

# ***AIRLINE DISTRIBUTION UPDATES***

***Weeks 11 & 12, 2024***

**This edition contains news on:**

- Copa Airlines
- Iberia
- Qantas
- American Airlines
- Virgin Atlantic
- Amadeus
- Travelport
- ARC
- Air'n'guru



**Swipe to read more**

# Copa Airlines increases EDIFACT GDS surcharge

Copa Airlines will increase its per-direction Distribution Cost Recovery (DCR) surcharge on EDIFACT bookings from \$18 to \$24, effective April 01, 2024. The surcharge has now doubled since it was first introduced in 2022.

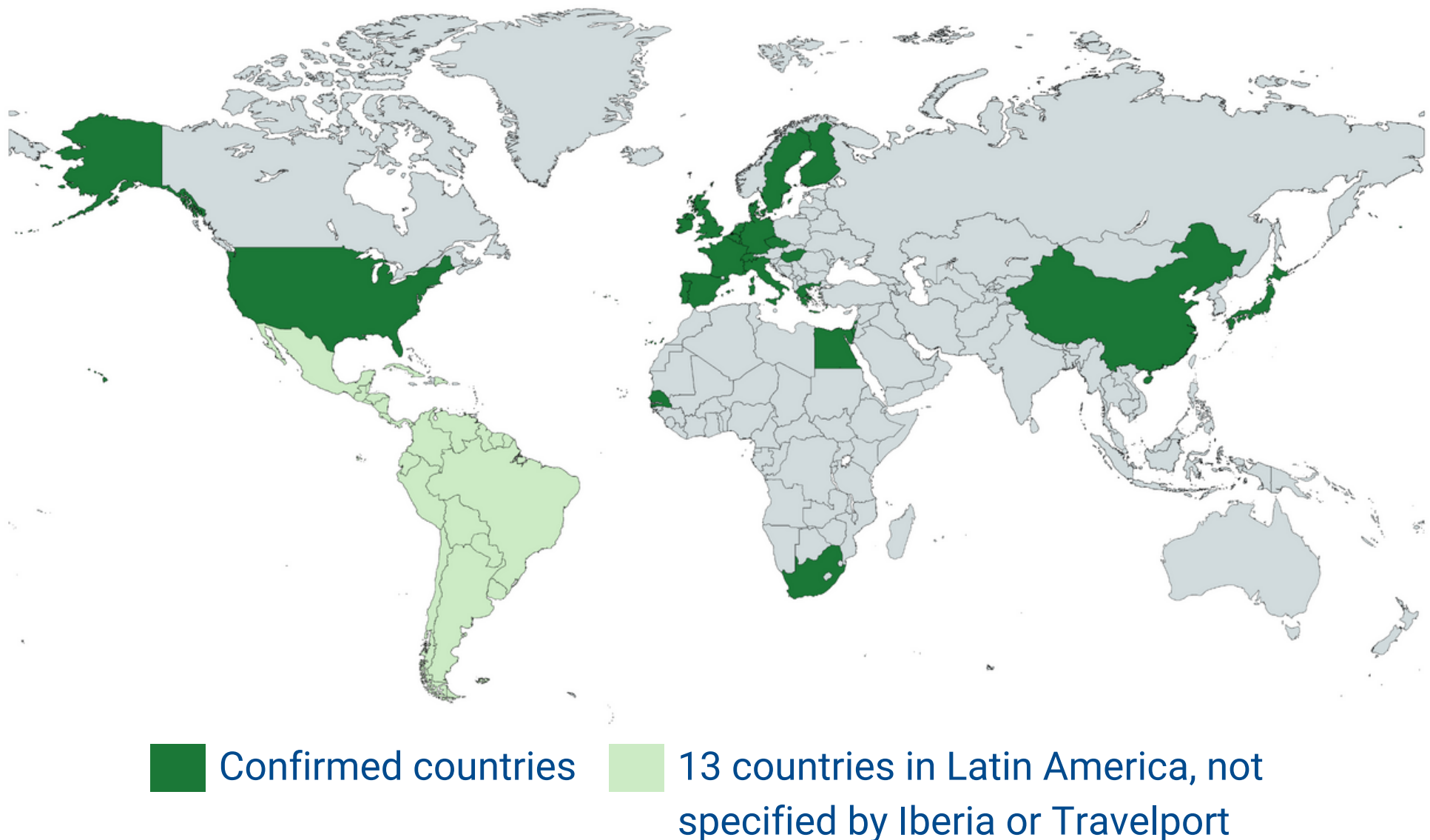
## Increase of Copa's EDIFACT surcharge since 2022

	Initial DCR	First increase	Second increase
Applicable from	September 2022	April 2023	April 2024
Per direction GDS surcharge	\$12.00	\$18.00	\$24.00

# Travelport launches Iberia NDC content

Travelport first launched Iberia’s NDC content in Portugal. Following an announcement in January 2024, Travelport+ users in 39 countries now have access to Iberia’s NDC content.

## Recent geographical rollout:



# Qantas' Distribution Platform portal goes live

Upon registering on the portal, all agencies can now get access and shop for Qantas' NDC content. Previously, the carrier's NDC content was only accessible by agents using Qantas' Certified Technology Partners.



## Easy to use and no set up fees

Tailored for simple customer bookings, the portal is intuitive and easy to use with no technical integration or set up fees.



## Global agency access

Agents in more than 60 countries can access the portal and it is available in various languages to assist multilingual agencies and customers.



## Knowledge centre and support

To support your agency with using the portal, we have developed a suite of self-serve user guides, learning bites and a dedicated knowledge centre.



## Lower pricing on fares

Take advantage of discounted Australian domestic<sup>^</sup> and trans-Tasman<sup>#</sup> fares (excludes applicable taxes, fees and carrier charges) and global price offers, when booking flights through the portal.

# First TMCs are ready for AA's deadline, while travel agent coalitions lodge complaints

TMCs are actively preparing to achieve AA's April NDC adoption goal. In an interview with The Beat, World Travel Inc.'s CEO stated the 4th biggest U.S. TMC is "100% ready" for the deadline.

AmTrav, in February, also announced that the TMC would be one of AA's preferred agents by the April deadline.

Recently, travel agent coalitions from the Americas - ASTA (United States of America) and FOLATUR (Latin America), have both challenged AA's new strategy to deem agents as 'preferred' based on their NDC adoption.

# ASTA launches advocacy campaign against American Airlines (AA)

Having complained against AA's NDC strategy, for over a year, ASTA has launched a new advocacy website. The website asks travel agents and frequent flyers to sign a petition against AA's recent mileage program changes. The petition is directed towards the US Congress.

## SAVE YOUR MILES. TAKE ACTION.

### CONGRESS, DON'T LET AMERICAN AIRLINES ELIMINATE CONSUMER CHOICE.

American Airlines is wielding its considerable market power to condition the way miles and loyalty points are awarded and, in the process, disenfranchising customers who prefer to — or have to — book through a travel agency.

Starting May 1, the burden is now on the traveler to make sure their agency is preferred, and jump through even more hoops, just to obtain their loyalty points.

American's behavior is monopolistic and should be concerning to lawmakers who value consumer choice. Please take a moment to contact your Members of Congress and express your concern with American's practices.

Are you a travel advisor or agency impacted by American Airlines? [Click here.](#)

#### Compose Your Message

- US Senators
- US Representative

#### Subject

#### Message Body

As a frequent traveler, I want the right to choose how I book my air tickets. Unfortunately, American Airlines is discriminating against people like me, who book tickets through a travel advisor, by denying my earned miles and loyalty points as well as by restricting the fares that are available to me.

#### Enter Your Info

##### Your Information

Source: [Savemymiles.com](#) (ASTA)

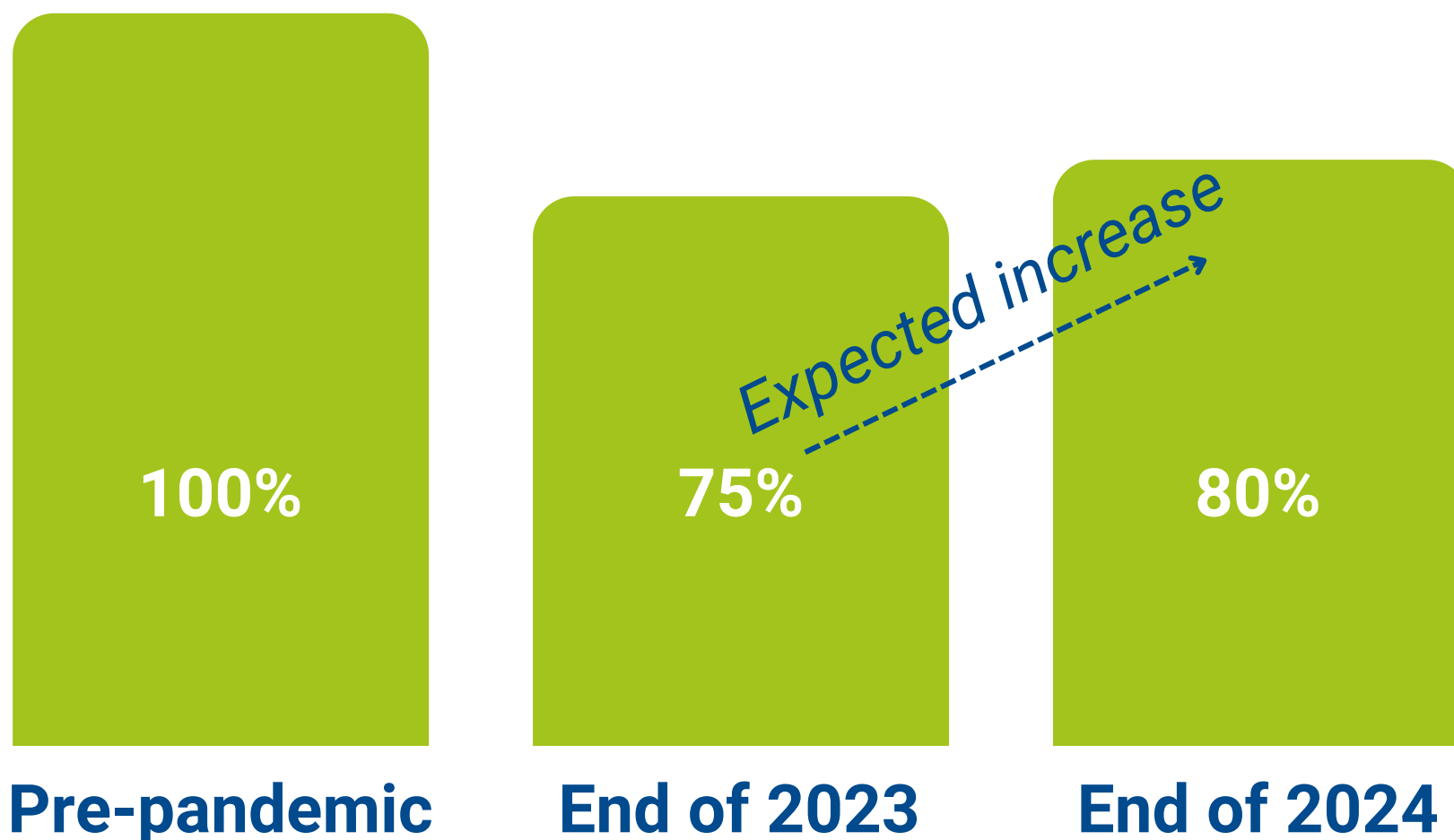


# Virgin Atlantic CEO speaks out on the carrier's NDC adoption and distribution future

Shai Weiss, CEO of Virgin Atlantic (VS), stated that the carrier will provide content to all channels including NDC.

Weiss also commented on the growth of VS's corporate business, with business travel volumes making their way towards pre-pandemic levels.

## VS corporate business revival compared to pre-pandemic volumes



# Amadeus acquires Voxel, a B2B payments company for 118 million EUR

Voxel is a B2B payments and invoicing solution for the travel industry. The acquisition will support Outpayce, Amadeus' payments company. Additionally, acquiring Voxel also allows the GDS to grow its payment servicing capabilities reaching more travel sellers and suppliers.

## Amadeus gets access to:

*200 person  
Voxel team*

*50,000+ hotels*

*1,000+ tour operators  
and travel companies*

*3,000+ restaurants  
and franchises*

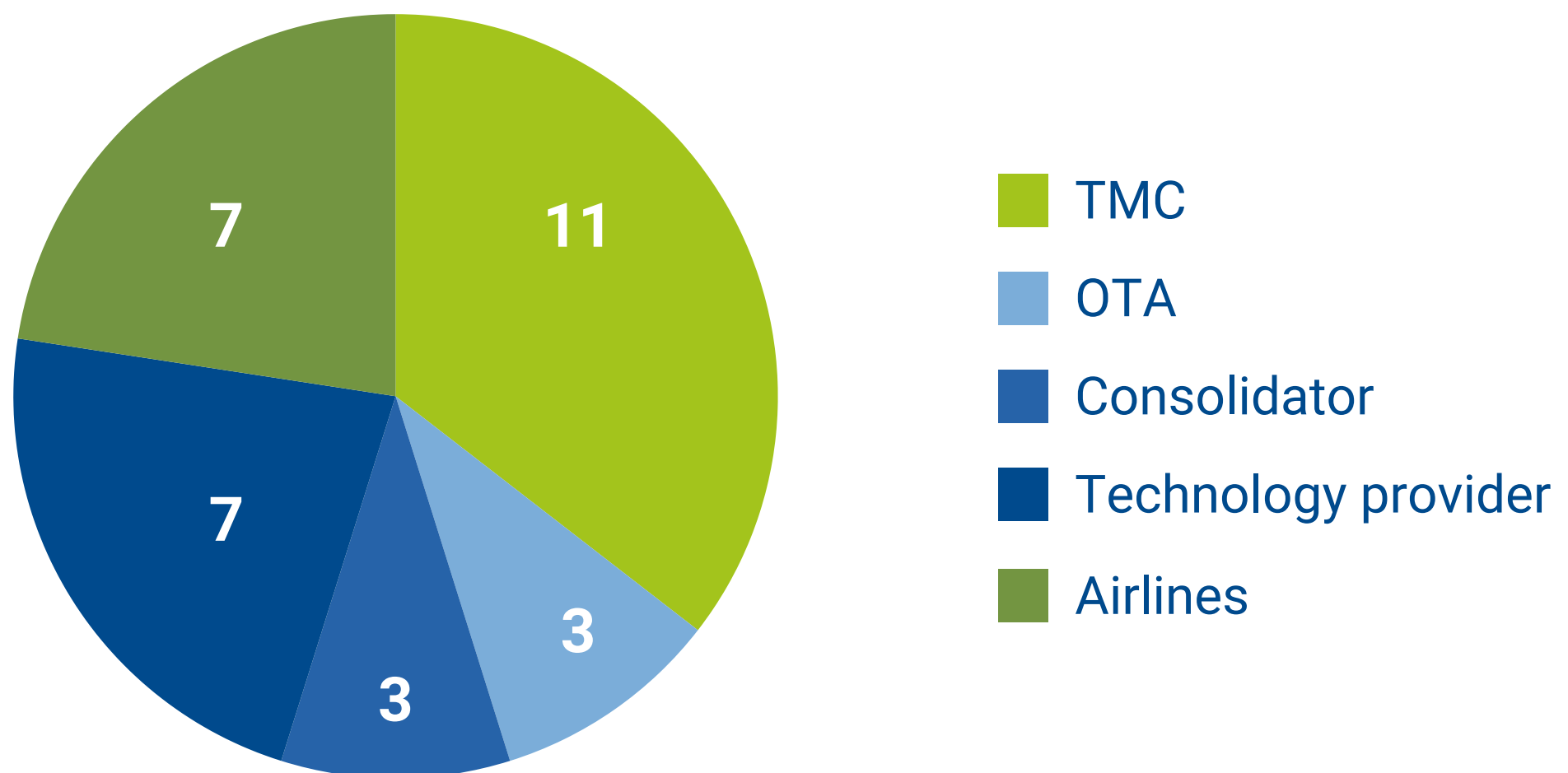


# ARC's NDC working group releases timeline for publishing NDC adoption guidelines

The working group aims to publish guidelines and best practices by end of 2024 to increase NDC adoption and standardize servicing capabilities.

Airlines Reporting Corp. (ARC) created a working group in late 2023 to make headway in NDC and establish a standard of best practices.

**The group comprises of a mix of various industry stakeholders**



# Air'n'guru raises 1 million USD

Air'n'guru, a provider focused in the Revenue Management space has raised 1 million USD in pre-series A funding.

The funds will be used to expand their client base and solidify their product proposition.

**Air'n'guru's airline clients include:**

