

COMPETITIVE PRICING TRACKER

FOR THE MONTH OF

MARCH 2013

Business News

Vol 5 Issue No3



Booking Date: February 18th 2013 ~ Travel Date: May 16th 2013

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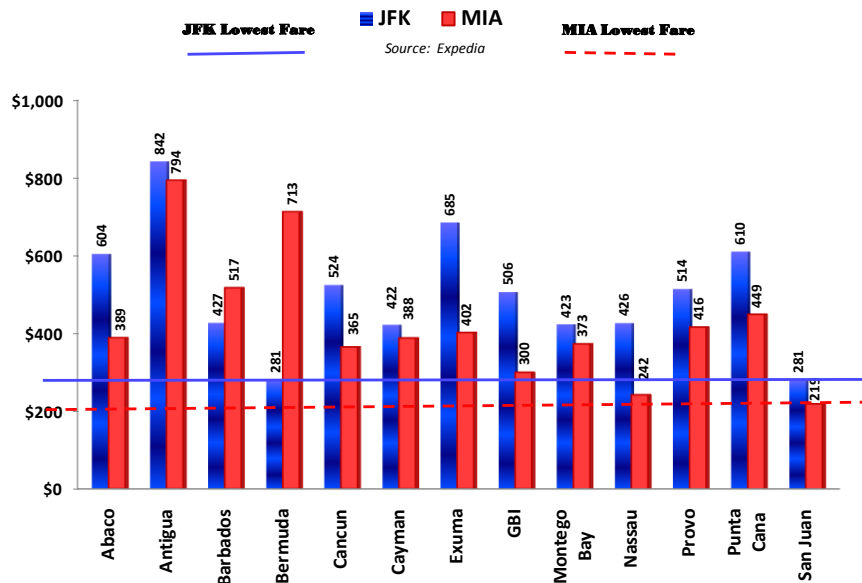
Airfares from JFK and MIA

As of May 16, 2013

Introduction

For this month's travel period, May 16th through May 19st 2013, the *average* best fare from MIA is \$428, down 0.2% m-o-m and up 6%, y-o-y. The *average* best air-fare from JFK is \$503, a 13% decrease m-o-m, and an increase of 9% y-o-y.

For the month of March 2013, United Airlines has increased the frequency of its Houston flight to NAS from weekly to daily - (see Appendix 2). Sky Bahamas has decreased the frequency of its FLL flight to NAS & GBI from 4 x wk to 2 x week.



TIOTB Fare Trends for May 2013

- The best NAS/MIA airfare is \$242, nonstop on Bahamasair, an increase of 5% m-o-m and up 13% y-o-y. The best NAS/JFK airfare is \$426 non-stop on JetBlue, a decrease of 23% m-o-m and up 22% y-o-y.
- The best GBI/MIA airfare is \$300, nonstop on American, a decrease of 3% m-o-m, up 6% y-o-y. The best GBI/JFK airfare is \$506, one-stop on American Airlines a decrease of 2% m-o-m, down 0.2% y-o-y.
- The best MHH/MIA airfare is \$389 with nonstop on American, up 7% m-o-m, down 5% y-o-y. The best MHH/JFK airfare is \$604, one-stop on American Airlines, a 28% decrease m-o-m, down 8% y-o-y.
- The best GGT/MIA airfare is \$402 nonstop on American, down 18% m-o-m, an increase of 12% y-o-y. The best GGT/JFK airfare is \$685, one-stop on American Airlines, down 10% m-o-m and up 21% y-o-y.

MIA	May-13	Apr-13	May-12	m-o-m diff	Y-O-Y diff
Abaco	389	362	410	7%	-5%
Antigua	794	684	607	16%	31%
Barbados	517	517	407	0%	27%
Bermuda	713	628	661	14%	8%
Cancun	365	304	336	20%	9%
Cayman	388	403	661	-4%	-41%
Exuma	402	489	360	-18%	12%
GBI	300	310	284	-3%	6%
Montego Bay	373	394	243	-5%	53%
Nassau	242	231	215	5%	13%
Provo	416	470	473	-11%	-12%
Punta Cana	449	503	413	-11%	9%
San Juan	219	283	185	-23%	18%
AVERAGE	\$428	\$429	\$404	0%	6%

JFK	May-13	Apr-13	May-12	m-o-m diff	Y-O-Y diff
Abaco	604	841	657	-28%	-8%
Antigua	842	763	548	10%	54%
Barbados	427	507	379	-16%	13%
Bermuda	281	387	381	-27%	-26%
Cancun	524	585	506	-10%	4%
Cayman	422	456	427	-7.5%	-1%
Exuma	685	763	567	-10%	21%
GBI	506	516	507	-2%	-0.2%
Montego Bay	423	524	413	-19%	2%
Nassau	426	554	350	-23%	22%
Provo	514	536	449	-4%	14%
Punta Cana	610	711	581	-14%	5%
San Juan	281	369	245	-24%	15%
AVERAGE	\$503	\$578	\$462	-13%	9%

This report reviews the air fare and package pricing (airfare and hotel) from New York (**JFK**) and Miami (**MIA**) to selected competitive markets against TIOTB. The package is assessed for a 4 day/3 night stay, *per person* with a travel departure on Thursday and return on Sunday - *based on two people travelling*.

This assessment is carried out in the middle of each month for a travel date **THREE MONTHS** out using **expedia.com**. Please note the booking date, as this snap shot pricing reported may differ when reviewed at a later time. In the airline industry the cost of an airfare and subsequent air packages fluctuate depending on the time of day, day of week and the amount of time that travel is *booked* away from day of departure. This report covers the travel departure date of May 16th, 2013 from MIA and JFK booked on February 18th, 2012.

The air fare quoted is for the lowest fare for travel on the specified departure date. Where available, the non-stop fare is used except in cases where it is *considerably* greater than a one-stop fare, hence the term “best fare”. The rationale is that persons travelling will weigh the value of a flight based on the factors of duration, number of stops and cost before selecting a flight.

Snapshot Air Fares Miami			
Destination	14-Mar-13	18-Apr-13	16-May-13
Antigua	673	684	794
Barbados	506	517	517
Bermuda	591	628	713
Cancun	318	304	365
GBI	299	310	300
GGT, Exuma	446	489	402
Grand Cayman	390	403	388
Marsh Harbour	361	362	389
Montego Bay	343	394	373
Nassau	230	231	242
Provo	439	470	416
Punta Cana	472	503	449
San Juan	203	283	219
Average	\$405	\$429	\$428

Snapshot Air fares from JFK			
Destination	14-Mar-13	18-Apr-13	16-May-13
Antigua	668	763	842
Barbados	456	507	427
Bermuda	376	387	281
Cancun	539	585	524
GBI	579	516	506
GGT, Exuma	738	763	685
Grand Cayman	454	456	422
Marsh Harbour	668	841	604
Montego Bay	423	524	423
Nassau	490	554	426
Provo	508	536	514
Punta Cana	625	711	610
San Juan	307	369	281
Average	\$485	\$578	\$503

Properties ranked on Hotel **star** rating, then lowest package price (JFK)

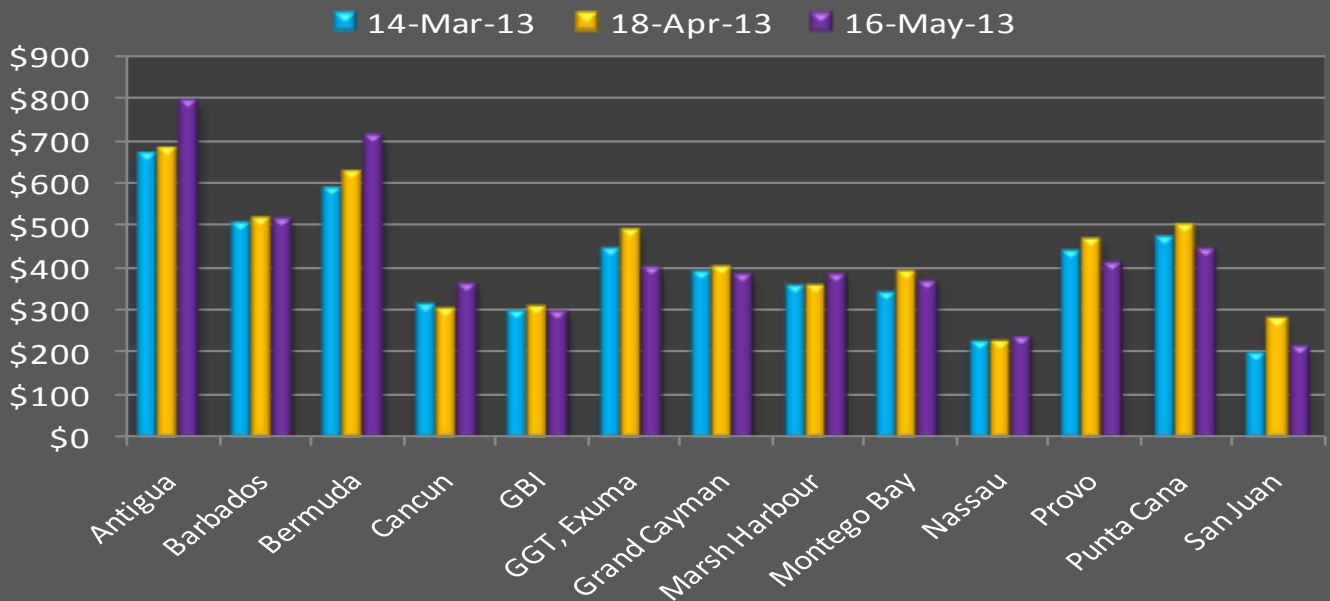
RANK	Hotel	JFK	MIA	Destination	Hotel* Rating	Travelers' Opinion
1st	El Conquistador Resort	575	532	San Juan	4	4.0
2nd	Sheraton Nassau Beach	582	538	Nassau	4	3.9
3rd	Pelican Bay Resort	605	435	GBI	4	4.3
4th	Marriott CasaMagna Resort	620	483	Cancun	4	4.7
5th	Grand Lucayan, a Radisson Resort	662	492	GBI	4	4.1
6th	RIU Palace	682	719	Punta Cana	4	4.0
7th	Atlantis Coral Towers	765	653	Nassau	4	3.9
8th	Hilton Barbados	779	869	Barbados	4	4.4
9th	Atlantis Royal Towers	832	770	Nassau	4	4.3
10th	The Fairmont Hamilton	1,008	1,397	Bermuda	4	4.4
11th	Hilton Rose Hall Resort	7,111	661	Montego Bay	4	4.3
12th	Blue Waters Cove~	N/A	1,360	Antigua	4	4.7
13th	ClubHotel RUI Bambu	594	644	Punta Cana	3.5	3.6
14th	Comfort Suites 7 Mile Beach	661	563	Cayman	3.5	4.1
15th	Atlantis Beach Towers	672	586	Nassau	3.5	4.1
16th	Barcelo Tucancun Beach All Inclusive	681	545	Cancun	3.5	4.0
17th	Abaco Beach Resort & Boat Harbour	1,117	875	Abaco	3.5	4.2
18th	Toby's resort	550	500	Montego Bay	3	4.0
19th	Amaryllis Beach Resort	705	795	Barbados	3	3.7
20th	Ports of Call	732	634	Providenciales	3	3.9
21st	Sandy Port Beaches	761	462	Nassau	3	3.4
22nd	Surf Side Beach Club	768	1,157	Bermuda	3	3.5
23rd	Pelican Beach Villas	875	633	Abaco	3	3.8
24th	Peace & Plenty	925	686	Exuma	3	4.3
25th	Comfort Suites PI	949	582	Nassau	3	4.1
26th	Coconut Beach	1,091	1,185	Antigua	3	4.1
27th	Nassau Palm Hotel	641	403	Nassau	2	2.7
	Average Package Price	\$998	\$710		<i>Out of 5</i>	<i>Out of 5</i>
~No Availability for travel dates 16 May - 19 May, 2013						

**SCHEDULE of Direct Int'l Flights to TIOTB
For the Month of March 2013**

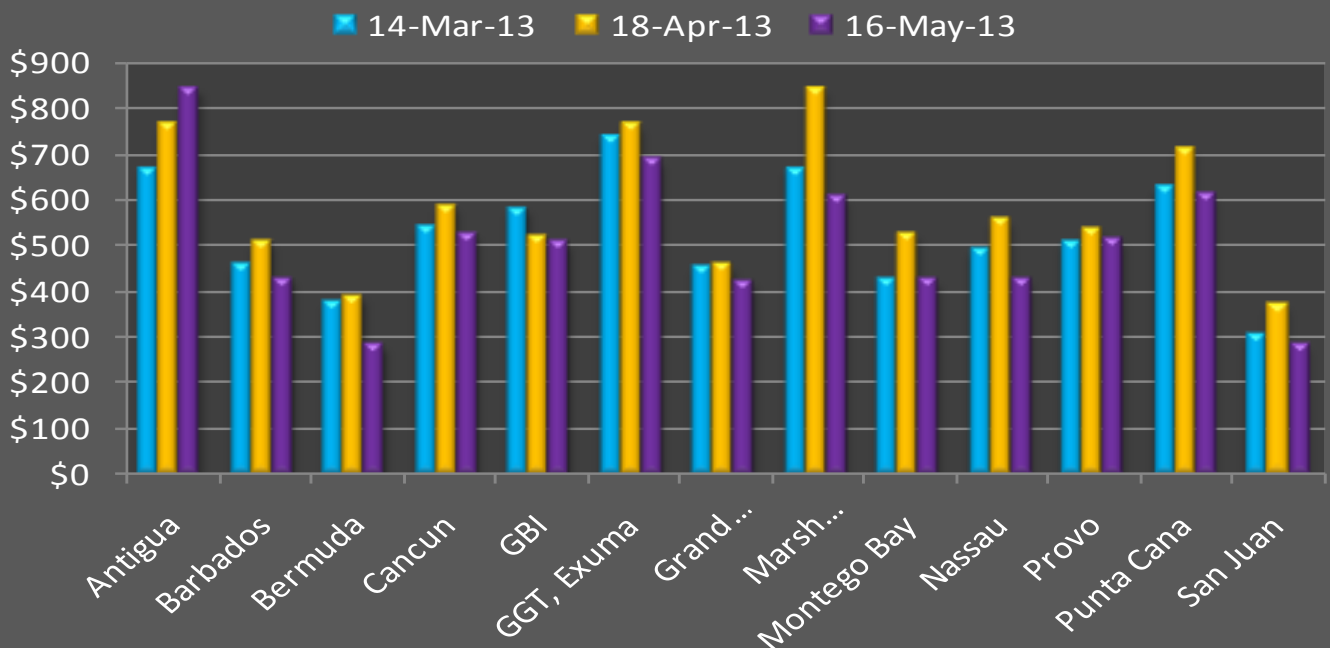
CITY AIRPORT	Bimini	North Eleuthera	Freeport	George Town	Governor's Harbour	Marsh Harbour	Nassau	San Salvador	Treasure Cay
Atlanta									
<i>Air Tran</i>							Daily*		
<i>Delta Air Lines</i>			Sa	W, Su			4 x day**		
Baltimore									
<i>Air Tran</i>							Daily		
Boston									
<i>JetBlue</i>							Daily		
Calgary									
<i>West Jet</i>							Sa		
Charlotte									
<i>US Airways</i>			Daily				3 x day		
Chicago									
<i>United Airlines</i>							Sa*		
Cleveland									
<i>United Airlines</i>							F, Sa		
Dallas/Fort Worth									
<i>American Airlines</i>							M,F,Sa,Su**		
Detroit									
<i>Delta Air Lines</i>							Sa**		
Fort Lauderdale									
<i>Bahamasair</i>			2 x day				3 x day		
<i>JetBlue</i>							3 x day		
<i>Silver Airways</i>	ex Tu, W**	Daily	2 x day	ex T, W*	ex T, W	Daily			Daily
<i>Sky Bahamas</i>			F, Su			ex Tu,W,Sa	F, Su		
<i>Spirit</i>								Sa	
Grand Cayman									
<i>British Airways</i>							Tu,W,F,Sa		
Havana, Cuba									
<i>Bahamasair</i>							W, Sa		
<i>Cubaña</i>							M,W,F,Su		
Houston									
<i>United Airlines</i>							Daily		
JFK									
<i>JetBlue</i>							2 x day**		
La Guardia									
<i>Delta Air Lines</i>							Daily		
London									
<i>British Airways</i>							ex M,Th		
Miami									
<i>American</i>		Daily	4 x day	2 x day		Daily	9 x day		
<i>Bahamasair</i>							3 x day		
Montego Bay									
<i>Caribbean Airlines</i>							M,Th,Su		
Montreal									
<i>Air Canada</i>							Sa		
Newark									
<i>United Airlines</i>							Daily**		
Orlando									
<i>Bahamasair</i>							Daily		
<i>JetBlue</i>							Daily		
<i>Silver Airways</i>						Daily			
Panama									
<i>Copa Airlines</i>							W,Th,Sa,Su		
Paris									
<i>XL Airways</i>								W	
Philadelphia									
<i>US Airways</i>			Sa				Daily		
Providenciales, Turks & Caicos									
<i>Air Turks & Caicos</i>							M,W,F		
<i>Bahamasair</i>							Tu,Th,Su		
<i>British Airways</i>							Su		
Toronto									
<i>Air Canada</i>				Sa, Su			Daily		
<i>Sunwing</i>							Th, Su		
<i>West Jet</i>			M, F				Daily		
West Palm Beach									
<i>Bahamasair</i>						ex Tu,W			
<i>Silver Airways</i>						Daily			
Washington, DC									
<i>US Airways</i>							Daily		
Westchester, NY									
<i>JetBlue</i>							ex Tu, W		

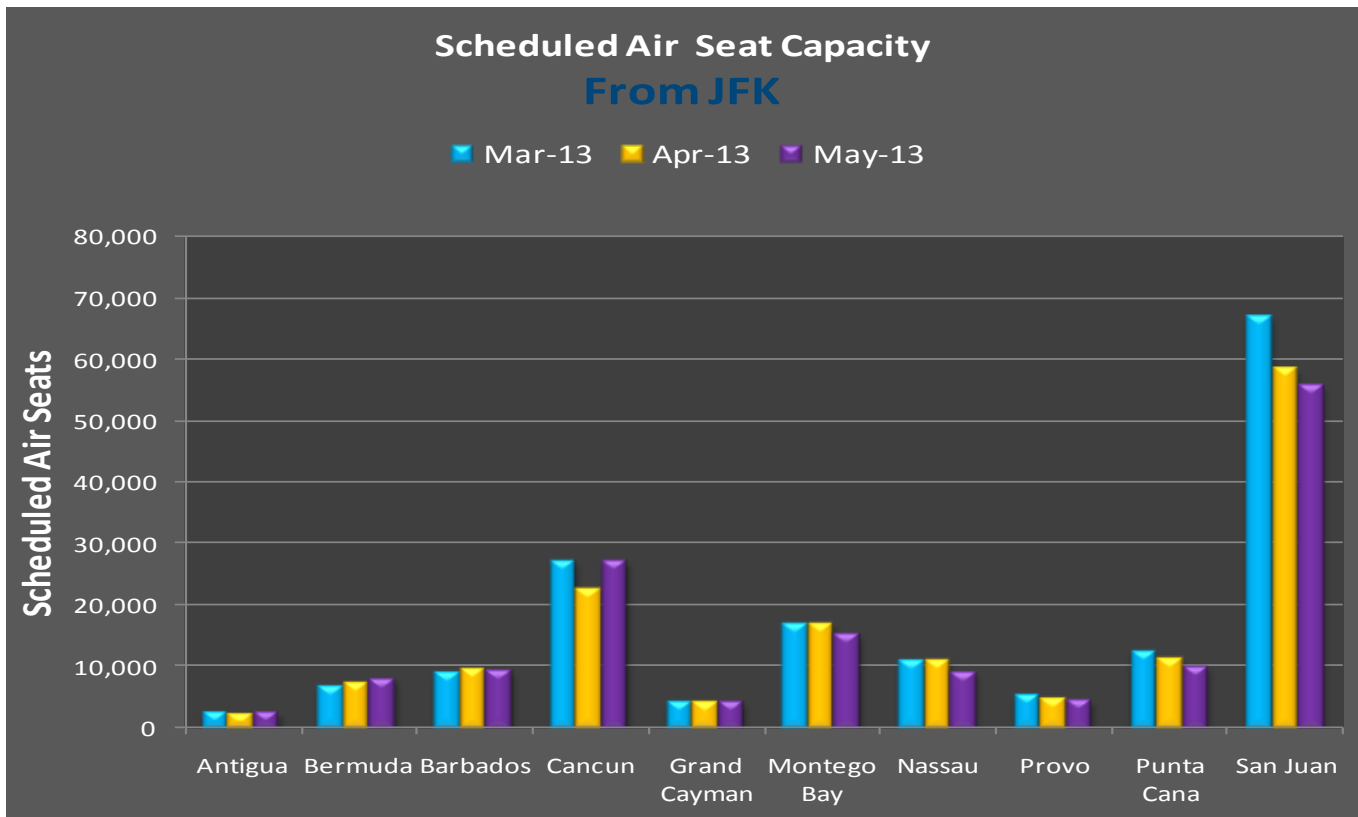
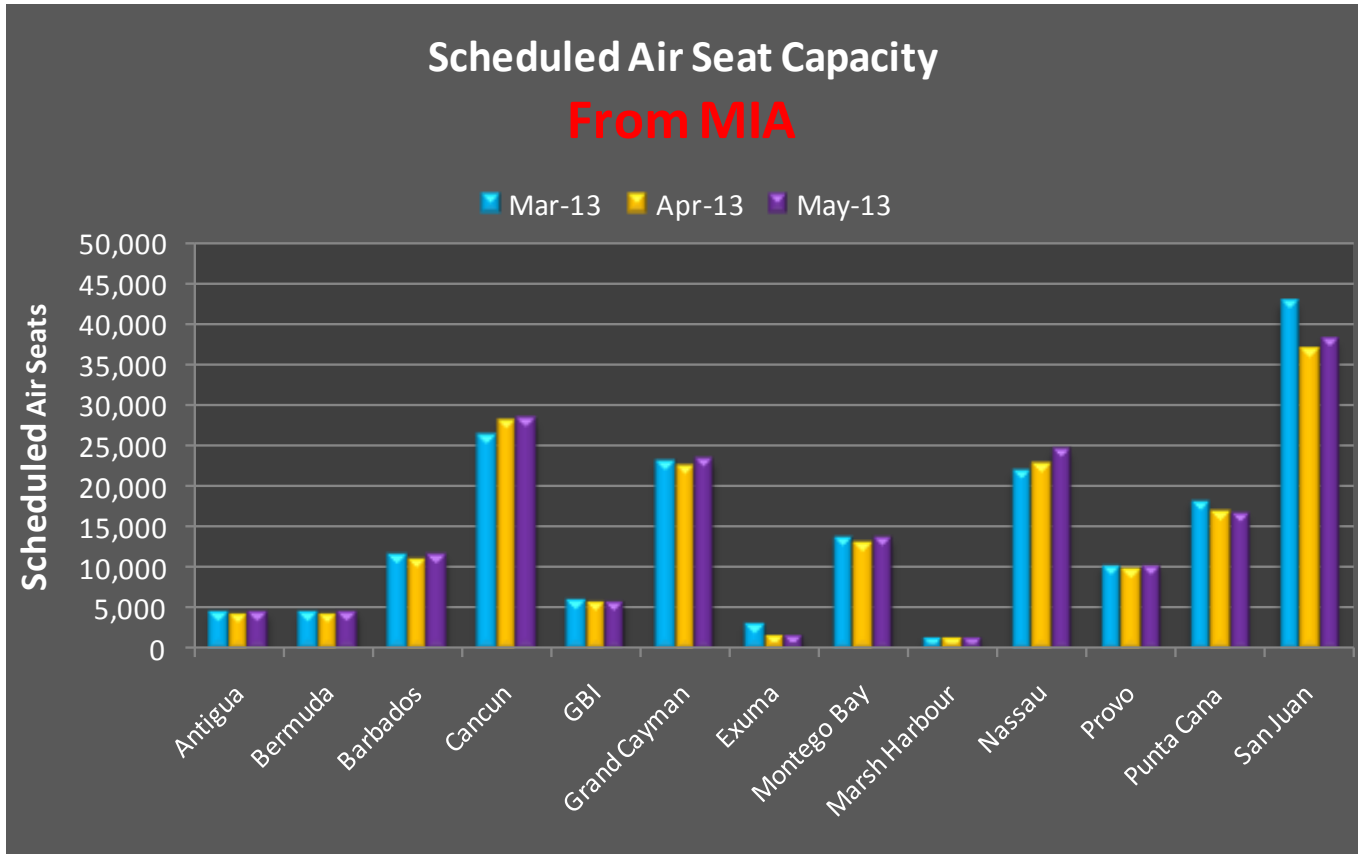
* Begins 09 Mar 2013

Snap Shot Competitive Air Fares From MIA



Snap Shot Competitive Air Fares From JFK





¹ NB. There are no direct seats from JFK to GBI, Marsh Harbour or Exuma

Fort Lauderdale Airfares vs Miami

Booking Date	Travel Date	Year	Origin	Destination	Airline	Stops	Connecting City	FLL Air Fare	MIA Air Fare
18-Feb	16-May	2013	FLL	San Juan	Spirit	Non-stop	-	\$175	\$219
18-Feb	16-May	2013	FLL	GBI	Bahamasair	Non-stop	-	\$240	\$300
18-Feb	16-May	2013	FLL	Nassau	Bahamasair	Non-stop	-	\$242	\$242
18-Feb	16-May	2013	FLL	Cancun	Spirit	Non-stop	-	\$315	\$365
18-Feb	16-May	2013	FLL	Montego Bay	Spirit	Non-stop	-	\$363	\$373
18-Feb	16-May	2013	FLL	Marsh Harbour	Silver Airways	Non-stop	-	\$374	\$389
18-Feb	16-May	2013	FLL	Exuma	Bahamasair	2 Stops	NAS, RSD	\$396	\$402
18-Feb	16-May	2013	FLL	Bermuda	Delta	1 Stop	ATL	\$487	\$713
18-Feb	16-May	2013	FLL	Barbados	Caribbean Airlines	1 Stop	POS	\$691	\$517
18-Feb	16-May	2013	FLL	Antigua	Caribbean Airlines	2 Stops	POS, BGI	\$710	\$794
18-Feb	16-May	2013	FLL	Cayman	US Airways	1 Stop	CLT	\$756	\$388
18-Feb	16-May	2013	FLL	Punta Cana	Air Tran	1 Stop	ATL	\$786	\$449
18-Feb	16-May	2013	FLL	Providenciales	Delta	1 Stop	ATL	\$821	\$416

POS: Port of Spain, Trinidad CLT: Charlotte, North Carolina RSD: Rock Sound ATL: Atlanta

Air Seat Capacity for TIOTB

Airport	Y-O-Y %		
	May-12	May-13	chg
Andros Town	102		-100%
Bimini	1,178	1,054	-11%
Cat Island	78		-100%
Chub Cay	54		-100%
North Eleuthera	3,360	3,416	2%
GBI	22,927	14,165	-38%
George Town	3,735	3,906	5%
Governor's Harbour	589	748	27%
Great Harbour Cay	102		-100%
Marsh Harbour	7,141	7,976	12%
Nassau/PI	149,010	140,150	-6%
Rock Sound	78		-100%
Treasure Cay	2,917	1,496	-49%
San Salvador	2,400	2,335	-3%
Grand Total	193,671	175,246	-10%