


2023

AIRLINE REVENUE & TRANSPORTATION SERIES



## **CarTrawler Yearbook of Ancillary Revenue**

By IdeaWorksCompany

RESEARCHED AND WRITTEN BY JAY SORENSEN  
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# The Cartrawler Yearbook Of Ancillary Revenue By

**Rigas Doganis**



## **The Cartrawler Yearbook Of Ancillary Revenue By:**

The Airline Industry - A Comprehensive Overview John Frankie O'Connell, 2025-09-30 In recent years airlines have faced unprecedented financial and operational uncertainties not only in the wake of COVID 19 but across the industry Their responses provide valuable lessons for the future for airlines for related industries and for all sectors that find unexpected upheaval suddenly in their path As a truly global business the airline industry offers countless lessons in navigating uncertainty and the necessity of continual business transformation *The Airline Industry A Comprehensive Overview Dynamic Trends and Transformations* is an up to date state of the nation perspective on the airline industry Its dedicated and detailed focus on airlines makes the book an invaluable tool in deciphering how airlines have been run and managed to date and provides a roadmap for the future evolution of the industry The author has interviewed countless airline and related industry professionals in their respective fields of expertise which adds layers of real world insight to every chapter Written in a lively and accessible style that will appeal to readers whether they are in academia or the airline industry *The Airline Industry A Comprehensive Overview Dynamic Trends and Transformations* is essential reading for airline employees and undergraduate and postgraduate students and a vital point of reference for lecturers and researchers economists and business analysts looking for a thorough and commercial guide to the airline industry *Module Fourteen - Retailing* Gary L

Parker, 2024-08-10 In an effort to overcome the perception of a seat as a commodity and to increase yields and loyalty a key initiative in the passenger transportation community is the introduction of branded products with their associated privileges In addition to the different fare conditions for each branded product there are different travel experiences baggage entitlements cabin information and loyalty rewards Ancillary revenue product and service experimentation are evolving as we move forward Passenger carriers all over the world are adding optional extras such as pre paid baggage early boarding assigned seating and pre order meals A la carte is at the opposite end of the spectrum from methods that bundle amenities using distinct price points Allowing consumers to click and choose their way through the booking process is a favourite practice among low cost carriers and a growing number of traditional carriers It s one of the easier implementation choices because it merely adds optional extras to a carrier s existing fare structure *Airline Operations and Management* Gerald N. Cook, Bruce G. Bilig, 2023-05-04 *Airline Operations and Management* A Management Textbook presents a survey of the airline industry with a strong managerial perspective It integrates and applies the fundamentals of several management disciplines particularly operations marketing economics and finance to develop a comprehensive overview It also provides readers with a solid historical background and offers a global perspective of the industry with examples drawn from airlines around the world Updates for the second edition include Fresh data and examples A range of international case studies exploring real life applications New or increased coverage of key topics such as the COVID 19 pandemic state aid and new business models New chapters on fleet management and labor relations and HRM Lecture slides for instructors This

textbook is for advanced undergraduate and graduate students of airline management but it should also be useful to entry and junior level airline managers and professionals seeking to expand their knowledge of the industry beyond their functional area

**Airline Operations** Peter J. Bruce, Yi Gao, John M. C. King, 2017-11-15 Written by a range of international industry practitioners this book offers a comprehensive overview of the essence and nature of airline operations in terms of an operational and regulatory framework the myriad of planning activities leading up to the current day and the nature of intense activity that typifies both normal and disrupted airline operations The first part outlines the importance of the regulatory framework underpinning airline operations exploring how airlines structure themselves in terms of network and business model The second part draws attention to the operational environment explaining the framework of the air traffic system and processes instigated by operational departments within airlines The third part presents a comprehensive breakdown of the activities that occur on the actual operating day The fourth part provides an eye opener into events that typically go wrong on the operating day and then the means by which airlines try to mitigate these problems Finally a glimpse is provided of future systems processes and technologies likely to be significant in airline operations

**Airline Operations A Practical Guide** offers valuable knowledge to industry and academia alike by providing readers with a well informed and interesting dialogue on critical functions that occur every day within airlines

*Mobility Internet of Things* 2018 Dagmar Cagaňová, Natália Horňáková, 2020-02-03 The scientific monograph Mobility IoT deals with innovative technologies influencing industry and connectivity sectors in the future industrial urban social and sustainable development The mobility and Internet of Things are worldwide phenomena almost in everyday life It is a challenge in many industries not only in car manufacturing sector but additionally in e mobility smart cities smart factories Industry 4 0 smart logistics social mobility technological innovations sustainability multicultural development Internet of Things sectors etc belonging to the topic of SMART Mobility IoT issue Features practical tested applications in Internet of Things mobility as presented at Mobility IoT 2018 Includes application domains such as urban mobility smart factory social mobility and sustainability Applicable to researchers academics students and professionals

**Airline e-Commerce** Michael Hanke, 2016-05-20 From the few tickets that were sold by Alaska Airlines and former British Midland in December 1995 via the industry's first airline booking engine websites global online travel has grown to generate today more than half a trillion dollars in annual revenue This development has brought significant changes to the airline business travel markets and consumers Today airlines worldwide not only use e commerce for online marketing and selling but also as a platform to offer unique services and capabilities that have no counterpart in the physical world This book is an in depth introduction to airline e commerce It covers a broad scope of areas that are essential to an airline's ongoing digital transformation Digital properties features E marketing E sales distribution Web customer service E commerce organization E commerce strategy Written by an airline e commerce expert and illustrated with numerous examples of leading airlines in this area Dr Hanke provides for

comprehensive behind the scenes details of how airline e commerce works This book is a crucial companion for students and practitioners alike because it allows the reader to acquire a thorough foundation of airline e commerce Furthermore the book enables the reader to appreciate the ramifications of airline e commerce in certain corporate areas and to take effective action for a successful e commerce strategy *Module Fifteen - Customer Points of Contact in the Travel Experience* Gary L

Parker,2024-08-10 Within the past few years passenger carriers have come to realize that there are abundant opportunities to engage with travellers at touch points throughout the travel planning and booking process to engender additional brand loyalty and generate incremental revenue via ancillary services There can be up to eight essential stages of the overall travel experience including Inspiration Planning Booking Purchase Pre trip Departure On board and Post trip Many passenger carriers are taking steps to transform their brand images and operations from mere providers of a commodity product seats on a plane or means to an end a transporter of passengers from point A to B into entities providing timely and alluring travel services throughout the customer experience *Fundamentals of Global Air Transport Geography* George

Arbuckle,2025-04-14 The commercial air transport industry can be broadly split into three component parts airlines airports and aircraft Each of these components is shaped by geography insofar as each is influenced by places landscapes environments people and their various interactions Conversely air transport plays a large role in shaping the various themes of geography and the position of our physical human and environmental world It connects people cultures and businesses across every continent and generates economic growth allows international trade to occur and develops tourism It can also be involved in creating negative outputs such as emissions noise and loss of biodiversity which can have a large impact on the planet and quality of life A lack of air transport links can also have a significantly negative impact on world regions in terms of economic and cultural development In short air transport and geography are inextricably linked *Fundamentals of Global Air Transport Geography* details the geography of the global commercial air transport industry The book aims to provide an understanding of these key areas at an introductory level in order to be accessible to students and non technical airport airline management A key theme throughout the book will not only be how geographical issues have influenced air transport but also how air transport continues to influence geography Each chapter boasts a range of features aimed at enhancing the reader s understanding including learning objectives discussion questions and case studies and lecturers can find supporting resources including PowerPoint slides and teaching notes online **Flying Off Course** Rigas

Doganis,2019-01-10 Aviation is one of the most widely talked about industries in the global economy and yet airlines continue to present an enigma Between 2010 and 2018 the global airline industry experienced its longest period of sustained profitability however huge global profits hid a darker side Many airlines made inadequate profits or serious losses while others collapsed entirely This fifth edition of *Flying Off Course* explains why Written by leading industry expert Rigas Doganis this book is an indispensable guide to the inner workings of this exciting industry Providing a complete practical

introduction to the fundamentals of airline economics and marketing it explores the structure of the market the nature of airline costs issues around pricing and demand and the latest developments in e commerce Vibrant examples are drawn from passenger charter and freight airlines to provide a dynamic view of the entire industry This completely updated edition also explores the sweeping changes that have affected airlines in recent years It includes much new material on airline alliances long haul low cost airlines new pricing policies and ancillary revenues in order to present a compelling account of the current state of the airline industry Offering a practical approach and peppered with real examples this book will be valuable to anyone new to the airline industry as well as those wishing to gain a wider insight into its operations and economics For undergraduate or postgraduate students in transport studies tourism and business the book provides a unique insider's view into the workings of this exciting industry

**Introduction to Tourism Transport** Sven Gross, Louisa Klemmer, 2014-08-26

Transport is an inherent part of tourism whether as a functional means of transportation such as between origin and destination or within the destination or as a key element of the holiday experience itself as in cruising or traveling along scenic or historic routes This book provides the necessary background information to gain a comprehensive understanding of transportation markets with each of the three modes of transportation air ground and marine explored in detail Each section includes definitions the historical development of the market and international institutional frameworks with case studies learning objectives and study questions incorporated to facilitate an active learning process

**Mastering the Travel**

**Intermediaries** Ben Vinod, 2024-06-25 This book chronicles the role of travel intermediaries global distribution systems GDS travel management companies TMC and online travel agencies OTA in the distribution of travel products The book covers the historical development of these intermediaries and explores their current state and future prospects Almost six decades after the introduction of computerized reservations systems and four decades after the introduction of Global Distribution Systems that allowed travel agents to make automated airline bookings the distribution of air products is amid a major transition A fundamental change is pricing power which shifts from the GDSs to the airlines for the indirect channel These changes are driven by advancements in technology market economics and airline cost controls leading to the emergence of new revenue models that will permanently alter the landscape of air distribution As a result travel intermediaries are experiencing the effects of these turbulent times and must adopt innovative approaches and initiatives to adapt and transform their business models rather than maintaining the status quo In addition to the ongoing transformation over the next decade the advancements in emerging technologies like blockchain and decentralized digital identity will further revolutionize the distribution landscape across all sectors of the travel industry

**Routledge Handbook of Trends and Issues in Global**

**Tourism Supply and Demand** Alastair M. Morrison, Dimitrios Buhalis, 2023-09-25 This Handbook provides a comprehensive overview of trends and issues in the global supply and demand on tourism With contributions from 70 authors this Handbook showcases a diverse range of perspectives with insights from around the globe It reviews the interactions among trends and

issues and it emphasises the importance of tracking and interpreting these on a global scale The book is organized into three parts with Part I focusing on supply side trends including transport attractions culture heritage tourism technology policies and destination management Part II critically reviews the external factor trends including the impact of terrorism multi crisis destinations Generation Z s important contributions to the sector the regulation of sharing economy platforms and nature tourism in future Part III focuses on market led trends such as bleisure glamping VFR travel transformational tourism and new trends in wellness tourism following the post COVID era The book also provides predictions for the upcoming decades This Handbook will be a vital tool for researchers students and practitioners in the tourism and hospitality sector to further develop their knowledge and expertise in the field It examines business and policy implications offering guidance for developing sustainable competitive advantage

**Metaheuristics** Marc Sevaux,Alexandru-Liviu Olteanu,Eduardo G. Pardo,Angelo Sifaleras,Salma Makboul,2024-06-17 This volume constitutes the refereed proceedings of Metaheuristics on 15th International Conference MIC 2024 held in Lorient France during June 4 7 2024 The 36 full papers presented together with 34 short papers were carefully reviewed and selected from 127 submissions The conference focuses on artificial intelligence combinatorial optimization computer science graph theory evolutionary algorithms genetic algorithms simulated annealing optimization optimization problems

**Transforming Airlines** Nawal K. Taneja,2020-03-19 This book provides a flight plan for riding the impending connectivity transformation curve It takes the perspective of actionability highlighting initiatives that executives in airlines and related businesses can use from the insights of multi industry executives The emphasis is on execution not on the concepts themselves There is a cluster of at least four distinct megatrends that may converge to form disruptive conditions 1 elevated expectations of existing and new customer segmentations those who expect available and accessible air mass transportation systems and those who expect connected services and seamless travel on different modes of transportation 2 new emerging technology incorporated in the air and ground vehicles that will create new opportunities for existing and new service providers to offer new value propositions 3 platforms developed around the ecosystem of customers and 4 the impact on travel that the fast changing demographic and economic characteristics of two major countries India and China These megatrends could lead existing or new businesses to create value propositions specifically dedicated to the new segments once each reaches a critical mass Drawing on the author s own experience in the airline industry and related businesses this book discusses the how relating to reimagining the business reentrepreneur the organization innovating through partnerships reengaging with customers and employees and rebranding the business in response to these trends This book is recommended reading for all senior level practitioners of airlines and related businesses worldwide

**Air Transport - A Tourism Perspective** Anne Graham,Frederic Dobruszkes,2019-02-11 Air Transport A Tourism Perspective provides rigorous insights into the current complexities synergies and conflicts within air transportation and tourism presenting a balanced comprehensive contemporary and global analysis that thoroughly

examines the links between theory and practice The book offers readers a multi sector global perspective on the practical implications of the link between air transport and tourism By using a novel approach it systematically explores the successive stages of a tourist s trip investigating reasons for flying the airport experience airline industry structures competition and regulation and air transportation and destination interrelationships In addition the book explores current and salient debates on such issues as the influence of traveling to visit friends and family the role of charters versus low cost carriers public subsidies to support airport development and much more Presents insights from an international team of expert contributors with proven research and publication experience in their specialty area Includes cutting edge analyses based on original research that identifies emerging research directions and policy and managerial implications Utilizes a multidisciplinary approach to fully explore theoretical and policy concepts and their effect on air transportation and tourism development Provides case studies from around the globe in each chapter

**Module Quinze - Points de contact client dans l'expérience de voyage** Gary L Parker, 2024-08-20 Au cours des derni res ann es les transporteurs de passagers se sont rendus compte qu il existe de nombreuses opportunit s d interagir avec les voyageurs aux points de contact tout au long du processus de planification et de r servation de voyage pour fid liser davantage la marque et g n rer des revenus suppl mentaires via des services auxiliaires

**Module Quatorze - Techniques marchandes** Gary L Parker, 2024-08-20 L introduction des produits de marque assortis de privil ges est une initiative essentielle de la communaut du transport de passagers pour en finir avec la perception selon laquelle un si ge d avion est une marchandise et augmenter les rendements et la fid lit Aux conditions tarifaires propres chaque produit de marque s ajoute une vari t d exp riences de voyage de franchises de bagages de renseignements sur les voitures et de primes de fid lisation De plus chaque tarif de marque ou famille tarifaire comporte un certain nombre de points de prix qui permettent de monter en gamme ou de stimuler la demande en cat gorisant les trains Les trains tr s recherch s sont vendus des points de prix plus lev s afin de r duire la dilution des revenus tandis que les convois vides sont propos s des points de prix moindres pour stimuler la demande Les consommateurs veulent plus de choix et de valeur et les options de voyage ou de techniques marchandes qu un transporteur de passagers d cide d ajouter sur son site Web devraient profiter la plupart des consommateurs

**Handbuch Tourismus und Verkehr** Sven Groß, 2024-06-17 Touristische Verkehrsmittel von A bis Z Tourismus ist ohne Verkehr undenkbar Dabei ist die Bandbreite touristischer Verkehrsunternehmen vielf ltig An Bord eines Kreuzfahrtschiffs oder eines Luxuszugs ist das Fortbewegungsmittel sogar die touristische Hauptattraktion Das Handbuch stellt die theoretischen Grundlagen von Tourismus sowie Verkehr vor und geht im Detail auf die unterschiedlichen Verkehrsunternehmen ein Dazu z hlen Mietwagen Busreisen Schifffahrt Luft und Bahnverkehr Es skizziert jeweils Forschungsstand Entwicklungen gesetzliche Rahmenbedingungen Anbieter und Nachfrager sowie Strategien f r die wichtigsten Verkehrsunternehmen Auch die Sonderbereiche des touristischen Verkehrs finden Ber cksichtigung ebenso Verkehrskonzepte f r Destinationen



Unverzichtbar für Studierende der Tourismus und Verkehrswissenschaften sowie der Geographie es ist ebenso für Wissenschaft und Praxis hilfreich

**Luftverkehr** Roland Conrady, Frank Fichert, Rüdiger Sterzenbach, 2019-02-19 Dieses Werk erklärt die Grundstrukturen der Luftverkehrsbranche stellt Konzepte und Methoden des Airlinemanagements vor und gibt Einsichten in Markttrends und Branchentrends In der vorliegenden Auflage werden Veränderungen bei Geschäftsmodellen der Airlines neue Herausforderungen für Flughafen veränderte Anforderungen an Umweltschutz Safety Security und IT beleuchtet

Regulação das relações de consumo Aluísio de Freitas Miele, Carolina Helena Antunes, Cíntia Rosa Pereira de Lima, Claudia Lima Marques, Daniel Mendes Bioza, Eduardo Molan Gaban, Flávia Lira da Silva, Frederico Fernandes Moesch, Gisela Biacchi Emanuelli, João Victor Porto Jarske, Juliana Oliveira Domingues, Luciane de Loiola Rodrigues, Luis Gustavo Pinheiro Loureiro Carneiro, Luiz Felipe da Fonseca Pereira, Luma Cavaleiro de Macêdo Scaff, Marcelo Chiavassa de Mello Paula Lima, Marcus Vinicius Fernandes Andrade da Silva, Maria Cristina Rayol, Mariana Zilio da Silva Nasaret, Napoleão Casado Filho, Newton De Lucca, Nicolas Eric Matoso Medeiros de Souza, Patricia Semensato Cabral, Pedro Aurélio de Queiroz Pereira da Silva, Raíssa Guimarães Carvalho, Roberta Freitas Costa, Vinicius Klein, Vitor Moraes de Andrade, Viviane Salomão Braga, 2023-02-22 A proteção dos consumidores uma temática da maior importância devido ao amplo reconhecimento dos direitos dos consumidores e da necessidade da sua afirmação por todo o mundo O trabalho desenvolvido pela UNCTAD Conferência das Nações Unidas sobre o Comércio e Desenvolvimento guardiã das Linhas Diretrizes das Nações Unidas sobre a Proteção dos Consumidores 1985 o único instrumento plenamente global neste domínio assim o confirma A crescente digitalização da economia tem vindo a proporcionar o acesso dos consumidores a novos produtos e serviços envolvendo todavia muitos desafios em matéria de dados pessoais práticas enganosas e fraudulentas resolução de litígios e reparação de prejuízos portanto essencial o estudo aprofundado da regulamentação das relações de consumo em constante evolução mediante a análise das novas normas e linhas de orientação adotadas para proteger os direitos dos consumidores o balanço de medidas e iniciativas implementadas e a avaliação do seu impacto Com efeito para bem se apreender a especificidade das relações de consumo hoje preciso refletir sobre o seu quadro jurídico e regulamentar e sobre as melhores práticas que se lhes aplicam de forma a extrair algumas conclusões Esta coletânea oferece uma visão geral dos princípios que regem as relações de consumo em áreas relevantes que respeitam a proteção dos direitos dos consumidores num mundo cada vez mais digital tais como a análise do impacto regulatório a resolução de litígios de consumo as relações de consumo transfronteiriças os dados pessoais e a privacidade a transparência e a responsabilidade das empresas bem como a educação do consumidor Por isso uma valiosa fonte de informação para todos os que procuram conhecer a mais recente regulamentação das relações de consumo no Brasil e compreender os seus desafios atuais permitindo-me salientar a notável experiência do Brasil em sede de proteção do consumidor que constitui uma importante referência internacional neste âmbito Teresa Moreira Chefe do Serviço de Políticas de Concorrência e de Proteção dos Consumidores UNCTAD Conferência das Nações Unidas sobre o Comércio e Desenvolvimento

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