

Interlining in a Modern Retail World

Jerry Foran – Senior Consultant - T2RL

Dieter Westermann – Senior Consultant - T2RL

Rasih Utan – Senior Consultant - T2RL

Keith Martin – VP Airline Retailing - T2RL

Florian Waldvogel – Commercial Partnerships - British Airways

Agenda

- Intro – Purpose of the workshop
- Breakout Groups (35 Minutes)
- Feedback from the Tables – (5 Minutes)
- Summary – Jerry and Florian – (15 minutes)

Purpose of the Workshop

To understand;

- the impact on core principles of Interline today
- possible significant changes
- choices/opportunities and the need for conscious decisions
- what is not going to change
- what is going to change
- What can change

Group Discussion (35 minutes)

- Standard Retailer and Supplier Information Agreement (SRSIA) - Jerry
- Offer Pricing – Dieter
- Codeshare and its replacement – Florian
- Customer Initiated Changes – Keith
- Retailer and Supplier initiated changes - Rasih

Summary and Q&A