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DEPT OF TRANSPORTATION

OFFICE OF THE
CHIEF COUNSEL
RULES DOCKET

Airtours
International

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1st December 1998

Carl Schellenberg
Assistant Administrator for Financial Services
Room 1040W
FAA
800 Independence Avenue S.W.
Washington D.C.
USA

Dear Mr Schellenberg

Re: Overflight Meeting- 12 November 1998

We welcomed the opportunity to speak with your colleagues and to demonstrate the impact of this proposal on our operations.

As we indicated, our market is such that we need to work and plan at least one year in advance and our tour operator, **Airtours** Holidays, has already launched the brochures for winter 1999/2000.

Consequently, new charges introduced at short notice immediately impact our bottom line. By law we are prevented from passing such increases to our passengers, as a scheduled service operator might do.

We feel strongly that to **utilise** the 60-day rule is an inappropriate mechanism for introducing overflight charges and would ask for the maximum notice.

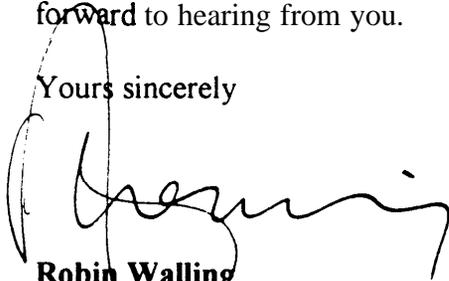
As discussed in the meeting, we would ask you to consider exempting the existing contracts between the Airline and the Tour Operator from overflight charges for the duration of the contract.

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We would also ask for the earliest notice possible of implementation, along with the detailed cost justification. We would include, within this request, exact entry and exit points for overflight to be declared.

We trust that these points will be considered when a final decision is made and look forward to hearing from you.

Yours sincerely



Robin Walling
Director of Ground Services

cc: John Denman – ACAS
Jim Deavall – Zuckert Scoutt & Rasenberg