

Atlantic Joint Business Long-Haul Tour Operator Fares: Updated Conditions

Dear Tour Operator Partner,

British Airways and the Atlantic Joint Business Partners - American Airlines, Finnair, and Iberia -are pleased to announce changes to our Tour Operator proposition for sales from the United Kingdom.

Introduction of new Tour Operator fares from 13th February 2019

To offer more choice to our customers, the Atlantic Joint Business Partners will offer new long-haul Tour Operator fares for bookings made on or after 13th February 2019. The new fares will be available on routes from the United Kingdom to the US, Canada, Mexico, South America, Caribbean, Africa, Middle East, Asia and Australasia, except for routes to Japan, Qatar and destinations sold jointly with Japan Airlines and Qatar Airways, including beyond points.

Some of our customers are able to pay all or most of their holiday cost early while others prefer paying in full closer to departure. Our new Tour Operator products ensure we cater for both those needs.

From 13th February, British Airways will offer two different types of Tour Operator fares:

- Semi-Deferred fares
- Deferred fares

The Semi-Deferred fares will have a lower price and will need to be ticketed earlier than the Deferred fares. In future, tactical products may be offered under Semi-Deferred conditions only.

The following conditions will apply from 13th February 2019 on annual fares and are subject to change:

	Semi-Deferred Annual Ticketing Time Limit		Deferred Annual Ticketing Time Limit	
	<i>Booking Date (days before departure)</i>	<i>Ticketing Deadline</i>	<i>Booking Date (days before departure)</i>	<i>Ticketing Deadline</i>
Peak dates¹	≥161	28 days after booking	≥94	90 days before departure
	≤160 and ≥119	14 days after booking		
	≤118 and ≥3	3 days after booking or 3 days before departure, whichever is earlier	≤93 and ≥3	3 days after booking or 3 days before departure, whichever is earlier
	≤2	Instant ticketing	≤2	Instant ticketing
Other dates	≥119	28 days after booking	≥54	50 days before departure
	≤118 and ≥77	14 days after booking		
	≤76 and ≥3	3 days after booking or 3 days before departure, whichever is earlier	≤53 and ≥3	3 days after booking or 3 days before departure, whichever is earlier
	≤2	Instant ticketing	≤2	Instant ticketing

¹: Peak dates will be identified by a “P” as the second letter of the Fare Basis Code.

Full detail of the conditions will be visible in the fare rules, as today.

Changes to the British Airways and Finnair Tour Operator historical fare usage policies

British Airways and Finnair will be aligning their historical fare usage policy with that of American Airlines. For bookings made on or after 13th February 2019, the policy will be as follows:

When issuing a ticket, Tour Operator fares and Carrier Imposed Charges must be those valid at the time of the reservation of the last sector booked. This means the last booked sector of any of the sectors ticketed.

For bookings made before that date, British Airways' current Tour Operator pricing policy will continue to apply as follows:

When issuing a ticket, Tour Operator fares and Carrier Imposed Charges must be those valid at the time of the reservation of the first outbound sector. (For international journeys, it is the first international sector. For domestic journeys, it is the first sector.)

This means that the following fares and Carrier Imposed Charges should be applied at time of ticketing:

Booking	Ticketing	Ticketing Airline	Changes between booking and ticketing dates	What to apply at time of ticketing?
On or before 12 th February 2019	Anytime	BA	No change	Fare (level and conditions) and Carrier Imposed Charge levels as at time of original booking
			Change to the outbound domestic sector(s) (of international journey), or change to the inbound sector(s)	Fare (level and conditions) and Carrier Imposed Charge levels as at time of original booking
			Change to the outbound international sector(s)	Fare (level and conditions) and Carrier Imposed Charge levels as at time of change
On or after 13 th February 2019	Anytime	BA	No change	Fare (level and conditions) and Carrier Imposed Charge levels as at time of original booking
			Any change	Fare (level and conditions) and Carrier Imposed Charge levels as at time of change

Please communicate the change to your teams and amend your relevant processes. Failure to apply the correct fare, Carrier Imposed Charge or taxes will result in the issuance of an ADM.

Frequently Answered Questions

What will happen to bookings made prior to 13th February 2019? What will happen to the expired fares?

The expired fares will be removed from our distribution systems and will not be useable for new bookings. For bookings made on or before 12th February, historical fares, where needed, can be used at time of ticketing as relevant

For details on which fares should be used at time of ticketing, please refer to the summary table in the “Changes to the British Airways Tour Operator historical fare usage policy” section above.

British Airways historical fare usage policy: Can you please provide examples?

Please refer to the [“BA Repricing Policy Examples” PDF attachment](#). It includes different itinerary scenarios that explain how the new British Airways repricing policy differs from the current one.

What will the drops be? What will be the price difference between Deferred and Semi-Deferred fares?

Fare levels will be visible in your distribution displays when the fares are released.

What will the Fare Basis Codes be? Can we use those to differentiate between products?

Fare Basis Codes will be the same as those applied on published fares and will not be different for Deferred and Semi-Deferred fares. Please refer to the guidance provided above for detail on how to differentiate the fares.