

Web only fares available through various distribution channels are seriously eroding the travel program put in place at this corporation. Continual abuse and collusion of various air carriers and internet sites has made our company rethink doing business using air travel as a major component. Every airline and web site is offering fares not available to major corporations through our normal purchasing procedures. Also, airlines and web sites are marketing directly to our travelers encouraging them to book outside their companies policy. It is not fair for airlines to allow distribution of these fares to a specific group of purchasers - these fares must be made available to ALL the traveling public regardless of the method of distribution. To allow a special discount for purchasing through its own distribution center when contracts are in place with various companies that are based on the companies performance, seems to form collusion - the airlines are forcing us to either erode our negotiated contracts, allow travel outside of policy or eliminate as much travel from our company as possible.