
| AC00000220 |  |  | Fuz-00-0000 | Presentation | Trans-Border Joint Venture (TBJV) - UA Scope Proposal |
| AC00000227 |  |  | Fuz-00-0000 | Report | Untitled |
| AC00000230 |  |  | Fuz-00-0000 | Presentation | Anti-Trust Immunity - Pricing Plan - Draft copy |
| AC00000241 |  |  | Fuz-00-0000 | Presentation | Post Anit-Trust Immunity - Pricing Plan |

## Schedule A Documents that Relate to WestJet Topics

| Docid | Praentid | 4tachiment | Docdate | Doctype | Descripion |
| :---: | :---: | :---: | :---: | :---: | :---: |
| AC00000263 |  |  | Fuz-00-0000 | Presentation | Post Anti-Trust Immunity - Pricing Plan |
| AC00000298 |  |  | Fuz-00-0000 | Presentation | Post Anti-Trust Immunity - Pricing Plan |
| AC00000333 |  |  | Fuz-00-0000 | Presentation | Post Anti-Trust Immunity - Pricing Plan |
| AC00000355 |  | $\begin{aligned} & \mathrm{AC} \mathrm{C} 0000358 \\ & \mathrm{AC} 00000360 \\ & \mathrm{AC} 00000361 \end{aligned}$ | Fuz-00-0000 | Report | Air Canada's Pricing Logic |
| AC00000358 | AC00000355 |  | Fuz-00-0000 | Report | Air Canada On-Line Markets |
| AC00000363 |  |  | Fuz-00-0000 | Presentation | Anti-Trust Immunity - Pricing Plan |
| AC00000381 |  |  | Fuz-00-0000 | Presentation | Proposed TB Fare Structure - Option 3-AC Pricing |
| AC00000412 | AC00000409 |  | Fuz-00-0000 | Report | Yield vs. Cost/ASM on leading in Fare/Canada and Transborder Markets |
| AC00000414 | AC00000409 |  | Fuz-00-0000 | Chart/Bar Graph | Yield vs. Cost by Mileage |
| AC00000417 |  |  | Fuz-00-0000 | Report | Montreal/Ottawa Agency Offer |
| AC00000419 |  | AC00000422 | Fuz-00-0000 | Report | Action Summary for Transborder Share Loss Initiative |
| AC00000424 | AC00000423 |  | Fuz-00-0000 | Report | Year-Over-Year Share Variance |
| AC00000428 | AC00000423 |  | Fuz-00-0000 | Report | Online Markets - Year-Over-Year Share Variance |
| AC000004332 | AC00000423 |  | Dec-01-2003 | Report | Market Share Analysis - Local and Beyonds |
| AC00000433 | AC00000423 |  | Sep-01-2003 | Financial Document | AC vs UA Yield Comparison (September 2003) |
| AC00000434 | AC00000423 |  | Fuz-00-0000 | Report | POS USA, Transborder Aug-Oct 2002 vs 2003 Booking Impact by Channel |
| AC00000435 | AC00000423 |  | Fuz-00-0000 | Report | POS USA Oct Top 100 Transborder Routes |
| AC000004338 |  | $\begin{aligned} & \mathrm{AC} 00000440 \\ & \mathrm{AC} 00000441 \end{aligned}$ | Fuz-00-0000 | ChartBar Graph | Avg\$ Decline - Common Trend |
| AC00000442 |  |  | Fuz-00-0000 | Presentation | Executive Summary |
| AC00000459 |  |  | Fuz-00-0000 | Report | Advance Purchase Change Post Audit |
| AC00000461 |  | AC00000462 | Fuz-00-0000 | Report | Appendix 1 - Total Ticket Analysis |
| AC00000462 | AC00000461 |  | Fuz-00-0000 | Report | Appendix 2 -Total Ticket Analysis |
| AC00000473 |  |  | Fuz-00-0000 | Report | June YOY - Appendix 3 |
| AC00000483 |  | $\begin{aligned} & \mathrm{AC} 00000484 \\ & \mathrm{AC} C 0000485 \\ & \mathrm{AC} 00000486 \end{aligned}$ | Fuz-00-0000 | Chart/Bar Graph | Avg\$ YOY |
| AC00000484 | AC00000483 |  | Fuz-00-0000 | Chart/Bar Graph | Avg\$ Sep YOY |
| AC00000485 | AC00000483 |  | Fuz-00-0000 | Chart/Bar Graph | Cum Rev YOY |
| AC00000486 | AC00000483 |  | Fuz-00-0000 | Chart/Bar Graph | Cum YOY |
| AC00000487 |  |  | Fuz-00-0000 | Presentation | Transborder Update - Air Canada/United Airlines - Pre-meeting with Montie Brewer \& Greg Taylor |
| AC00000501 | AC00000496 |  | Nov-19-2004 | Email | [Fwd: Update: AC vs UA accumulation] |

## Schedule A Documents that Relate to WestJet Topics



## Schedule A Documents that Relate to WestJet Topics

| Docid | Parentidnam | Atachiments | Dowdate | Ductype: |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| AC00000711 |  |  | Mar-18-1997 | Email | UA Expansion Phase 2 |
| AC00000715 |  | $\begin{aligned} & \text { AC00000716 } \\ & \text { AC00000718 } \end{aligned}$ | Apr-24-1997 | Letter | ORD Expansion - June 1997 |
| AC00000718 | AC00000715 |  | Fuz-00-0000 | Report | AC/UA - Phase 3 Codeshare Expansion |
| AC00000734 |  |  | Jun-20-1997 | Letter | AC-UA Codeshare Fare Class Mapping Expansion, June 1997 |
| AC00000736 |  |  | Jun-20-1997 | Report | Proposed Expansion - (AC-Operating / UA-Marketing) |
| AC00000739 |  |  | Jul-02-1997 | Letter | AC-UA Codeshare Fare Class Mapping Expansion, July 1997 |
| AC00000741 |  |  | Jul-02-1997 | Letter | AC-UA Codeshare Fare Class Mapping Expansion, July 1997 |
| AC00000747 |  |  | Jul-30-1997 | Presentation | Air Canada's Commercial Post Antitrust Priorities |
| AC00000767 |  |  | Sep-15-1997 | Presentation | Commercial Post Antitrust Priorities |
| AC00000782 |  |  | Oct-09-1997 | Report | Transborder Pricing Logic |
| AC00000788 |  |  | Oct-29-1997 | Presentation | Commercial Post Antitrust Priorities |
| AC00000797 |  |  | Jan-01-1998 | Presentation | Transborder Pricing - Net fates and alternate channels of distribution |
| AC00000804 |  |  | Jan-28-1998 | Email | AC/UA Market Leadership Strategy |
| AC00000807 |  |  | Jan-28-1998 | Email | AC/UA Market Leadership Strategy |
| AC00000810 |  |  | Jan-28-1998 | Email | AC/UA Market Leadership Strategy |
| AC00000816 |  |  | Jan-29-1998 | Minutes | Minutes UA/AC Meeting held Thursday, January 29, 1998 in Montreal. |
| AC00000820 |  | AC00000824 AC00000827 | Jan-29-1998 | Minutes | Minutes UA/AC Meeting held Thursday, January 29, 1998 in Montreal. |
| AC00000824 | AC00000820 |  | Jan-28-1998 | Email | AC/UA Market Leadership Strategy |
| AC00000827 | AC00000820 |  | Fuz-00-0000 | Report | Untitled |
| AC00000830 |  | , | Jan-29-1998 | Email | AC/UA Market Leadership Strategy |
| AC00000833 |  |  | Jan-29-1998 | Report | Topics for Discussion AC/UA Meeting |
| AC000008335 |  |  | Apr-07-1998 | Letter | Revised AC/UA Codeshare Fare Class Mapping Expansion, 07 April 1998 |
| AC00000837 |  |  | Jul-09-1998 | Presentation | Price Leadership Proposal for Transborder Markets |
| AC00000838 | * | $\begin{aligned} & \mathrm{AC} 00000839 \\ & \mathrm{AC} 00000840 \end{aligned}$ | Jul-16-1998 | Email | July 28 th meeting |
| AC00000839 | AC00000838 |  | Jul-16-1998 | Report | AC/UA Pricing - Pricing Leadership Proposal |
| AC00000840 | AC00000838 |  | Jul-28-1998 | Agenda | AC/UA Pricing Meeting |
| AC00000841 |  |  | Jun-01-1999 | Presentation | United Airlines Codeshare Fare Class Mapping |
| AC00000862 |  |  | Oct-15-1999 | Agreement | United Mileage Plus and Air Canada International Carrier Participation Agreement - United Contract No. 147124 |
| AC00000883 |  |  | Dec-16-1999 | Agreement | Strategic Alliance Agreement - Air Canada and Air New Zealand |

Schedule A Documents that Relate to WestJet Topics

| Docid | Parcatia | 4tachments | Docdate | Doctyes | Descriprion |
| :---: | :---: | :---: | :---: | :---: | :---: |
| AC00000904 |  |  | Feb-22-2000 | Microsoft Powerpoint Presentation | SUMMER00.PPT |
| AC00000978 | AC00000975 |  | Mar-26-2001 | Text File | RFC822.TXT |
| AC00000982 | AC00000975 |  | Mar-08-2001 | Microsoft Word Document | icaoATC5.doc |
| AC00000990 | AC00000975 |  | Mar-21-2001 | Microsoft Word Document | WINGSLIST.doc |
| AC00000991 | AC000000975 | , | Mar-21-2001 | Microsoft Word Document | WINGSCHANGE.doc |
| AC00000999 | AC00000975 |  | Mar-26-2001 | Microsoft Word Document | DEC00MTGRPT.doc |
| AC00001027 | AC00001020 |  | Mar-08-2001 | Microsoft Word Document | icaoATC5.doc |
| AC00001035 | AC00001020 |  | Mar-21-2001 | Microsoft Word Document | WINGSLIST.doc |
| AC00001036 | AC00001020 |  | Mar-21-2001 | Microsoft Word Document | WINGSCHANGE.doc |
| AC00001041 | AC00001020 |  | Nov-30-2000 | Adobe Acrobat | ICAO's Role in Facilitating Air Transport Liberalization |
| AC00001044 | AC00001020 |  | Mar-26-2001 | Microsoft Word Document | DEC00MTGRPT.doc |
| AC00001065 |  |  | Apr-10-2001 | Microsoft Word Document | speaker notes.doc |
| AC00001077 |  |  | Jun-19-2001 | Microsoft Outlook Email | Re negotiating priorities for summer/fall 2001 |
| AC00001081 | AC00001079 |  | Dec-06-2001 | Microsoft Word Document | FILESEG3.doc |
| AC00001086 | AC00001079 |  | Dec-06-2001 | Microsoft Word Document | openskye.doc |
| AC00001091 | AC00001089 |  | Dec-06-2001 | Microsoft Word Document | Dec6.doc |
| AC00001099 | AC00001097 |  | Dec-06-2001 | Microsoft Word Document | Dec6.doc |
| AC00001105 |  |  | Dec-12-2001 | Report | Air Canada's "Open Skies Plus" Proposal: US-Model "Open Skies" with Full Competition Between US and Canadian Hubs |
| AC00001109 |  |  | Jan-29-2002 | Minutes | Minutes of Meeting 2002/01/16 in Vancouver Agenda in Meeting Called by Air Canada/United Airlines |
| AC00001111 | AC00001110 |  | Jan-30-2002 | Microsoft Word Document | MinutesUAAC.doc |
| AC00001114 | AC00001113 |  | Fuz-00-0000 | Map | Air Canada Transborder Routes prior to 1995 "Open Skies" |
| AC00001115 | AC00001113 |  | Fuz-00-0000 | Map | Air Canada Transborder Routes - currently 58 cities ( 53 from YYZ), 244 daily flts. |

## Schedule A Documents that Relate to WestJet Topics

| Docid | Parcntid | Atfachments | Docdate | Doctype | Description |
| :---: | :---: | :---: | :---: | :---: | :---: |
| AC00001119 |  |  | Mar-15-2002 | Chart/Bar Graph | US (excl. Sun) Seat Distribution - (yoy capacity comparison) July 2002 vs 2001 |
| AC00001120 |  |  | Mar-20-2002 | Article | Departures - Opinions on Current Issues in Aviation - Antitrust Immunity, Open Skies and First Principles |
| AC00001121 |  |  | Apr-22-2002 | Microsoft Powerpoint Presentation | Ground Handling Groups.ppt |
| AC00001145 |  |  | Apr-24-2002 | Microsoft Outlook Email | RJ summary |
| AC00001146 |  |  | Apr-25-2002 | Microsoft Powerpoint Presentation | Short Version for Ground Handling Groups.ppt |
| AC00001159 | AC00001158 |  | May-22-2002 | Microsoft Excel Spreadsheet | abr_summ.xls |
| AC00001160 |  |  | Jun-04-2002 | Microsoft Powerpoint Presentation | Supportable Capacity 101.ppt |
| AC00001189 |  | AC00001190 | Jun-11-2002 | Microsoft Outlook Email | 2001 Star Alliance Value Model for AC |
| AC00001195 | AC00001194 |  | Jun-12-2002 | Microsoft Word Document | June 10, 2002.doc |
| AC00001198 | AC00001197 |  | Jun-12-2002 | Microsoft Word Document | June 10, 2002.doc |
| AC00001200 |  |  | Jul-12-2002 | Presentation | Winter 2003 Schedule - Mainline Briefind Package Transborder Markets |
| AC00001205 |  |  | Aug-12-2002 | Microsoft Powerpoint Presentation | BRU 200 Short.ppt |
| AC00001230 |  | AC00001233 | Aug-16-2002 | Microsoft Outlook Email | [Fwd: Re: meeting proposal] |
| AC00001245 | AC00001239 |  | Feb-26-2002 | Microsoft Excel Spreadsheet | UA_Summary00-01.xls |
| AC00001256 |  |  | Sep-04-2002 | Microsoft Powerpoint Presentation | CB presentationVersion September 4 final.ppt |
| AC00001269 |  |  | Sep-05-2002 | Microsoft Outlook Email | FW: Next Steps |
| AC00001274 |  |  | Sep-15-2002 | Microsoft Outlook Email | RE: RE: Comments to codeshare agreement |
| AC00001283 |  |  | Sep-17-2002 | Microsoft Outlook Email | RE: Comments to codeshare agreement |
| AC00001391 | AC00001390 |  | Oct-16-2002 | Microsoft Excel Spreadsheet | Q3_Star2002.xls |
| AC00001392 |  | AC00001397 | Oct-23-2002 | Microsoft Outlook Email | RE: FW: Domestic \& Transborder Codeshare |

## Schedule A Documents that Relate to WestJet Topics

| Docid mer | Parentia | 4tachments | Doctate | Doctye |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| AC00001397 | AC00001392 |  | Oct-23-2002 | Microsoft Excel Spreadsheet | AC-LY MARKETING FLIGHTS - WINTER 2002-03.xls |
| AC00001400 | AC00001398 |  | Sep-18-2002 | Microsoft Word Document | ET Industry trend and AC strategy analysis 1 doc |
| AC00001405 | AC00001404 |  | Nov-18-2002 | Microsoft Word Document | International Aviation Club of Washington - Single Space November 19.doc |
| AC00001419 |  |  | Dec-12-2002 | Microsoft Powerpoint Presentation | Pilot presentation.ppt |
| AC00001467 |  | AC00001470 | Jan-01-2003 | Report | United Airlines on Air Canada |
| AC00001470 | AC00001467 |  | Jan-01-2003 | Report | Air Canada on United Airlines |
| AC00001483 | AC00001482 |  | Jan-13-2003 | Microsoft Excel Spreadsheet | AC T100.xls |
| AC00001484 |  |  | Jan-22-2003 | Microsoft Powerpoint Presentation | Montie's changes to the feb 6 presentation.ppt |
| AC00001524 |  |  | Jan-23-2003 | Microsoft Outlook Email | DL/NW/CO |
| AC00001526 |  |  | Feb-04-2003 | Microsoft Powerpoint Presentation | Q4-final presentation to employees.ppt |
| AC00001531 |  | - | Feb-05-2003 | Microsoft Outlook Email | Re: Canada/Japan relation - CONFIDENTIAL |
| AC00001535 | AC00001534 |  | Feb-06-2003 | Adobe Acrobat | Synthese_6fev.pdf |
| AC00001540 | AC00001534 |  | Feb-06-2003 | Adobe Acrobat | Cover_letter_fr.pdf |
| AC00001542 | AC00001534 |  | Feb-06-2003 | Adobe Acrobat | Memorandum feb6.pdf |
| AC00001549 |  |  | Feb-06-2003 | Microsoft Powerpoint Presentation | Q4-final-rev.ppt |
| AC00001554 |  | AC00001557 | Feb-14-2003 | Microsoft Outlook Email | [Fwd: AA and QF - CTA Decision] |
| AC00001570 | AC00001567 |  | Mar-06-2003 | Microsoft Excel Spreadsheet | 03-06-03-Cl-day time seaboard.xls |
| AC00001590 | AC00001589 |  | Oct-24-2001 | Report | POS Canada Commissionable - Air Canada Annual Flown Revenue |
| AC00001592 |  |  | Apr-04-2003 | Email Message | Re: [Fwd: [Fwd: [Fwd: [Fwd: Re: [Fwd: [Fwd: Air Canada United Airlines:textapproval1]717] |
| AC00001599 | AC00001598 |  | Apr-04-2003 | Microsoft Word Document | American Bar Association.doc |
| AC00001609 |  |  | Apr-17-2003 | Microsoft Outlook Email | Re: MS bilateral Interline prorate agreement |
| AC00001622 |  |  | Apr-27-2003 | Microsoft <br> Powerpoint Presentation | Air Canada Labor Presentation v13.ppt |

Schedule A Documents that Relate to WestJet Topics

| Docid | Parentid | Atrachments | Docdate | Doctype | Description |
| :---: | :---: | :---: | :---: | :---: | :---: |
| AC00001630 | AC00001629 |  | Apr-28-2003 | Microsoft Powerpoint Presentation | Atlantic Plus-Sales 28.04.03.ppt |
| AC00001639 |  |  | Apr-29-2003 | Microsoft Powerpoint Presentation | Air Canada Labor Presentation (FINAL-ALL).ppt |
| AC00001649 |  | AC00001651 | May-07-2003 | Microsoft Outlook Email | STAR Transborder Markets Analysis - 2002 |
| AC00001651 | AC00001649 |  | May-07-2003 | Microsoft Word Document | A review of Transborder Markets.doc |
| AC00001654 |  |  | May-09-2003 | Microsoft Outlook Email | May 8 Meeting Follow-up |
| AC00001658 | AC00001657 |  | May-09-2003 | Microsoft Outlook Exported Email | May 8 Meeting Follow-up |
| AC00001660 |  |  | May-12-2003 | Microsoft Outlook Email | Codesharing with both US and UA |
| AC00001661 |  |  | May-14-2003 | Microsoft Outlook Email | Re: May 8 Meeting Follow-up |
| AC00001665 |  | AC00001667 AC00001668 | May-14-2003 | Email Message | [Fwd: [Fwd: Airline Statistics March 2003]] |
| AC00001668 | AC00001665 |  | May-12-2003 | Microsoft Excel Spreadsheet | Pasg by Airline March.xis |
| AC00001669 |  |  | May-14-2003 | Microsoft Powerpoint Presentation | New Product part of the board presentation.ppt |
| AC00001682 | AC00001681 |  | May-22-2003 | Adobe Acrobat | Airlines 05.22.2003.pdf |
| AC00001693 |  |  | Jun-05-2003 | Microsoft Excel Spreadsheet | traffic.xls |
| AC00001694 |  | AC00001696 | Jun-19-2003 | Microsoft Outlook Email | Next Steps |
| AC00001696 | AC00001694 |  | Jun-19-2003 | Internet Hypertext Markup Language | att1.htm |
| AC00001697 |  |  | Jun-25-2003 | Microsoft Outlook Email | Shane refers to Sevenths at the AGM |
| AC00001701 |  |  | Jul-07-2003 | Microsoft Powerpoint Presentation | Slides for Lou Presentation.ppt |
| AC00001758 |  | - | Jul-11-2003 | Microsoft <br> Powerpoint Presentation | Town Hall July 11.ppt |
| AC00001807 |  |  | Jul-13-2003 | Microsoft <br> Powerpoint Presentation | Slides for Lou Presentation v2.ppt |
| AC00001845 | AC00001844 |  | Jul-14-2003 | Microsoft Word Document | Quality Management |

Schedule A Documents that Relate to WestJet Topics

| Docid | Parentid | Attachments | Docdate: | Dactype |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| AC00001855 |  |  | Jul-14-2003 | Microsoft Powerpoint Presentation | Equity Roadshow v2.ppt |
| AC00001906 |  |  | Jul-17-2003 | Report | Problem Statement - Transborder Yields - What is happening and what can be done about it |
| AC00001930 | AC00001929 |  | Jul-15-2003 | Microsoft Word Document | UALtr.doc |
| AC00001931 |  |  | Juil-17-2003 | Microsoft Powerpoint Presentation | Equity Roadshow_7-18_v91.ppt |
| AC00001964 |  | AC00001965 | Jul-21-2003 | Microsoft Outlook Email | Revised comments sheet |
| AC00001965 | AC00001964 |  | Jul-21-2003 | Microsoft Word Document | Comments on Q2 Star Alliance Network Revenue Model. doc |
| AC00001966 | . |  | Jul-22-2003 | Microsoft Powerpoint Presentation | Final Equity $072103 . \mathrm{ppt}$ |
| AC00001978 |  | AC00001980 AC00001981 | Jul-23-2003 | Email Message | Q2-2003 Star Alliance Network Value Model |
| AC00001980 | AC00001978 |  | Jul-23-2003 | Adobe Acrobat | Q2_Star2003.pdf |
| AC00001981 | AC00001978 |  | Jul-23-2003 | Adobe Acrobat | Q1_Star2003.pdf |
| AC00001983 | AC00001982 |  | Jul-25-2003 | Microsoft Powerpoint Presentation | W03_04 review.ppt |
| AC00001991 |  |  | Aug-06-2003 | Email Message | Re: Transborder capacity |
| AC00001993 |  |  | Aug-06-2003 | Email Message | Re: Transborder capacity |
| AC00001997 |  |  | Aug-06-2003 | Email Message | Re: Transborder capacity |
| AC00002002 |  |  | Aug-19-2003 | Presentation | POS USA Sales Strategy |
| AC00002023 |  | $\begin{aligned} & \mathrm{AC} 00002031 \\ & \mathrm{AC} 00002036 \end{aligned}$ | Aug-21-2003 | Microsoft Outlook Email | RE: [Fwd: Re: Revised AC/NZ SPA] |
| AC00002055 |  |  | Sep-04-2003 | Microsoft Outlook Email | Re: Reviewing MS Bilateral Interline Agreement |
| AC00002060 | AC00002057 |  | Jul-31-2003 | Microsoft Powerpoint Presentation | US Airways Org Charts.ppt |
| AC00002074 | AC00002073 |  | Sep-18-2003 | Microsoft Powerpoint Presentation | LHAC_JAC_Part2.ppt |
| AC00002095 | AC00002073 |  | Sep-18-2003 | Microsoft Powerpoint Presentation | LHAC_JAC_Part1.ppt |
| AC00002122 |  | $\begin{aligned} & \mathrm{AC} 00002125 \\ & \mathrm{AC} 00002126 \\ & \mathrm{AC} 00002127 \\ & \mathrm{AC} 00002128 \end{aligned}$ | Sep-19-2003 | Microsoft Outlook Email | US/ACCooperationg - FFP Model and Strategic Alliance Agreement |

## Schedule A Documents that Relate to WestJet Topics

| Docid | Pratititesm | A fachments | Docthie | Doctyne | Descruntion |
| :---: | :---: | :---: | :---: | :---: | :---: |
| AC00002126 | AC00002122 |  | Sep-19-2003 | Text File | ATT19547.txt |
| AC00002128 | AC00002122 |  | Sep-19-2003 | Microsoft Powerpoint Presentation | US AC FFP Diversion.ppt |
| AC00002135 | AC00002133 |  | Sep-29-2003 | Adobe Acrobat | 2004 Budget Assumptions.pdf |
| AC00002161 |  |  | Oct-03-2003 | Presentation | 2004 Commercial Objectives and Tactics - Network Management (Transborder) |
| AC00002172 |  |  | Oct-06-2003 | Microsoft Excel Spreadsheet | Domestic Industry big WS.xls |
| AC00002175 | AC00002173 |  | Aug-29-2003 | Microsoft Word Document | NBM - Asia-Pacific Summary.doc |
| AC00002177 | AC00002173 |  | Oct-07-2003 | Microsoft Excel Spreadsheet | NBM Strategy - Asia Pacific.xls |
| AC00002178 |  |  | Oct-14-2003 | Presentation | Winter 2003/04-Transborder Priorities |
| AC00002186 | AC00002185 | - | Oct-16-2003 | Microsoft Powerpoint Presentation | 20046 TB mth Commercial Objectives.ppt |
| AC00002198 | AC00002197 |  | Sep-12-2003 | Microsoft Powerpoint Presentation | USA Strategy 2003.ppt |
| AC00002207 |  | $\begin{aligned} & \mathrm{AC} 00002209 \\ & \mathrm{AC} 00002210 \\ & \mathrm{AC} 00002212 \end{aligned}$ | Oct-21-2003 | Microsoft Outlook Email | Re: Objectives 2004 Workout Meeting Oct 22 |
| AC00002209 | AC00002207 |  | Oct-17-2003 | Microsoft Word Document | USA SOLUTION (October 22, 2003).doc |
| AC00002210 | AC00002207 |  | Oct-17-2003 | Microsoft Word Document | Enhanced Transborder Cooperation - Sales Operating Principles (October 22, 2003).doc |
| AC00002212 | AC00002207 |  | Oct-17-2003 | Microsoft Word Document | AC-UA Enhanced Cooperation - Sales Guidelines (October 22, 2003).doc |
| AC00002214 |  | AC00002217 | Oct-22-2003 | Report | USA Solution - AC/UA Enhanced Transborder Cooperation |
| AC00002217 | AC00002214 |  | Oct-22-2003 | Report | Air Canada/United Airlines Enhanced Cooperation - Sales Guidelines |
| AC00002219 |  | AC00002220 | Oct-30-2003 | Email Message | (no subject) |
| AC00002220 | AC00002219 |  | Oct-22-2003 | Microsoft <br> Powerpoint Presentation | TB sale.ppt |
| AC00002257 | AC00002256 |  | Oct-29-2003 | Microsoft Powerpoint Presentation | TB_W04_Priorities.ppt |
| AC00002272 |  |  | Nov-03-2003 | Microsoft Powerpoint Presentation | customized travel vl.ppt |
| AC00002361 |  | AC00002362 | Nov-06-2003 | Email Message | Re: NBM P2 Steering Committee Meeting - Oct 31 at 09 ET |

## SCHEDULE B

| Search term or attribute | Related to Westlet Topic? |
| :--- | :--- |
| All 19 transborder overlap routes | Yes |
| (city /3 city or airport code /3 airport code) |  |
| (transborder or TB)/3 (JV or join*) | Yes |
| WestJet or WJ or WS | Yes |
| expan* /3 transborder | Yes |
| hub /3 (airport or network) | Yes |
| "load factor" | Yes |
| slot | Yes |
| clearance | Yes |
| market /3 (share or position) | Yes |
| (FFP or frequent) and "metal neutral" | Yes |
| alliance /3 (agreement or star) | Yes |
| Outlook appointments | No |
| Pac* /3 (JV or join*) or PacJV |  |



Burnet, Duckworth \& Palmer ur
Law Firm

By Email and Courier

April 12, 2012

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## The Commissioner of Competition and Air Canada, United Continental Holdings, Inc., United Air Lines, Inc. and Continental Airlines Inc. Court File No. CT-2011-004

We are writing in response to Randall Hofley's email request from earlier this week, in which he asked us to provide a list that showed which documents were identified by each method outlined in points 1 to 3 of our April 5 letter.

We are couriering each party a disc containing three schedules in PDF format. The first contains the list of documents that were marked as related based on the use of global search terms. The second contains the list of documents that were marked as related based on the manual review. The third contains the list of documents that were marked as related because they are attached to related documents.

You may notice that the number of documents in these lists do not correspond precisely with the numbers in the letter we sent previously. This is because we have done some additional manual review since April 5 without keeping our initial markings in Summation and cannot reproduce the data as it existed at that time. In addition, the numbers are now lower because in the first schedule we sent, a technical problem resulted in the inclusion of some documents that were actually part of Westlet's production. That was inadvertent and has been corrected in these schedules.

In the enclosed schedules:

1. 10,159 out of 27,188 documents are marked as related to the WestJet Topics on the basis of electronic searches.
2. 6,412 documents are marked as related to the WestJet Topics on the basis of manual review.
3. 2 documents are marked as related to the WestJet Topics on the basis of being attached to documents marked as "related" were also marked as related.

Please contact us if you have further questions.
Yours truly,
BURNET, DUCKWORTH \& PALMER LLP


Daniel J. McDonald, Q.C.
DJM/lg
Enclosures

## By Email and Courier

April 19, 2012

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## The Commissioner of Competition and Air Canada, United Continental Holdings, Inc., United Air Lines, Inc. and Continental Airlines Inc. Court File No. CT-2011-004

I am writing in response to an email request from Anne Glover of Blakes on April 16, 2012 and a similar request from Mark Walli of Stikeman Elliott on April 17, 2012. Both counsel asked us to provide them with what our litigation services department refers to as "tag lists" of the PDF schedules that we provided last week. I understand that a tag list is generally provided in .txt or .csv format and allows for electronic tagging of the documents in the list.

In complying with the requests for these tag lists, we discovered that the procedure we used to mark the documents that were attached to related documents was not applied to our database until April 12. For that reason, the number of documents that were marked as related because they are attached to related documents was wrong. This has now been corrected. I apologise for any confusion and inconvenience this has caused. The correct number of documents that are marked as related to the Westlet Topics because they are attached to documents that are related to the Westlet Topics is 3,424 .

Therefore, to ensure clarity, and to accommodate your most recent requests, we have verified and recreated the three PDF schedules and have created three corresponding tag lists. We are sending each party: 1) a disc of the PDF schedules and the corresponding tag lists; and 2) the tag lists by email.

Please contact us if you have further questions.

Yours truly,
BURNET, DUCKWORTH \& PALMER LLP


Daniel J. McDonald, Q.C.
DJM/lg


Trevor R. McDonald
Barrister and Solicitor

## STIKEMAN ELLIOTT

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May 6, 2012
File No. 021070-1771


Trevor R. McDonald Barrister and Solicitor

## Re: Commissioner of Competition v. Air Canada and UCH

Further to our letter of April 19, 2012, we write on behalf of both Air Canada and UCH to set out the Respondents' joint position on documents designated by WestJet as related to the WestJet topics.

We have individually reviewed each of the 6,412 documents which you indicated had been designated as related to WestJet topics on the basis of your individual review. The Respondents disagree with your designations in respect of a substantial number of those documents. We have attached a spreadsheet listing those documents which the Respondents agree are related to the WestJet topics. We disagree with your assessment that the remainder of the documents on your list are related to the WestJet topics and therefore object to WestJet's designation of those documents.

Although the list contained a very wide variety of documents, not all of which are easily classified, we felt it might be of some assistance to identify for you some of the "categories" into which a significant number of documents that the Respondents have identified as not being related to the WestJet topics fit. Those document categories include:

TORONTO

MONTREAL
OTTAWA

CALGARY

VANCOUVER

NEW YORK

LONDON
SYDNEY

## STIKEMAN ELLIOTT

do not involve any substantive issue about the structure of the arrangement

- Documents concerning the $\mathrm{A}++$ joint venture and $\mathrm{UCH}^{\prime}$ s Pacific joint venture which do not relate to the principle of metal neutrality and have no specific connection to transborder service
- Spreadsheets with revenue data for various products/sectors and for various periods which have no connection to transborder service
- Documents concerning the regulatory landscape which are unrelated to transborder service
- Documents concerning strategic initiatives which are unrelated to transborder service

As we stated in our April 19 letter, it is the Respondents' position that key word searching was not an appropriate way to designate documents as being related to the Westjet topics (a position only reinforced by our disagreement with WestJet's designation of a substantial number of the documents which were individually reviewed). The Respondents maintain their objection to all of the 10,159 documents designated by key word searching and state that none of them should be treated as related to the WestJet topics.

As an additional matter, pursuant to paragraph 13 of the Confidentiality Order, UCH hereby re-designates the following documents it has produced as not confidential (public):

UCH-TBJV00001994
UCH-TBJV00011384
UCH-TBJV00011698
UCH-TBJV00013023
UCH-TBJV00013432
UCH-TBJV00014298
UCH-TBJV00014325

## UCH-TBJV00016594

UCH-TBJV00021926
UCH-TBJV00023280
UCH-TBJV00025677
UCH-TBJV00025678
UCH-TBJV00025680
UCH-TBJV00031020
UCH-TBJV00036839
UCH-TBJV00036853


Eliot N. Kolers
/lp
c.c. Ryder Gilliland

Jason Gudofsky
Randall Hofley
Blake, Cassels E Graydon LLP
Katherine L. Kay
Mark Walli
Stikeman Elliott LLP
David Wingfield
Jonathan Hood
Competition Bureau - Legal Services

LIST OF DOCUMENTS WHICH THE RESPONDENTS AGREE ARE RELATED TO THE WESTJET TOPICS

| AC00000141 |
| :---: |
| AC00000191 |
| AC00000192 |
| AC00000193 |
| AC00000196 |
| AC00000214 |
| AC00000412 |
| AC00000414 |
| AC00000417 |
| AC00000424 |
| AC00000428 |
| AC00000434 |
| AC00000435 |
| AC00000442 |
| AC00000461 |
| AC00000462 |
| AC00000473 |
| AC00000501 |
| AC00000551 |
| AC00000563 |
| AC00000582 |
| AC00000584 |
| AC00000658 |
| AC00000679 |
| AC00000816 |
| AC00000820 |
| AC00000833 |
| AC00000840 |
| AC00000904 |
| AC00001121 |
| AC00001200 |
| AC00001245 |
| AC00001484 |
| AC00001660 |
| AC00001694 |
| AC00001696 |
| AC00001701 |
| AC00001930 |
| AC00002207 |
|  |


| AC00002209 |
| :---: |
| AC00002210 |
| AC00002214 |
| AC00002219 |
| AC00002220 |
| AC00002368 |
| AC00002488 |
| AC00002489 |
| AC00002498 |
| AC00002505 |
| AC00002506 |
| AC00002508 |
| AC00002519 |
| AC00002521 |
| AC00002537 |
| AC00002595 |
| AC00002626 |
| AC00002704 |
| AC00002749 |
| AC00002764 |
| AC00002795 |
| AC00002868 |
| AC00002904 |
| AC00002937 |
| AC00002939 |
| AC00002984 |
| AC00003045 |
| AC00003054 |
| AC00003082 |
| AC00003110 |
| AC00003123 |
| AC00003130 |
| AC00003382 |
| AC00003384 |
| AC00003392 |
| AC00003495 |
| AC00003502 |
| AC00003569 |
| AC00003571 |


| AC00003662 |
| :---: |
| AC00003665 |
| AC00003710 |
| AC00003851 |
| AC00003939 |
| AC00004209 |
| AC00004224 |
| AC00004291 |
| AC00004317 |
| AC00004329 |
| AC00004435 |
| AC00004452 |
| AC00004455 |
| AC00004457 |
| AC00004471 |
| AC00004473 |
| AC00004637 |
| AC00004638 |
| AC00004641 |
| AC00004644 |
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