

# *the manifest*

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**Winter 2006/2007**

*travel news from the marine travel company*

## **Happy New Year**

Firstly may we take the opportunity of wishing all our customers and suppliers and their families a very happy and prosperous New Year.

## **Global Network**

We are delighted to advise that we are still in the process in linking up with like minded marine travel companies around the world – Our partners will strengthen the products and services that we are able to offer you our customers. We have recently formed a co-operation with Aspida Travel in Piraeus in Greece who are able to offer us access to a number of airline contracts that are not available in the UK marketplace, such as **Japan Airlines**.

## **Baggage allowance changes on BA**

Just to clarify changes made to baggage for marine passengers a few months ago for travel on BA

European flights where 40 kilos was previously allowed - 2 bags are now permitted in the hold @ no more than 23K each - so a total of 46k. Likewise on Long-Haul where a piece system was in place - Marine passengers will be allowed 2 pc's @ no more than 23k per bag - a total of 46k.

Normal baggage allowances still apply for Off-Shore passengers.

Excess Baggage will be charged as follows

Domestic £30 per bag

Short Haul £60 per bag

Long Haul £ 120 per bag

## **Other BA news**

Also for purely domestic travel ALL passengers must now check-in online @ [www.ba.com](http://www.ba.com)

BA recently announced that they were to sell **BA Connect** who operate many domestic and European services to **Flybe**.

We are awaiting further news as to how this will affect the marine fare programme but at this time **Flybe** DO NOT offer a marine programme and base their fare structure on NON REFUNDABLE style of fares and ticketing – we will keep you posted on developments.

## **Marine Fares changes**

We are pleased to announce that we now have signed an agreement with **Lufthansa** and **United Airlines** for the sale and distribution of their marine fares to our customers.

The **United Airlines** rates are particularly competitive on Trans-Pacific routes

**Air Canada** have recently introduced new fares from the UK to Canada, USA and South America rates to the US via Canada are very competitive in fact some of the lowest in the marketplace.

**US Airways** have reduced many of their rates for 2007, as have **Continental Airlines**. **US Airways** have also signed some agreements with Caribbean Carriers which offer very competitive rates to/from many Caribbean stations.

**Iberia**, **KLM** and **Air France** have also made marginal increases to their marine contracts for 2007.

**BWIA**, who became **Caribbean Airlines** on 1<sup>st</sup> January 2007 have made increases to their fares for this year many increasing by 8-10%.

**Pulkovo** soon to become **RUSAIR** and **Turkish Airlines** have changed the base currency of their contracts to Euros from US Dollars, which obviously means some hefty increases.

In addition to the above we also in discussions with the following carriers to introduce marine products into the UK marketplace; **Philippine Airlines**, **Qatar Airways**, **Ethiopian Airlines**, **Etihad Airlines**, **Royal Jordanian**.

We are also talking to **Emirates**, **Jet Airways** and **Malev** with a view to them reviewing their marine products – We have been extremely successful in the past and will keep you advised of any progress we make.

## **Ticketing time limits**

More and more airlines are now enforcing strict ticketing time limits and booked seats not issued are automatically cancelled by their robotic systems. We always endeavour to advise you of the ticketing time limit advised by the airline and will give you the choice of whether you want us to ticket or take a chance that the seats will still be available when the seats are cancelled.

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***Time and tide wait for no man***

***Business & First Class***

Just a reminder that through our partnership with Advantage Focus; we have an extensive fares programme of First, Business and Economy fares from the UK to Europe and World-wide destinations, for both one way and return travel.

These in some cases are over 45% cheaper than published fares.

Please give the opportunity to quote for your needs.

***Aerosvit***

(VV) have now joined BSP UK which means they are now fully ticketable in the UK – But more interestingly they offer E-Tickets on their flights to/from Odessa – The only carrier to do so.

***Fuel Surcharges & Fees***

Some airlines are finally reducing fuel surcharges on long haul routes but the general trend is still to increase. We will endeavour to advise the fuel surcharge at the time of quoting. however, this can not be guaranteed.

We are pleased to announce that we are holding our service fees at 2006 prices for the foreseeable future.

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***the marine travel company***

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