
Presentation by Claudia Esguerra Barragán “Elements of a common policy for alliances among air carriers”

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1. Introduction

Background

- 20th Meeting of the ACS Special Committee on Transport (June 2011)
- Colombia + Costa Rica + Secretariat would present guidelines for promoting alliances among airlines

- Consensus
Promote policies to facilitate commercial co-operation agreements and collaboration among the airlines of Member Countries
- Alliances are beneficial for the public since they increase the network of routes and connections

2. Legal basis of a policy on alliances

Air Transport Agreement (Feb-04)

- The preamble acknowledges the need for an aviation policy for the ACS that would guide decisions

- Article 9. Airlines may enter into co-operative marketing arrangements such as code-sharing, charter or leasing

- Represents a multilateral policy guideline for alliances among the airlines of ACS Member Countries. A common policy proposal is presented in this article

3. Elements of the policy proposal on alliances

Types of Agreements

- Code sharing: Include the option of third countries

- Joint operations: commercial issues in the framework of an alliance, such as trademarks, commercial organisation, use of airport facilities, etc.
- Use of aircraft: Wet lease (charter in some countries), blocked-space, lease without crew (Dry-lease), Interchange.

New concepts

- Acceptance of the common designator code. Allows synergies in reservation systems, inventory control, passenger record
- Facilitate industry practices for the benefit of the passenger: Frequent flyer, inter-airline agreements, proration agreements.

Approval process

Define a standardised regulation regarding timeframes, criteria and requirements for approval

4. Survey on alliances in Member Countries

Aspects of the air policy

- Has rules or criteria on Agreements
- Policy supports the approval of these Agreements
- Commercial air negotiations include Agreements (indicate type: code sharing, aircraft interchange, others on operational flexibility).

Regulatory aspects

- Aeronautical code includes commercial Agreements
- Approval procedure and rule
- Approval capacity of the aeronautical authority

List of Agreements

For the period 2000-2011, prepare a list of the Agreements approved, according to airlines, type of agreement, route or routes covered, type of aircraft (if applicable).

THANK YOU VERY MUCH....