

# ***AIRLINE DISTRIBUTION UPDATES***

***Weeks 23 & 24, 2024***

**This edition contains news on:**

- LATAM
- American Airlines
- Oman Air
- Air France - KLM
- Finnair
- PLAY Airlines
- Mystifly
- Amadeus
- Spotnana

# LATAM updates channel-based surcharges (1/2)

In May 2023, LATAM introduced a GDS surcharge. From July, LATAM will increase the surcharge to 13 USD per segment. This surcharge will be limited to GDS EDIFACT bookings.

From October, LATAM's NDC content will be available on Sabre. It will have a surcharge of 4 USD per segment, except the "Basic" fare brand which will be surcharge-free.

**Changes to LATAM surcharge from July 1st** 

# LATAM updates channel-based surcharges

## (2/2)

LATAM surcharge from July 1	Amadeus	Sabre	Travelport
<b>GDS EDIFACT</b>	13.00 USD	13.00 USD	13.00 USD
<b>GDS NDC</b>	Content not available	<ul style="list-style-type: none"> <li>• No surcharge for Basic Fare brand</li> <li>• 4.00 USD for all other brands</li> </ul>	Content not available

# AA pulls back the stick and offers the carrot

AA is restoring previously removed EDIFACT content, with the exception of Basic Economy.

Three fare bundles (Main Plus, Main Select, and Flagship Business Plus) will continue to remain NDC only. AA will pay a 10% commission to travel agents on bookings of these three fare bundles.

NDC is planned to receive dynamic pricing, additional ancillaries, and bundles. More information to be shared in the coming months.

# Oman Air switches to Accelya NDC

Oman Air, who has NDC with TP Connects, will deploy Accelya's NDC capabilities.

Oman Air is Accelya's third announcement this year.

## Accelya's 2024 modern retailing airline partnerships

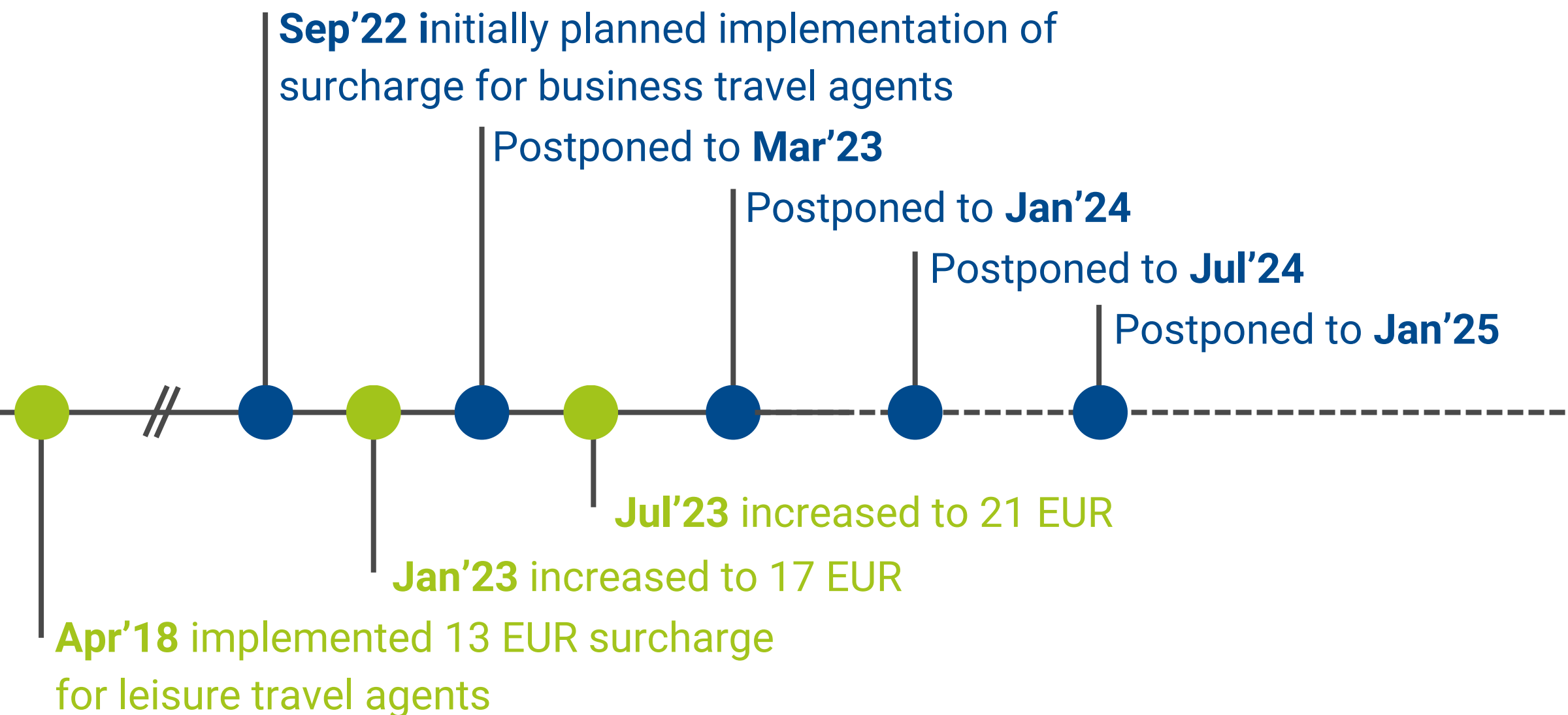
**February 2024**  
**Korean Air**

**April 2024**  
**Delta**

**June 2024**  
**Oman Air**

# Air France-KLM postpones GDS surcharge

The GDS surcharge for business travel agencies is postponed until January 2025. This is the fourth postponement of the GDS surcharge.

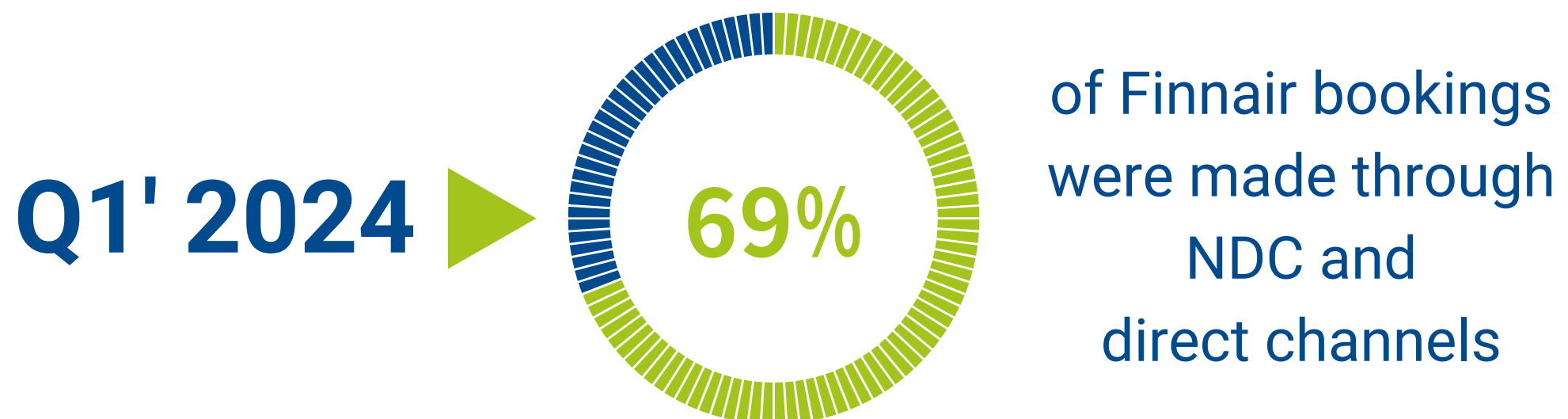


For leisure travel agents, the GDS surcharge was increased twice in 2023.

# Finnair pushes back 100% NDC target

Finnair has deemed the 2025 target for 100% NDC unreachable. NDC adoption has been slower than expected. There remains a desire to reach 100% NDC but the revised timeline is yet to be decided.

Finnair's industry leading attempt has not been without effort. Since 2021 the carrier introduced market-based content removal and differentiation.

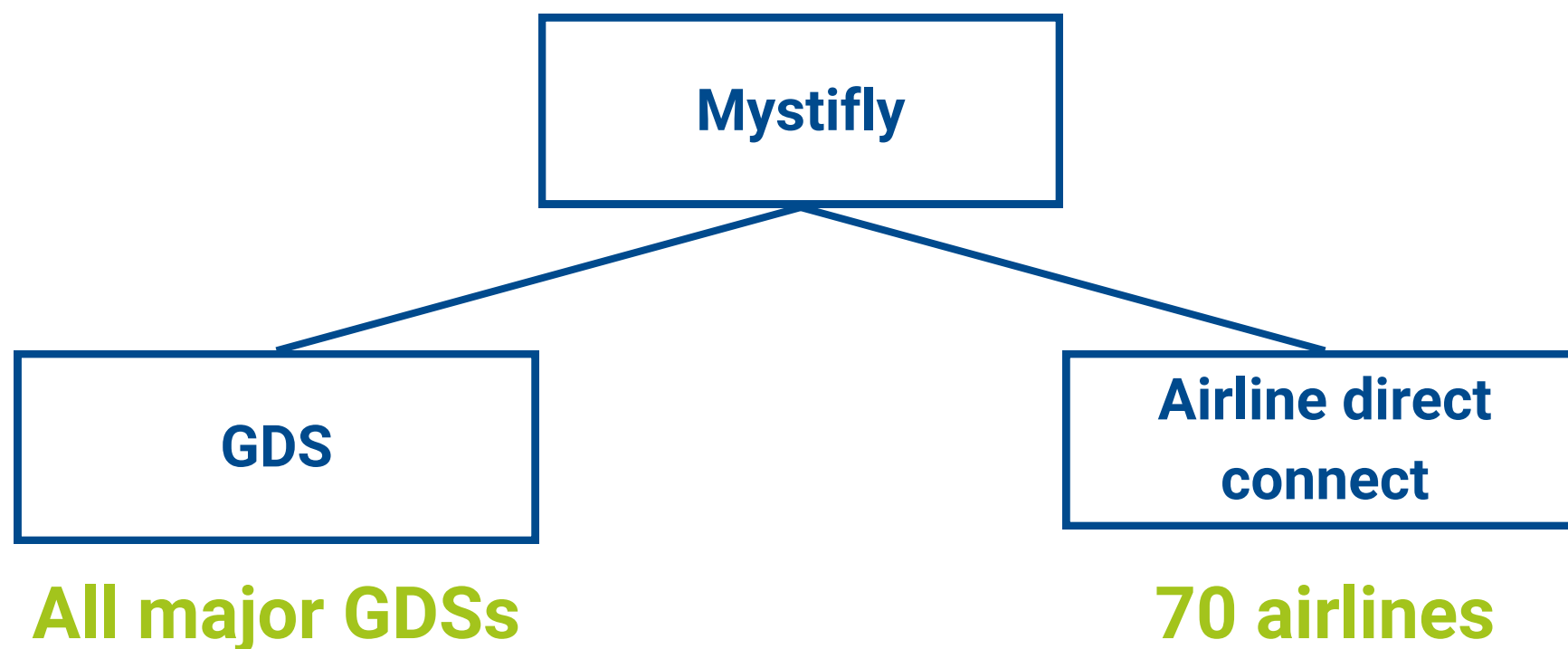


# Mystifly launches new travel platform

Mystifly has launched its new selling platform. The platform provides access to over 70 airlines via direct connect method, and many more through major GDSs.

Costco Travel will use the platform to sell Hawaiian Airline's NDC content.

## Mystifly's content sources





## Industry partnership news

**Amadeus** will implement TripStack's virtual interlining capabilities. TripStack is a subsidiary of Etraveli Group.

**Spotnana and Kyte** have entered into a partnership. Kyte will provide Spotnana with access to low-cost carrier content from easyJet and Ryanair.

**PLAY Airlines and Dohop** expanded their partnership to launch PLAY's retail platform - PLAY Connect. Dohop will be a supplier for PLAY Connect, allowing access to other airline partners and extending PLAY's current network by 80 destinations.

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- Offer-Order transformation approach

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