














Objective 5 Reports


Objective 5 – Negotiate with Vendors

Report ID	Title	Purpose	Features
MA504-0B-SX 	Monthly Airline Volume Prior 12 months	Track airline volume for previous 12 months.	Airline volume for prior 12 months. Segment costs
A505-6B-MCX 	Airline Volume Summary Top 10 Airlines Top 10 Market City Pairs	Track top airline volume and top city pairs within each airline. Track the fare categories that are used.	Domestic and international totals Top airlines Top city pairs Fare categories
MA507-0-BMAX 	Airport Pair Summary Top 20 Bi-Directional Markets	Track the top bi-directional market pairs.	Bi-directional reporting True O&D reporting
A510-6B 	Validating Carrier Summary	Track the percentage of tickets that are validated on each carrier	Validating Carrier reporting Transborder reporting
A512-0X 	Air Fare Analysis Airline Ticket Price Ranges	Track airline ticket price ranges. See how many tickets are booked within a specific price range	Range reporting Other ranges available for reporting include advance purchase ranges, car rates ranges and hotel rate ranges.
A509-0Z-BMAX 	Airport Pair Summary Top 25 AA Markets	Track target airline volumes for top markets to monitor market share.	Target airline vs all others. The report can show only markets that a carrier is used in or can show top markets even if the carrier is not used
MA509-0-BMAX 	Top 25 Airport Pair Summary By Airline	Track the top airport pairs by airline.	
A511-0X 	Destination Country Analysis	Track the continents and countries where your travelers are going?	Continent and country reporting. Also available are airport, city and state reporting
MC502-0X 	Car Vendor Summary Top 25 Airports	Track top car vendors and car rental locations	Top car vendor
MC508-0X 	Car City Summary Top 25 Cities	Track top car rental cities and the car vendor market share.	Car city reporting



Objective 5 Reports

 MH501-0X	Hotel Chain Summary Top 25 Hotel Chains	Track the top hotel chains	Top hotel chains
 H502-0AX	Hotel Chain Summary Top 25 Properties	Track the top hotel chains and the properties booked.	Top hotel properties
 H507-0BX	Hotel City Summary Top 10 Cities	Track the top hotel cities and the properties booked.	Top hotel city reporting

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Air Fare Analysis
Airline Ticket Ranges
03/01/2002 - 03/31/2002

Fare Paid Desc	Tickets	% of Tickets	Total \$	% of Total \$	Avg Cost	Savings	% of Savings	Loss	% of Loss
Refunds	-53	(6.7)	(\$56,887.97)	(11.1)	\$1,073.36	(\$15,801.85)	(12.5)	(\$619.74)	(31.9)
\$0 - \$99.99	21	2.7	1,070.51	0.2	50.98	93.31	0.1	0.00	0.0
\$100 - \$199.99	113	14.4	16,316.99	3.2	144.40	1,261.28	1.0	27.00	1.4
\$200 - \$299.99	152	19.3	37,225.54	7.3	244.90	4,068.66	3.2	0.00	0.0
\$300 - \$399.99	99	12.6	35,931.90	7.0	362.95	6,936.45	5.5	393.00	20.3
\$400 - \$499.99	67	8.5	30,238.42	5.9	451.32	2,973.93	2.3	515.82	26.6
\$500 - \$599.99	44	5.6	23,947.39	4.7	544.26	11,832.76	9.3	412.00	21.2
\$600 - \$699.99	25	3.2	16,393.37	3.2	655.73	2,147.81	1.7	264.00	13.6
\$700 - \$799.99	28	3.6	20,795.70	4.1	742.70	3,041.23	2.4	0.00	0.0
\$800 - \$899.99	34	4.3	28,742.50	5.6	845.37	5,985.68	4.7	0.00	0.0
\$900 - \$999.99	28	3.6	26,828.33	5.2	958.15	5,103.15	4.0	400.75	20.7
\$1,000 - \$1,099.99	38	4.8	39,669.98	7.7	1,043.95	10,061.44	7.9	547.18	28.2
\$1,100 - \$1,199.99	41	5.2	45,692.28	8.9	1,114.45	22,987.18	18.1	0.00	0.0
\$1,200 - \$1,299.99	50	6.4	61,743.72	12.1	1,234.87	32,540.44	25.6	0.00	0.0
\$1,300 - \$1,399.99	20	2.5	26,435.13	5.2	1,321.76	6,380.37	5.0	0.00	0.0
\$1,400 - \$1,499.99	14	1.8	20,149.30	3.9	1,439.24	3,298.32	2.6	0.00	0.0
\$1,500+	66	8.4	138,101.21	27.0	2,092.44	23,977.70	18.9	0.00	0.0
	787	100.0	\$512,394.30	100.0	\$651.07	\$126,887.86	100.0	\$1,940.01	100.0



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Hotel City Summary
Top 10 Cities
Properties with 4 or more bookings
03/01/2002 - 03/31/2002

Chain	Property	Telephone	Bkgs	% of Bkgs	Nights	% of Nights	Cost	% of Cost	Avg Cost	Avg Rate
1 Dallas, TX										
Direct Rqst Hotels	Center Terraces	972-453-0600	28	60.9	74	61.7	\$6,882.00	61.9	\$245.79	\$93.00
Harvey	Harvey Hotels Harvey	972-929-4499	4	8.7	8	6.7	736.00	6.6	184.00	92.00
Harvey	Harvey Hotel Irving	972-929-4500	14	30.4	38	31.7	3,496.00	31.5	249.71	92.00
			<u>46</u>	<u>100.0</u>	<u>120</u>	<u>100.0</u>	<u>\$11,114.00</u>	<u>100.0</u>	<u>\$241.61</u>	<u>\$92.62</u>
2 Boston, MA										
Sheraton Hotels	Taras Ferncroft	978-777-2500	28	100.0	67	100.0	\$8,032.00	100.0	\$286.86	\$119.88
			<u>28</u>	<u>100.0</u>	<u>67</u>	<u>100.0</u>	<u>\$8,032.00</u>	<u>100.0</u>	<u>\$286.86</u>	<u>\$119.88</u>
3 Los Angeles, CA										
Best Western Int	Santa Monica Gateway	310-829-9100	5	21.7	17	28.8	\$1,513.00	22.8	\$302.60	\$89.00
Marriott Hotels	Marriott Long Beach	562-425-5210	4	17.4	5	8.5	847.00	12.7	211.75	169.40
Holiday Inns	Holiday Inn Airport	562-597-4401	4	17.4	12	20.3	1,218.00	18.3	304.50	101.50
Lexington Management	Lexington Services W	714-828-4000	6	26.1	16	27.1	1,876.00	28.2	312.67	117.25
Hilton Hotels	HH San Bernardino	909-889-0133	4	17.4	9	15.3	1,191.00	17.9	297.75	132.33
			<u>23</u>	<u>100.0</u>	<u>59</u>	<u>100.0</u>	<u>\$6,645.00</u>	<u>100.0</u>	<u>\$288.91</u>	<u>\$112.63</u>
4										
Vip Reservations	Silver Cloud Inn Muk	425-423-8600	5	15.2	27	51.9	\$2,423.00	40.9	\$484.60	\$89.74
Embassy Suites	Embassy Suites - Lyn	425-775-2500	4	12.1	8	15.4	832.00	14.0	208.00	104.00
			<u>33</u>	<u>100.0</u>	<u>52</u>	<u>100.0</u>	<u>\$5,929.92</u>	<u>100.0</u>	<u>\$179.69</u>	<u>\$114.04</u>
5 Seattle, WA										
Fairfield Inns	Fairfield Inn ST Ptr	727-572-4400	4	44.4	12	34.3	\$936.00	28.8	\$234.00	\$78.00
Radisson Hotel	Rd Htl Cnf Ctr St Pe	727-572-7800	6	66.7	12	34.3	1,492.00	45.8	248.67	124.33
			<u>9</u>	<u>100.0</u>	<u>35</u>	<u>100.0</u>	<u>\$3,255.00</u>	<u>100.0</u>	<u>\$361.67</u>	<u>\$93.00</u>
6 Tampa, FL										
Radisson Hotel	Sheraton Burnaby	604-430-2828	8	80.0	24	100.0	\$1,467.19	60.4	\$183.40	\$61.13
			<u>10</u>	<u>100.0</u>	<u>24</u>	<u>100.0</u>	<u>\$2,428.00</u>	<u>100.0</u>	<u>\$242.80</u>	<u>\$101.17</u>



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Hotel Chain Summary
Top 25 Properties
Ranked By Cost
03/01/2002 - 03/31/2002

Rank	Property	City	Bkgs	% of Bkgs	Room Nights	% of Nights	Cost	% of Cost	Avg Rate	Avg Cost
1 SI Sheraton Hotels										
1	Taras Ferncroft	Boston, MA	28	58.3	67	65.0	\$8,032.00	64.5	\$119.88	\$286.86
2	Sheraton Milpitas	San Francisco, CA	3	6.3	6	5.8	1,070.00	8.6	178.33	356.67
3	Sheraton Grand	Dallas, TX	3	6.3	7	6.8	794.00	6.4	113.43	264.67
4	Bucks County Hotel	Philadelphia, PA	6	12.5	8	7.8	760.00	6.1	95.00	126.67
5	Sheraton Inn Pittsbu	Pittsburgh, PA	2	4.2	4	3.9	468.00	3.8	117.00	234.00
6	Guest Quarters Phl Arpt	Philadelphia, PA	1	2.1	3	2.9	360.00	2.9	120.00	360.00
7	14032910107	Calgary, Canada	1	2.1	3	2.9	300.99	2.4	100.33	300.99
8	Sheraton Stes Akron Cuyah	Akron/Canton, OH	2	4.2	2	1.9	232.00	1.9	116.00	116.00
9	Embassy Suites Tampa	Tampa, FL	1	2.1	2	1.9	230.00	1.8	115.00	230.00
10	Sheraton Boston Hotel And	Boston, MA	1	2.1	1	1.0	199.00	1.6	199.00	199.00
			48	100.0	103	100.0	\$12,445.99	100.0	\$120.83	\$259.29
2 MC Marriott Hotels										
1	Marriott Prague	Prague, Czech.	2	6.1	11	16.2	\$2,773.21	22.5	\$252.11	\$1,386.61
2	Park Lane	San Francisco, CA	3	9.1	8	11.8	1,392.00	11.3	174.00	464.00
3	Marriott Key Bridge	Washington, DC	5	15.2	8	11.8	1,330.00	10.8	166.25	266.00
4	Marriott Harrisburg	Harrisburg, PA	3	9.1	7	10.3	954.00	7.7	136.29	318.00
5	Marriott Somerset	New York City, NYC	2	6.1	5	7.4	850.00	6.9	170.00	425.00
6	Marriott Long Beach	Los Angeles, CA	4	12.1	5	7.4	847.00	6.9	169.40	211.75
7	Marriott San Antonio Rive	San Antonio, TX	1	3.0	3	4.4	696.00	5.6	232.00	696.00
8	Marriott Miami Airpo	Miami, FL	3	9.1	6	8.8	594.00	4.8	99.00	198.00
9	Marriott New York	New York City, NYC	1	3.0	2	2.9	568.00	4.6	284.00	568.00
10	Marriott Greensboro	Greensboro, NC	1	3.0	3	4.4	447.00	3.6	149.00	447.00
11	Marriott Westchester	White Plains, NY	1	3.0	2	2.9	438.00	3.6	219.00	438.00
12	Marriott San Juan RE	San Juan, Puerto Rico	1	3.0	2	2.9	398.00	3.2	199.00	398.00
13	Princeton Marriott	Princeton, NJ	1	3.0	2	2.9	378.00	3.1	189.00	378.00
14	Marriott Raleigh Cra	Raleigh/Durham, NC	1	3.0	2	2.9	304.00	2.5	152.00	304.00
15	Marriott Greenbelt	Washington, DC	2	6.1	2	2.9	298.00	2.4	149.00	149.00
16	Marriott Westshore	Tampa, FL	0	0.0	1	1.5	199.99	1.6	199.99	0.00
17	Richmond Marriott	Richmond, VA	1	3.0	1	1.5	149.00	1.2	149.00	149.00
18	Buffalo Marriott	Buffalo, NY	1	3.0	1	1.5	139.95	1.1	139.95	139.95
19	Marriott West Des MO	Des Moines, IA	1	3.0	1	1.5	139.00	1.1	139.00	139.00
20	Marriott Kansas City	Kansas City/Int'l, MO	1	3.0	1	1.5	129.00	1.0	129.00	129.00
21	Marriott Chateau Cha	Montreal/Dorval, Canada	1	3.0	1	1.5	106.73	0.9	106.73	106.73
22	Marriott Baltimore West	Washington, DC	-1	(3.0)	-1	(1.5)	(199.00)	(1.6)	199.00	199.00
23	Marriott Peabody	Boston, MA	-1	(3.0)	-2	(2.9)	(278.00)	(2.3)	139.00	278.00
24	Marriott Fort Wayne	Fort Wayne, IN	-1	(3.0)	-3	(4.4)	(327.00)	(2.7)	109.00	327.00
			33	100.0	68	100.0	\$12,326.88	100.0	\$181.28	\$373.54



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Hotel Chain Summary
Top 25 Hotel Chains
03/01/2002 - 03/31/2002

Current Period										Year to Date									
Bkgs	% of Bkgs	Nights	% of Nights	Cost	% of Cost	Avg Cost	Avg Rate	Rank	Name	Bkgs	% of Bkgs	Nights	% of Nights	Cost	% of Cost	Avg Cost	Avg Rate		
48	13.0	103	11.5	\$12,446	11.3	\$259	\$121	1	Sheraton Hotels SI	192	15.1	438	13.0	\$52,932	12.8	\$276	\$121		
34	9.2	70	7.8	12,605	11.4	371	180	2	Marriott Hotels MC	144	11.3	314	9.3	51,884	12.5	360	165		
26	7.0	46	5.1	5,371	4.9	207	117	3	Courtyard By Marriot CY	105	8.3	307	9.1	34,065	8.2	324	111		
28	7.6	74	8.2	6,882	6.2	246	93	4	Direct Rqst Hotels FX	95	7.5	252	7.5	24,747	6.0	260	98		
24	6.5	51	5.7	5,129	4.6	214	101	5	Holiday Inns HI	73	5.7	217	6.5	26,158	6.3	358	121		
23	6.2	48	5.3	7,966	7.2	346	166	6	Hilton Hotels HH	90	7.1	211	6.3	27,890	6.7	310	132		
11	3.0	49	5.5	6,151	5.6	559	126	7	Residence Inn RC	34	2.7	182	5.4	21,813	5.3	642	120		
17	4.6	37	4.1	4,180	3.8	246	113	8	Embassy Suites ES	50	3.9	142	4.2	16,809	4.1	336	118		
9	2.4	26	2.9	2,572	2.3	286	99	9	Hampton Inns HX	28	2.2	141	4.2	12,735	3.1	455	90		
19	5.1	43	4.8	3,653	3.3	192	85	10	Radisson Hotel RD	49	3.9	124	3.7	11,705	2.8	239	94		
7	1.9	14	1.6	2,536	2.3	362	181	11	Westin Hotels WI	40	3.1	94	2.8	16,456	4.0	411	175		
19	5.1	48	5.3	4,370	4.0	230	91	12	Harvey HV	37	2.9	93	2.8	8,967	2.2	242	96		
10	2.7	24	2.7	3,732	3.4	373	156	13	Hyatt Hotels HY	44	3.5	92	2.7	15,904	3.8	361	173		
9	2.4	25	2.8	2,759	2.5	307	110	14	Lexington Management LM	32	2.5	85	2.5	9,552	2.3	299	112		
9	2.4	27	3.0	2,280	2.1	253	84	15	Best Western Int BW	20	1.6	59	1.8	4,625	1.1	231	78		
5	1.4	27	3.0	2,423	2.2	485	90	16	Vip Reservations VP	13	1.0	57	1.7	5,291	1.3	407	93		
4	1.1	17	1.9	2,419	2.2	605	142	17	Homewood Suites HG	18	1.4	54	1.6	7,168	1.7	398	133		
4	1.1	9	1.0	1,271	1.2	318	141	18	Wyndham Hotels WY	27	2.1	54	1.6	6,532	1.6	242	121		
4	1.1	14	1.6	1,022	0.9	256	73	19	Comfort Inns CI	13	1.0	46	1.4	3,086	0.7	237	67		
7	1.9	17	1.9	1,309	1.2	187	77	20	Fairfield Inns FN	15	1.2	32	1.0	2,389	0.6	159	75		
10	2.7	20	2.2	2,906	2.6	291	145	21	Doubletree DT	15	1.2	30	0.9	4,138	1.0	276	138		
5	1.4	19	2.1	3,740	3.4	748	197	22	Intercontinental IC	9	0.7	29	0.9	5,279	1.3	587	182		
0	0.0	0	0.0	0	0.0	0	0	23	La Quinta Inns LQ	2	0.2	23	0.7	1,732	0.4	866	75		
0	0.0	0	0.0	0	0.0	0	0	24	Independent XX	9	0.7	19	0.6	1,421	0.3	158	75		
3	0.8	6	0.7	665	0.6	222	111	25	Renaissance Hotels BR	7	0.6	17	0.5	2,566	0.6	367	151		
335	90.5	814	90.6	\$98,388	89.1	\$294	\$121		Selected (25)	1,161	91.3	3,112	92.5	\$375,844	90.6	\$324	\$121		
35	9.5	84	9.4	12,071	10.9	345	144		Others (41)	110	8.7	252	7.5	39,112	9.4	356	155		
370	100.0	898	100.0	\$110,458	100.0	\$299	\$123			1,271	100.0	3,364	100.0	\$414,956	100.0	\$326	\$123		



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Car City Summary
Top 25 Cities by Car Chain
Ranked by Days
03/01/2002 - 03/31/2002

Current Period								Year to Date							
Bkgs	% of Bkgs	Car Days	% of Days	Car Cost	% of Cost	Avg Cost	Rank	Car Chain	Bkgs	% of Bkgs	Car Days	% of Days	Car Cost	% of Cost	Avg Cost
1: Dallas, TX															
38	86.4	165	69.0	\$7,796	79.2	\$205.17	1	National	100	90.9	491	85.2	\$16,244	86.8	\$162.44
5	11.4	72	30.1	1,900	19.3	380.00	2	Hertz	9	8.2	83	14.4	2,324	12.4	258.17
1	2.3	2	0.8	152	1.5	151.98	3	Avis	1	0.9	2	0.3	152	0.8	151.98
44	100.0	239	100.0	\$9,848	100.0	\$223.82			110	100.0	576	100.0	\$18,719	100.0	\$170.17
2: Tampa, FL															
18	75.0	68	80.0	\$2,222	65.8	\$123.43	1	National	73	81.1	255	84.7	\$7,822	72.5	\$107.14
3	12.5	7	8.2	284	8.4	94.50	2	Hertz	11	12.2	26	8.6	1,037	9.6	94.27
1	4.2	2	2.4	144	4.3	143.98	3	Dollar Car	2	2.2	6	2.0	364	3.4	181.97
1	4.2	5	5.9	470	13.9	470.00	4	Budget	1	1.1	5	1.7	470	4.4	470.00
0	0.0	0	0.0	0	0.0	0.00	5	Thrifty Rent Ca	1	1.1	4	1.3	720	6.7	719.96
1	4.2	3	3.5	255	7.6	254.85	6	Enterprise	1	1.1	3	1.0	255	2.4	254.85
0	0.0	0	0.0	0	0.0	0.00	7	Alamo	1	1.1	2	0.7	122	1.1	121.98
24	100.0	85	100.0	\$3,374	100.0	\$140.58			90	100.0	301	100.0	\$10,789	100.0	\$119.88
3: Boston, MA															
23	92.0	59	93.7	\$2,126	90.7	\$92.43	1	National	105	94.6	280	94.6	\$10,315	92.7	\$98.23
1	4.0	3	4.8	158	6.7	157.50	2	Hertz	5	4.5	15	5.1	745	6.7	149.09
1	4.0	1	1.6	61	2.6	60.99	3	Alamo	1	0.9	1	0.3	61	0.5	60.99
25	100.0	63	100.0	\$2,344	100.0	\$93.78			111	100.0	296	100.0	\$11,121	100.0	\$100.19
4: Philadelphia, PA															
17	89.5	48	94.1	\$1,444	90.0	\$84.94	1	National	66	91.7	274	96.1	\$8,025	93.4	\$121.59
2	10.5	3	5.9	161	10.0	80.50	2	Hertz	6	8.3	11	3.9	565	6.6	94.17
19	100.0	51	100.0	\$1,605	100.0	\$84.47			72	100.0	285	100.0	\$8,590	100.0	\$119.30
5: Los Angeles, CA															
15	83.3	40	78.4	\$1,410	73.5	\$94.00	1	National	55	82.1	160	79.6	\$5,453	75.0	\$99.15
1	5.6	3	5.9	116	6.0	115.50	2	Hertz	10	14.9	33	16.4	1,419	19.5	141.94



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Car Chain Summary
Top 25 Cities
Ranked by Days
03/01/2002 - 03/31/2002

Current Period								Year to Date							
Bkgs	% of Bkgs	Car Days	% of Days	Car Cost	% of Cost	Avg Rate	Rank	City Name	Bkgs	% of Bkgs	Car Days	% of Days	Car Cost	% of Cost	Avg Rate
1: National (ZL)															
38	16.0	165	19.5	\$7,796	26.3	\$47.25	1	Dallas, TX	100	12.3	491	17.3	\$16,244	17.9	\$33.08
23	9.7	59	7.0	2,126	7.2	36.03	2	Boston, MA	105	12.9	280	9.9	10,315	11.4	36.84
17	7.1	48	5.7	1,444	4.9	30.08	3	Philadelphia, PA	66	8.1	274	9.7	8,025	8.9	29.29
18	7.6	68	8.0	2,222	7.5	32.67	4	Tampa, FL	73	9.0	255	9.0	7,822	8.6	30.67
15	6.3	40	4.7	1,410	4.8	35.25	5	Los Angeles, CA	55	6.8	160	5.7	5,453	6.0	34.08
6	2.5	60	7.1	1,652	5.6	27.54	6	Cleveland, OH	11	1.4	110	3.9	2,730	3.0	24.81
5	2.1	8	0.9	368	1.2	46.00	7	Washington, DC	33	4.1	86	3.0	2,864	3.2	33.30
7	2.9	26	3.1	860	2.9	33.08	8	Seattle, WA	25	3.1	81	2.9	2,698	3.0	33.31
3	1.3	15	1.8	442	1.5	29.47	9	San Francisco, CA	15	1.8	70	2.5	1,996	2.2	28.51
2	0.8	8	0.9	336	1.1	42.00	10	New York City, NYC	23	2.8	65	2.3	2,599	2.9	39.98
16	6.7	45	5.3	1,566	5.3	34.80	11	San Antonio, TX	24	3.0	65	2.3	2,281	2.5	35.09
7	2.9	22	2.6	715	2.4	32.50	12	Vancouver, Canada	14	1.7	52	1.8	1,569	1.7	30.17
3	1.3	34	4.0	886	3.0	26.06	13	Pittsburgh, PA	10	1.2	50	1.8	1,426	1.6	28.52
8	3.4	19	2.2	550	1.9	28.94	14	Chicago, IL	27	3.3	49	1.7	1,644	1.8	33.55
3	1.3	47	5.5	955	3.2	20.32	15	Montreal/Dorval, Canada	3	0.4	47	1.7	955	1.1	20.32
5	2.1	7	0.8	252	0.9	36.00	16	Atlanta, GA	20	2.5	46	1.6	1,696	1.9	36.87
4	1.7	7	0.8	256	0.9	36.57	17	Minneapolis, MN	18	2.2	45	1.6	1,441	1.6	32.02
1	0.4	13	1.5	334	1.1	25.71	18	Columbus, OH	8	1.0	44	1.6	1,209	1.3	27.48
1	0.4	3	0.4	108	0.4	36.00	19	Harrisburg, PA	7	0.9	44	1.6	1,001	1.1	22.75
3	1.3	9	1.1	299	1.0	33.25	20	Orlando, FL	14	1.7	41	1.4	1,225	1.4	29.89
1	0.4	3	0.4	108	0.4	36.00	21	Honolulu,Oahu,Hi	7	0.9	39	1.4	1,020	1.1	26.15
3	1.3	8	0.9	290	1.0	36.25	22	Kansas City/Int'l, MO	8	1.0	37	1.3	833	0.9	22.51
5	2.1	17	2.0	571	1.9	33.59	23	Phoenix, AZ	12	1.5	28	1.0	971	1.1	34.68
0	0.0	0	0.0	0	0.0	0.00	24	Akron/Canton, OH	1	0.1	26	0.9	624	0.7	24.00
3	1.3	15	1.8	540	1.8	36.00	25	Bloomington,Il	8	1.0	26	0.9	943	1.0	36.27
197	82.8	746	88.1	\$26,086	88.1	\$34.97		Selected (25)	687	84.6	2,511	88.7	\$79,583	87.8	\$31.69
41	17.2	101	11.9	3,526	11.9	34.91		Others (48)	125	15.4	319	11.3	11,039	12.2	34.60
238	100.0	847	100.0	\$29,612	100.0	\$34.96			812	100.0	2,830	100.0	\$90,621	100.0	\$32.02

2: Hertz (ZE)

5	17.9	72	58.1	\$1,900	41.6	\$26.39	1	Dallas, TX	9	10.0	83	26.8	\$2,324	18.5	\$27.99
1	3.6	3	2.4	116	2.5	38.50	2	Los Angeles, CA	10	11.1	33	10.6	1,419	11.3	43.01
3	10.7	7	5.6	284	6.2	40.50	3	Tampa, FL	11	12.2	26	8.4	1,037	8.3	39.88
0	0.0	0	0.0	0	0.0	0.00	4	Honolulu,Oahu,Hi	1	1.1	23	7.4	588	4.7	25.57
1	3.6	3	2.4	158	3.4	52.50	5	Boston, MA	5	5.6	15	4.8	745	5.9	49.70
4	14.3	8	6.5	324	7.1	40.50	6	San Francisco, CA	5	5.6	13	4.2	517	4.1	39.73



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Destination Country Analysis
03/01/2002 - 03/31/2002

Rank	Mkt Dest Country	No. Of Mkts	Cost	Trip Days
Australia				
1	Australia	2	\$7,595	0
		2	\$7,595	0
Caribbean				
1	Dominican Rep	1	\$882	4
2	Bahamas	1	204	0
		2	\$1,085	4
Europe				
1	Czechoslovakia	2	\$7,209	4
2	Spain	1	3,040	2
3	United Kingdom	1	339	2
		4	\$10,588	8
Middle East				
1	Israel	1	\$1,608	15
		1	\$1,608	15
North America				
1	United States	1,407	\$468,390	4,100
2	Canada	22	12,218	25
3	Puerto Rico	6	6,125	3
		1,435	\$486,733	4,128
South America				
1	Costa Rica	5	\$4,122	38
2	Venezuela	1	663	0
		6	\$4,785	38
		1,450	\$512,394	4,193



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Top 25 Airport Pair Summary
by Airline
Bi-Directional Markets Ranked by Count
03/01/2002 - 03/31/2002

Mkts	% of Mkts	Cost	% of Cost	Avg Cost	Rank	Airline	Mkts	% of Mkts	Cost	% of Cost	Avg Cost
1: Tampa, FL <-> Dallas-Fort Worth, TX											
74	71.8	\$29,040	74.6	\$392	1	American	250	76.5	\$83,238	78.3	\$333
29	28.2	9,862	25.4	340	2	Others	77	23.5	23,040	21.7	299
<u>103</u>	<u>100.0</u>	<u>\$38,902</u>	<u>100.0</u>	<u>\$378</u>			<u>327</u>	<u>100.0</u>	<u>\$106,278</u>	<u>100.0</u>	<u>\$325</u>
2: Dallas-Fort Worth, TX <-> Boston, MA											
71	101.4	\$43,095	100.3	\$607	1	American	320	98.8	\$181,994	99.6	\$569
(1)	(1.4)	(134)	(0.3)	134	2	Others	4	1.2	723	0.4	181
<u>70</u>	<u>100.0</u>	<u>\$42,961</u>	<u>100.0</u>	<u>\$614</u>			<u>324</u>	<u>100.0</u>	<u>\$182,718</u>	<u>100.0</u>	<u>\$564</u>
3: Long Beach, CA <-> Dallas-Fort Worth, TX											
106	100.0	\$22,820	100.0	\$215	1	American	280	100.0	\$61,927	100.0	\$221
<u>106</u>	<u>100.0</u>	<u>\$22,820</u>	<u>100.0</u>	<u>\$215</u>			<u>280</u>	<u>100.0</u>	<u>\$61,927</u>	<u>100.0</u>	<u>\$221</u>
4: Philadelphia, PA <-> Dallas-Fort Worth, TX											
30	61.2	\$12,293	67.0	\$410	1	American	116	62.0	\$55,802	74.8	\$481
19	38.8	6,053	33.0	319	2	Others	71	38.0	18,814	25.2	265
<u>49</u>	<u>100.0</u>	<u>\$18,346</u>	<u>100.0</u>	<u>\$374</u>			<u>187</u>	<u>100.0</u>	<u>\$74,616</u>	<u>100.0</u>	<u>\$399</u>
5: New York/La Guardia, NY <-> Dallas-Fort Worth, TX											
54	98.2	\$25,611	96.4	\$474	1	American	149	96.8	\$73,666	98.2	\$494
1	1.8	969	3.6	969	2	Others	5	3.2	1,320	1.8	264
<u>55</u>	<u>100.0</u>	<u>\$26,579</u>	<u>100.0</u>	<u>\$483</u>			<u>154</u>	<u>100.0</u>	<u>\$74,986</u>	<u>100.0</u>	<u>\$487</u>
6: Seattle/Tacoma, WA <-> Dallas-Fort Worth, TX											
41	91.1	\$22,268	94.5	\$543	1	American	106	94.6	\$61,953	95.5	\$584
4	8.9	1,293	5.5	323	2	Others	6	5.4	2,940	4.5	490
<u>45</u>	<u>100.0</u>	<u>\$23,560</u>	<u>100.0</u>	<u>\$524</u>			<u>112</u>	<u>100.0</u>	<u>\$64,893</u>	<u>100.0</u>	<u>\$579</u>



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Airport Pair Summary
Top 25 AA Markets
AA vs All Other Airlines
03/01/2002 - 03/31/2002

Rank	Origin Airport	Dest Airport	Target Airline				Other Airlines				Total	
			AA Mkts	AA % Mkts	AA Cost	AA % Cost	Others Mkts	Others % Mkts	Others Cost	Others % Cost	Mkts	Cost
1	Boston, MA	Dallas-Fort Worth, TX	71	101.43	\$43,094.87	100.31	(1)	(1.43)	(\$133.79)	(0.31)	70	\$42,961.08
2	Dallas-Fort Worth, TX	Tampa, FL	74	71.84	29,039.96	74.65	29	28.16	9,861.56	25.35	103	38,901.52
3	Dallas-Fort Worth, TX	New York/La Guardia, NY	54	98.18	25,610.72	96.36	1	1.82	968.60	3.64	55	26,579.32
4	Dallas-Fort Worth, TX	Seattle/Tacoma, WA	41	91.11	22,267.96	94.51	4	8.89	1,292.50	5.49	45	23,560.46
5	Dallas-Fort Worth, TX	Long Beach, CA	106	100.00	22,820.29	100.00	0	0.00	0.00	0.00	106	22,820.29
6	Dallas-Fort Worth, TX	Vancouver, BC, Canada	28	96.55	18,842.59	94.60	1	3.45	1,075.92	5.40	29	19,918.51
7	Dallas-Fort Worth, TX	Philadelphia, PA	30	61.22	12,293.11	67.01	19	38.78	6,053.01	32.99	49	18,346.12
8	Dallas-Fort Worth, TX	Orange County, CA	19	100.00	13,988.88	100.00	0	0.00	0.00	0.00	19	13,988.88
9	Dallas-Fort Worth, TX	San Juan, Puerto Rico	14	100.00	12,603.64	100.00	0	0.00	0.00	0.00	14	12,603.64
10	Dallas-Fort Worth, TX	Prague, Czech Republic	4	100.00	12,560.30	100.00	0	0.00	0.00	0.00	4	12,560.30
11	Chicago/O'Hare, IL	Dallas-Fort Worth, TX	54	100.00	11,436.10	100.00	0	0.00	0.00	0.00	54	11,436.10
12	Dallas-Fort Worth, TX	Los Angeles/Int'l, CA	15	88.24	9,262.24	97.69	2	11.76	219.00	2.31	17	9,481.24
13	Dallas-Fort Worth, TX	Madison, WI	13	65.00	5,390.21	61.83	7	35.00	3,327.08	38.17	20	8,717.29
14	Dallas-Fort Worth, TX	San Jose, Costa Rica	9	100.00	7,756.55	100.00	0	0.00	0.00	0.00	9	7,756.55
15	Los Angeles/Int'l, CA	Melbourne, Australia	2	100.00	7,595.04	100.00	0	0.00	0.00	0.00	2	7,595.04
16	Dallas-Fort Worth, TX	Washington/National, DC	14	100.00	6,916.45	100.00	0	0.00	0.00	0.00	14	6,916.45
17	Dallas-Fort Worth, TX	Melbourne, Australia	2	100.00	6,906.60	100.00	0	0.00	0.00	0.00	2	6,906.60
18	Dallas-Fort Worth, TX	Minneapolis, MN	13	108.33	6,572.70	98.50	(1)	(8.33)	100.00	1.50	12	6,672.70
19	Dallas-Fort Worth, TX	San Antonio, TX	44	86.27	5,673.11	90.10	7	13.73	623.50	9.90	51	6,296.61
20	Dallas-Fort Worth, TX	Tel Aviv, Israel	2	100.00	4,242.20	100.00	0	0.00	0.00	0.00	2	4,242.20
21	Baltimore, MD	Dallas-Fort Worth, TX	4	80.00	3,900.07	92.12	1	20.00	333.45	7.88	5	4,233.52
22	Columbus, OH	Dallas-Fort Worth, TX	12	100.00	4,109.99	100.00	0	0.00	0.00	0.00	12	4,109.99
23	Dallas-Fort Worth, TX	Ontario, CA	(2)	(16.67)	(1,351.82)	(35.95)	14	116.67	5,111.84	135.95	12	3,760.02
24	Los Angeles/Int'l, CA	New York/Kennedy, NY	4	100.00	3,627.68	100.00	0	0.00	0.00	0.00	4	3,627.68
25	Bloomington, IL	Dallas-Fort Worth, TX	11	100.00	3,498.73	100.00	0	0.00	0.00	0.00	11	3,498.73
	Selected (25)		638	88.49	\$298,658.17	91.20	83	11.51	\$28,832.67	8.80	721	\$327,490.84
	Others (103)		307	82.75	93,612.70	87.54	64	17.25	13,327.51	12.46	371	106,940.21
	Total Selected (25)		945	86.54	\$392,270.87	90.30	147	13.46	\$42,160.18	9.70	1,092	\$434,431.05
	All Others (127)		n/a	n/a	\$348.66	0.45	358	100.00	\$77,614.60	99.55	358	\$77,963.26
			945	65.17	\$392,619.53	76.62	505	34.83	\$119,774.78	23.38	1,450	\$512,394.30



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Validating Carrier Summary
03/01/2002 - 03/31/2002

Rank	Validating Carrier	Total			Domestic			International			Transborder			
		Cost	% of Cost	Count	Avg Cost	Cost	Count	Avg Cost	Cost	Count	Avg Cost	Cost	Count	Avg Cost
1	American	\$392,959	77	505	\$778	\$312,320	467	669	\$80,638	38	2,122	\$0	0	0
2	Delta Airlines	42,717	8	96	445	40,059	93	431	2,659	3	886	0	0	0
3	United Airlines	21,127	4	55	384	19,634	51	385	1,492	4	373	0	0	0
4	US Airways	20,453	4	46	445	20,453	46	445	0	0	0	0	0	0
5	Northwest	9,141	2	12	762	9,141	12	762	0	0	0	0	0	0
6	Continental	6,849	1	11	623	6,849	11	623	0	0	0	0	0	0
7	Southwest Air	5,295	1	29	183	5,295	29	183	0	0	0	0	0	0
8	Alaska	4,304	1	17	253	4,304	17	253	0	0	0	0	0	0
9	America West	3,636	1	3	1,212	3,636	3	1,212	0	0	0	0	0	0
10	Midwest Express	3,141	1	5	628	3,141	5	628	0	0	0	0	0	0
11	Air Tran	1,108	0	3	369	1,108	3	369	0	0	0	0	0	0
12	ATA	1,005	0	3	335	1,005	3	335	0	0	0	0	0	0
13	Frontier Airlns	841	0	1	841	841	1	841	0	0	0	0	0	0
14	Hawaiian Air	100	0	1	100	100	1	100	0	0	0	0	0	0
15	Air Canada	(280)	(0)	0	0	0	0	0	(280)	0	0	0	0	0
		\$512,394	100	787	\$651	\$427,885	742	577	\$84,509	45	1,878	\$0	0	0



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Airport Pair Summary
Top 20 Bi-Directional Markets
Ranked by Count
03/01/2002 - 03/31/2002

Current Period						Year to Date						
% of Mkts	Mkts	Cost	% of Cost	Avg Cost	Rank	Origin	Destination	Mkts	% of Mkts	Cost	% of Cost	Avg Cost
103	7.1	\$38,902	7.6	\$378	1	Dallas-Fort Worth, TX	Tampa, FL	327	7.9	\$106,278	6.5	\$325
70	4.8	42,961	8.4	614	2	Boston, MA	Dallas-Fort Worth, TX	324	7.8	182,718	11.1	564
106	7.3	22,820	4.5	215	3	Dallas-Fort Worth, TX	Long Beach, CA	280	6.8	61,927	3.8	221
49	3.4	18,346	3.6	374	4	Dallas-Fort Worth, TX	Philadelphia, PA	187	4.5	74,616	4.6	399
55	3.8	26,579	5.2	483	5	Dallas-Fort Worth, TX	New York/La Guardia, NY	154	3.7	74,986	4.6	487
45	3.1	23,560	4.6	524	6	Dallas-Fort Worth, TX	Seattle/Tacoma, WA	112	2.7	64,893	4.0	579
54	3.7	11,436	2.2	212	7	Chicago/O'Hare, IL	Dallas-Fort Worth, TX	102	2.5	30,043	1.8	295
51	3.5	6,297	1.2	123	8	Dallas-Fort Worth, TX	San Antonio, TX	88	2.1	9,413	0.6	107
(3)	(0.2)	(907)	(0.2)	302	9	Calgary, AL, Canada	Dallas-Fort Worth, TX	87	2.1	91,384	5.6	1,050
29	2.0	19,919	3.9	687	10	Dallas-Fort Worth, TX	Vancouver, BC, Canada	82	2.0	45,467	2.8	554
5	0.3	4,234	0.8	847	11	Baltimore, MD	Dallas-Fort Worth, TX	72	1.7	42,981	2.6	597
24	1.7	3,041	0.6	127	12	Atlanta, GA	Dallas-Fort Worth, TX	63	1.5	8,658	0.5	137
6	0.4	1,150	0.2	192	13	Orange County, CA	Seattle/Tacoma, WA	60	1.4	12,007	0.7	200
7	0.5	1,585	0.3	226	14	Dallas-Fort Worth, TX	Orlando FL	45	1.1	10,372	0.6	230
2	0.1	2,013	0.4	1,006	15	Dallas-Fort Worth, TX	New York/Newark, NJ	43	1.0	33,286	2.0	774
20	1.4	2,840	0.6	142	16	Dallas-Fort Worth, TX	Kansas City/Int'l, MO	42	1.0	5,151	0.3	123
19	1.3	13,989	2.7	736	17	Dallas-Fort Worth, TX	Orange County, CA	42	1.0	27,542	1.7	656
14	1.0	6,916	1.3	494	18	Dallas-Fort Worth, TX	Washington/National, DC	42	1.0	19,145	1.2	456
17	1.2	9,481	1.9	558	19	Dallas-Fort Worth, TX	Los Angeles/Int'l, CA	40	1.0	20,974	1.3	524
33	2.3	2,942	0.6	89	20	Dallas/Love Field, TX	San Antonio, TX	39	0.9	3,410	0.2	87
706	48.7	\$258,102	50.4	\$366			Selected (20)	2,231	53.9	\$925,250	56.4	\$415
744	51.3	254,293	49.6	342			Others (413)	1,910	46.1	714,165	43.6	374
1,450	100.0	\$512,394	100.0	\$353				4,141	100.0	\$1,639,415	100.0	\$396



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Airline Volume Summary
Top 10 Airlines
Top 10 Market City Pairs
03/01/2002 - 03/31/2002

Domestic Travel

Fare Category	Mkts	% of Mkts	Cost	% of Cost	Avg Cost	Miles	Avg CPM
---------------	------	-----------	------	-----------	----------	-------	---------

1: AA - American

1: Dallas, TX <-> Boston, MA

Discounted Coach	68	95.8	\$42,150.36	97.8	\$619.86	105,944	\$0.40
Non-Refundable	1	1.4	729.51	1.7	729.51	1,558	0.47
Advance Purchase	2	2.8	215.00	0.5	107.50	3,116	0.07
	71	100.0	\$43,094.87	100.0	\$606.97	110,618	\$0.39

2: Tampa, FL <-> Dallas, TX

Discounted Coach	39	52.7	\$18,362.77	63.2	\$470.84	36,114	\$0.51
Non-Refundable	29	39.2	7,546.44	26.0	260.22	26,854	0.28
Advance Purchase	6	8.1	3,130.75	10.8	521.79	5,556	0.56
	74	100.0	\$29,039.96	100.0	\$392.43	68,524	\$0.42

3: Los Angeles, CA <-> Dallas, TX

Discounted Coach	79	68.7	\$16,946.78	59.2	\$214.52	96,341	\$0.18
Non-Refundable	32	27.8	8,399.04	29.3	262.47	39,092	0.21
Advance Purchase	4	3.5	3,293.68	11.5	823.42	4,978	0.66
	115	100.0	\$28,639.50	100.0	\$249.04	140,411	\$0.20

4: New York City, NYC <-> Dallas, TX

Discounted Coach	40	69.0	\$21,723.00	77.5	\$543.08	55,400	\$0.39
Advance Purchase	7	12.1	3,809.82	13.6	544.26	9,679	0.39
Non-Refundable	11	19.0	2,503.42	8.9	227.58	15,225	0.16
	58	100.0	\$28,036.24	100.0	\$483.38	80,304	\$0.35

5: Seattle, WA <-> Dallas, TX

Discounted Coach	17	41.5	\$12,662.26	56.9	\$744.84	28,186	\$0.45
Non-Refundable	16	39.0	6,838.17	30.7	427.39	26,528	0.26



Report: MA504-0B-SX
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Monthly Airline Cost
Previous 12 Periods
Top 25 Airlines
03/01/2002 - 03/31/2002

Airline	04/01	05/01	06/01	07/01	08/01	09/01	10/01	11/01	12/01	01/02	02/02	03/02	Total
1 American	\$492,112	\$500,477	\$389,795	\$500,592	\$477,927	\$199,348	\$286,206	\$300,404	\$137,225	\$457,467	\$426,821	\$390,302	\$1,274,590
2 Delta Airlines	54,857	57,410	61,064	43,006	36,574	21,585	32,662	34,350	20,311	41,387	55,165	42,268	138,820
3 US Airways	17,268	27,926	18,013	28,203	34,081	5,841	14,094	10,167	3,574	20,491	13,049	20,699	54,238
4 United Airlines	15,133	26,119	16,487	21,486	34,283	5,928	8,125	9,019	4,097	4,084	14,044	21,127	39,254
5 Northwest	4,085	11,415	15,461	10,765	10,928	5,563	10,451	22,831	4,770	7,789	8,665	9,141	25,595
6 Alaska	18,665	18,409	10,520	12,049	9,212	7,408	20,832	10,657	7,052	9,356	9,522	4,304	23,181
7 Air Canada	778	6,446	6,975	2,012	164	316	1,105	3,004	1,343	6,681	7,786	(280)	14,187
8 Continental	6,705	7,817	5,153	3,137	5,278	956	2,656	1,258	770	3,339	2,683	6,849	12,870
9 Southwest Air	4,076	2,610	2,860	3,244	4,562	1,997	2,064	5,159	901	3,377	2,265	5,295	10,937
10 Swissair	8,273	(5,298)	1,023	0	0	0	0	307	5,112	9,334	0	401	9,735
11 America West	1,100	2,398	115	915	2,209	379	182	4,769	0	2,991	2,465	3,636	9,092
12 Qantas	0	0	0	0	0	0	0	0	0	0	6,720	0	6,720
13 Hawaiian Air	635	583	9,609	958	3,580	1,250	7,325	602	1,026	2,997	1,544	100	4,641
14 Lufthansa	694	280	804	1,812	575	3,450	0	566	0	3,061	1,060	0	4,120
15 Midwest Express	1,752	2,626	411	0	3,448	1,314	0	4,021	405	392	0	3,141	3,533
16 Air Tran	0	576	517	0	0	0	0	0	0	0	0	1,108	1,108
17 Crossair A.G.	0	0	0	0	0	0	0	552	0	0	359	720	1,079
18 ATA	763	428	2,299	223	693	181	170	0	267	0	0	1,005	1,005
19 Malev	901	1,760	1,468	0	0	227	0	278	560	934	0	0	934
20 British Airways	390	810	8,200	1,121	379	1,886	0	0	0	0	0	876	876
21 Frontier Airlns	437	1,094	0	1,696	0	756	599	1,263	0	0	0	841	841
22 EI AI	0	0	0	0	0	0	0	0	0	0	0	659	659
23 Aloha Airlines	0	0	0	0	211	0	0	0	0	568	0	0	568
24 Air France	3,594	(1,679)	0	0	0	8,503	0	359	0	343	0	0	343
25 Jetblue Airways	0	0	0	0	0	0	0	0	0	311	0	0	311
Selected (25)	\$632,216	\$662,209	\$550,771	\$631,220	\$624,103	\$266,887	\$386,469	\$409,563	\$187,410	\$574,899	\$552,146	\$512,190	\$1,639,236
Others (22)	8,329	12,149	8,681	11,536	8,011	1,916	1,919	4,756	(813)	300	(325)	204	179
	\$640,545	\$674,358	\$559,451	\$642,756	\$632,113	\$268,803	\$388,389	\$414,319	\$186,597	\$575,200	\$551,821	\$512,394	\$1,639,415