

TABLE 5.—ITC OPERATIONS OUT OF BERLIN 1958-66

Year	Total capacity round trip seats	Nationality and number of carriers	
		United Kingdom	United States
1958	8,991	3	
1959	14,560	4	
1960	17,763	2	
1961	16,238	2	
1962	23,462	1	1
1963	24,552	1	1
1964	48,584	1	2
1965	62,588		2
1966	117,516	1	2

¹ As a result of the erection of the Berlin wall, there were appreciable cancellations in 1961 which account for the decrease
Source: Exhibit S-20, p. 1, CAB docket 17205.

B. Other travel arrangements will not develop this new market: Affinity charters are not as well related to the actualities of the European market and individually ticketed travel is too expensive

Expert testimony submitted to the Civil Aeronautics Board in the *Sudflug* case, Docket 17205 (Exhibit S-A, p. 5) demonstrates that in Europe affinity charters—that is, charters by clubs and organizations, which constitute the vast bulk of transatlantic charters—cannot attract the large number of passengers who utilize inclusive tour charter services. There are evidently fewer clubs and organizations in Europe, and Europeans are less accustomed to travel under the auspices of such organizations than they are in the United States. Those with experience in the European market have concluded that it is unrealistic to expect to develop in a short period a substantially greater volume of affinity charter flights than now exists.

Furthermore, it is clear that individually ticketed services now available are not likely to attract an appreciable number of the foreign travelers who would utilize inclusive tour charter services. So much is clear from Table 6 below. The ITC market will be found among those persons who cannot now afford the tariffs of the scheduled airlines.

TABLE 6.—COMPARISON OF TRANSATLANTIC FARE STRUCTURE, NEW YORK TO PARIS

Scheduled airlines, either direction round trip				U.S. supplementals proposed foreign originating ITC round trip
Economy fare (May 22-Aug. 3)	Economy fare (Aug. 4-May 21)	14 to 21-day excursion fare	GIT fare (including minimum ground package)	
\$559.10	\$473.60	¹ \$331	¹ \$370	\$275

¹ Not available Friday, Saturday, or Sunday, nor during the following periods: Eastbound June 10-July 4, Aug. 5-Aug. 22; westbound June 3-June 20, Aug. 19-Sept. 5.

² Proposed average per-person price of a European originating ITC based on certain modifications to existing ITC regulations as discussed herein.

C. The market for low-cost travel to the U.S. has not been developed

On the basis of a recent German survey, which is summarized below, it is obvious that the United States presently ranks well down the list as a vacation destination.

Where did you spend your vacation?