

### **Group Block vs. Group Air:**

**Group Block** is reserving 10 more tickets with one airline via a special contract, where the travelers are on the same flights round trip, and one form of payment is used for all tickets. All the tickets are held at the same price and can be ticketed at a later date.

**Group Air** is 10 or more travelers, traveling from a variety of origins and/or destinations. Individual (live sell) reservations are made for each traveler. Group Air groups are established with a specific start date and end date.

### What is a Group Block?

A **Group Block** is reserving 10 more tickets with one airline via a special contract, where the travelers are on the same flights round trip, and one form of payment is used for all tickets. All the tickets are held at the same price and can be ticketed at a later date.

#### In Summary:

- 10 or more travelers with same origin/destination, traveler on the same flights
- One form of payment used for all tickets
- Special Airline agreement/contract is confirmed
- Tickets can be issued at a later date
- Not eligible to comparison against individual live sell ticket pricing; all tickets are held at the same price in bulk to be ticketed at a later date.

## **Advantages of Group Block:**

- Guaranteed BASE pricing (airline taxes will vary and are not guaranteed until ticketing date) for the entire group
- The airline holds seats for the group, deferring ticketing and full payment until a later date
- Due to Fox World Travels' preferred status with some airlines, the deposit is waived
- For other airlines, minimal deposit required at time of holding space
- Some airlines allow for name changes at minimal cost policies vary by carrier. Below are the policies for the 4 major US carriers.
  - o United Free name changes up to 7 day prior to travel. Only 1 name change allowed per ticket
  - o Delta Free name changes up to 7 days prior to travel. Only 1 name change allowed per ticket
  - American Free name changes allowed up to 7 days prior to travel. Only 1 name change allowed per ticket
  - Southwest free name changes allowed up to 7 days prior to travel. Only 1 name change allowed per ticket
  - All other carriers please verify with your agent
- Allows group travel coordinators time to finalize number of travelers as the count may fluctuate up until the contract deadline without penalty

#### **Limitations/restrictions of Group Blocks**

- Single credit card must be used for all travelers
- Seating preferences -seats cannot be chosen, they are assigned by the airline and are not guaranteed.
- Frequent flier status may not be taken into consideration
- Frequent flier miles may not be credited to traveler. Please check with your agent to verify specific carrier policy.
- Deviations from main group flight may be limited or not allowed
- Online check-in may not be allowed
- Baggage fees may apply and are paid at the time of check-in



Group Block Space overview of top 4 US carriers			
Airlines	Blocked Space hold timeline	Pros	Cons
Delta	Can block space no more than 331 days prior	<ul> <li>No Deposits required due to FOX being Top Account</li> <li>No penalty for cancellation up to 95 days prior to travel</li> <li>Free name changes up to 7 days prior to travel</li> </ul>	<ul> <li>Baggage fees apply for domestic travel</li> <li>Int'l travel – 1 piece of checke baggage may be included to certain destinations.</li> </ul>
American	Can block space no more than 330 days prior	<ul> <li>No Deposits required due to FOX being Top Account</li> <li>No penalty for cancellation up to 95 days prior to travel</li> <li>Free name changes up to 7 days prior to travel</li> </ul>	<ul> <li>Baggage fees apply for domestic travel</li> <li>Int'l travel – 1 piece of checke baggage may be included to certain destinations.</li> </ul>
United	Can block space no more than 331 days prior	<ul> <li>No Deposits required due to FOX being Top Account (Except Tel Aviv)</li> <li>No penalty for cancellation up to 95 days prior to travel</li> <li>Free name changes up to 7 days prior to travel</li> </ul>	<ul> <li>Baggage fees apply for domestic travel</li> <li>Int'l travel – 1 piece of checke baggage may be included to certain destinations.</li> </ul>
Southwest	Can block space as long as they are selling seats for your travel dates. Check on Southwest.com to see if travel dates are open	<ul> <li>2 pieces of free checked bags.</li> <li>Name changes allowed up to 7 days prior to travel</li> </ul>	<ul> <li>Deposit must be paid - \$50 perseat. Must be paid by credit card.</li> <li>Deposit is due when contract signed.</li> <li>Once deposit is paid, group is under penalty if seats are dropped.</li> <li>Group desk is closed on weekends – can be difficult to get support in travel emergencies</li> </ul>

<sup>\*</sup>Exceptions may apply and are subject to change.



## What is Group Air?

**Group Air** is 10 or more travelers, traveling from a variety of origins and/or destinations. Individual (live sell) reservations are made for each traveler. Group Air groups are established with a specific start date and end date.

### Advantages of group air (live sell):

- No need to commit to the number of seats required
- Travelers can choose their own itineraries
- Form of payment can be different for each individual traveler
- No deposit necessary. Full payment due at time of ticketing
- Individual frequent flier miles can be applied
- Seat assignments can be requested
- Frequent flier status can be taken into consideration
- UW discount applied to qualifying tickets
- Total ticket cost reports are provided
- Accommodate groups with various departure cities (i.e. meeting and conference group travel)

# Limitations of group air (live sell):

- Air fare is not guaranteed until ticket is issued
- Tickets must be issued immediately and can not be put on hold
- Fares may vary for each traveler, based on flight availability
- Tickets are typically non-refundable
- Penalties apply (vary by carrier) for changes/cancellations
- Name changes are not allowed (some exceptions apply)
- Cancelled tickets can only be used by the traveler whose name is on the ticket