Deparment of Trade and Induscry

## press notice

## UNDERTAKINGS FROM P\&O AND STENA ACCEPTED IN FOLLOW-UP TO MMC REPORT

Margaret Beckett, President of the Board of Trade and Secretary of State for Trade and Industry, today announced that she has accepted undertakings from the Peninsular and Oriental Steam Navigation Company and Stena Line $A B$ in respect of their proposed joint venture to operate ferry services on cross-channel Short Sea routes. This is in accordance with the recommendation of the Director General of Fair Trading (DGFT).

P\&O and Stena have undertaken that the joint venture would be subject to a price cap on passenger fares under certain circumstances. These are
(i) where the DGFT finds that the aggregate market share of the joint venture and Eurotunnel of the market for tourist vehicles on Shor Sea routes is at least 90 per cent, and the joint venture's share is at least 30 per cent; and following
(ii) the end of duty free sales;
(iii) the expiry of any initial individual exemption granted by the European Commission pursuant to Article 85(3) of the EC Treaty. (The European Commission has stated that it intends to grant an exemption limited to three years.)
$\mathrm{P} \& \mathrm{O}$ and Stena have underaken that in these circumstances the joint venture would cap brochure prices at a level prevailing over a specified prior twelve month period. adjusted for the annual change in the retail price index and, where appropriate, for the end of duty free sales. The price cap would apply to prices for coaches, cars, motorbikes, any drivers and passengers accompanying such vehicles, car trailers, coach trailers and foot-passengers.

P\&O and Stena have further underaken that, under such circumstances, the joint venture would
notify the DGFT in advance of any permanent reduction in the number of vessels which the joint venture intends to operate on either the Dover-Calais or the Newhaven-Dieppe route, so that the DGFT may then review the operation of the undertakings;
in respect of quality standards, seek to secure ISO 9002 Accreditation for all parts of its business.

P\&O and Stena have, in addition, undertaken to provide the DGFT with such information as he considers necessary to monitor brochure prices and the tourist vehicle and foot-passenger markets on the routes served by the joint venture.

These undertakings follow the report by the Monopolies and Mergers Commission (MCMC) on the proposed joint venture. The undertakings are in line with the decision announced by Mrs Beckett when she published the report, and are sufficient to remedy or prevent the adverse effects identified by the MMC.

## Votes to Editors

1. The MMC's report "The Peninsular and Orientat Steam Navigation Company and Stena Line $A B$ : a report on the proposed merger" (CM 3664), was published on 19 November 1997
2. The MMC unanimously concluded that on balance the joint venture may be expected to operate against the public interest in so far as it concerns the provision of ferry services in the Shor Sea passenger market after 1999. They expected that the loss of competition between P\&O and Stena would lead to a situation in which the joint venture and Eurotunnel held a position of duopoly in the Short Sea passenger market, and that as a result fares would rise. The MMC stated that by "a duopoly position" they meant "a position where Eurotunnel and the joint venture have no competitors in the relevant market or have a position of such dominance that they could act independently of other competitors". They concluded that the joint venture was unlikely to have adverse effects on the public interest in respect of the carriage of freight, or in respect of passenger services in the period up to the abolition of the duty free concession in June 1999. Mrs Beckett accepted the MMC's conclusions on the public interest, but stated that she was mindful that the future development of the passenger market after the abolition of the duty free concession was uncertain.
3. The MMC majority recommended that the joint venture should be allowed to proceed after the giving of undertakings intended to preserve competition from other ferry companies. One member argued in a minority report that the merger should be prohibited. The DGFT also advised Mrs Beckett that he favoured prohibition. Mrs Beckett accepted the DGFT's advice that the undertakings recommended by the MMC would not be effective. She decided that, particularly in view of the uncertainties, prohibition of the merger would not be warranted. She asked the DGFT to seek undertakings from the parties that should a duopoly situation involving the joint venture and Eurotunnel develop, and following the abolition of duty free, the joint venture should be subject to a cap on passenger fares. Mrs Beckett stated that she wished her decision to provide as coherent an approach as possible from the European and UK competition authorities, while meeting her concerns. ( $\mathrm{P} / 97 / 295$ ).
4. The European Commission gave notice in the Official Journal of the European Communities on 6 February 1998 that it intends to take decision finding that the proposed joint venture infringes Article 85(1) of the EC Treaty but is capable of exemption within the meaning of Article $85(3)$. The notice states that the Commission considers that in view of the effects of the abolition of duty-free sales being uncertain, the duration of the intended exemption should be limited to three years from the date of implementation of the agreement.
5. Under section 93A of the Fair Trading Act 1973, undertakings given following an MMC report are enforceable through the Courts. Under Section 88 of the Act they must be published.
6. The undertakings have been given by the Peninsular and Oriental Steam Navigation Company, Stena Line AB, Stena Line (UK) Limited and P\&O Dover (Holdings) Limited. The text of the undertakings appears as an Annex to this notice.

Press Enquiries: 0171-215 5971/2/4/5966
(Out of Hours: 0171-215 5110/5600)
Public Enquiries: 0171-215 5000
General Enquiries Textphone (for those with hearing impairments): 0171-2156740

# THE PENINSULAR AND ORIENTAL STEAM NAVIGATION COMPANY STENA LINE AB (PUBL) 


#### Abstract

UNDERTAKINGS BY THE PENINSULAR AND ORIENTAL STEAM NAVIGATION COMPANY, STENA LINE AB (PUBL), STENA LINE (UK) LIMITED AND P\&O DOVER (HOLDINGS) LIMITED TO THE SECRETARY OF STATE FOR TRADE AND INDUSTRY UNDER SECTION 88(2) OF THE FAIR TRADING ACT 1973


#### Abstract

WHEREAS The Peninsular and Oriental Steam Navigation Company ('P\&O') and Stena Line AB (publ) ('Stena') by means of its subsidiary Stena Line (UK) Limited ('Stena UK') propose to combine all of their respective ferry enterprises on the Short French Sea and Belgian Straits in a joint venture holding company currently called P\&O Dover (Holdings) Limited ('P\&O Holdings'):


WHEREAS P\&O and Stena by means of its subsidiary Stena UK propose that P\&O Holdings and its subsidiaries will form the joint venture holding and operating companies;

WHEREAS on 28 November 1996 the Secretary of State for Trade and Industry ('the Secretary of State') referred the resulting merger situation to the Monopolies and Mergers Commission ('the Commission') under sections 64, 69 and 75 Fair Trading Act 1973 ('the Act');

WHEREAS the report of the Commission on that reference as laid before Parliament in November 1997 (Cmnd 3664) sets out such conclusions as are mentioned in section 73(1) of the Act;
(ii) 'the route between Dover and Calais' shall be deemed to include an! similar route substituted by $\mathrm{P} \& \mathrm{O}$ Holdings for whatever reason: or
(c) if P\&O Holdings supplies services using two or fewer Vessels on the route between Newhaven and Dieppe. withdraw for more than three consecurive calendar months any Vessel supplying services on such route without first. in each instance, giving notice to the Director so that he may review the operation of these undertakings and in particular the amount and structure of the New UK Brochure Price, and
(i) unless $\mathrm{P} \& \mathrm{O}$ Holdings cannot reasonably foresee by 90 days such withdrawal. notice to the Director is to be provided 90 days before P\&O Holdings so withdraws the relevant Vessel and in all other circumstances notice to the Director is to be provided as soon as is reasonably practicable and
(ii) 'the route between Newhaven and Dieppe' shall be deemed to include any similar route substituted by $\mathrm{P} \& \mathrm{O}$ Holdings for whatever reason.
(2) Subject to paragraph (3) below, P\&O Holdings shall use all reasonable endeavours to obtain and retain for all parts of its business an ISO 9002 Accreditation from the British Standards Institute.
(3) The undertakings set out in paragraphs (1) and (2) above shall first apply from the day following the later of:
(a) if an initial individual exemption pursuant to Article 85(3) of the EC Treaty is granted in case IV/MAR/36.253 by the European Commission as indicated in the press release from the European Commission dated 19 November 1997 (reference number IP/97/1008), then the day on which the term of that initial individual exemption expires;
(2) The undertakings in paragraph (1) above shall apply to each particular service that P\&O Holdings is providing on the Short Sea Routes but only for so long as that particular service continues to be provided.

## Information

3.- (1) P\&O. Stena. Stena UK and P\&O Holdings shall each provide promptly to the Director such Information as the Director considers necessary to monitor inter alia:
(a) the market for Tourist Vehicles and Foot Passengers on the Short Sea Routes:
(b) New UK Brochure Prices, Old UK Brochure Prices, Fixed 1997 Fares or Fixed Fares; or
(c) the Maximum Permitted Price and the ISO 9002 Accreditation.
(2) The Information shall be provided to the Director in such form as he requests and at the end of three calendar months after the date of these undertakings and at the end of every three calendar months thereafter or at such other times as the Director may request.

## Subsidiaries

4.-... P\&O, Stena, Stena UK and P\&O Holdings shall procure that their subsidiaries (as defined in section 736 of the Companies Act 1985) comply with these undertakings as if they had given them.

## Joint venture vehicle

5.- P\&O, Stena and Stena UK shall ensure that their respective tourist ferry enterprises on the Short French Sea and Belgian Straits shall not be combined in any group of companies other than $\mathrm{P} \& \mathrm{O}$ Holdings and its subsidiaries (as defined in section 736 of the Companies Act 1985).

## Interpretation

7.- In these undertakings:
'the Act means the Fair Trading Act 1973 as amended from time to time:
'the Arithmetic Mean' means the mean calculated by reference to the amount of revenue received from sales of the relevant Published Fares;
-Base Period', in each case when the Relevant Market Share is found to exist. means the twelve whole calendar months preceding the day three calendar months before the day on which the Relevant Market Share exists;
'Base Price' means:
(a) if the Relevant Market Share exists before or on the day which is thirty nine calendar months following the Duty Free End Date, then the Old 1997 UK Brochure Price and each Fixed 1997 Fare; otherwise
(b) if the Relevant Market Share does not exist until after the day which is thirty nine calendar months following the Duty Free End Date, each Old UK Brochure Price which has prevailed in the Base Period and each Fixed Fare which has prevailed in the Base Period;
and in calculating the Base Price, if the types, categories, combinations and material conditions for each identifiable Published Fare which are used to calculate any New UK Brochure Price are not identical to the types, categories, combinations and material conditions for each identifiable Published Fare which either:
(a) were used to calculate any Old 1997 UK Brochure Price or Fixed 1997 Fare for the purposes of sub-paragraph (a) above; or
(c) the type of Vessel which may be used to supply relevant services: and
(d) the terms and conditions set out in Schedule 5 but only to the extent that they are considered material by the Director in relation to the Fixed 1997 Fares or the Fixed Fares:
-Basket' means:
(a) the bundle of Published Fares in any of the Car Basket, Bike Basket or Car Trailer Basket respectively for any type of single ticket: or
(b) the bundle of Published Fares in any of the Car Basket, Bike Basket or Car Trailer Basket respectively for any type of return ticket
and listed in Schedule 1 or calculated as shown in Schedule 2 hereto as the case may be:
-Belgian Straits' means the sea crossing between ports in Kent (including, tor example. Dover and Ramsgate) and ports in Belgium (including, for example, Oostende and Zeebrugge);
'Bike Basket' means the bundle of Published Fares for
(a) any driver and passengers accompanying any vehicle and
(b) any vehicle
where the vehicle is listed on a UK Driving Licence within categories A (if no side-car is anached), Al (if no side-car is attached) or $P$;
'Car Basket' means the bundle of Published Fares for

- Duty Free End Date means 30 June 1999. being the end date given in Article 28 of Council Directive $92 / 12$.EEC for the purposes of excise duty and in Article 28 k of Council Directive 77/388/EEC for the purposes of value added tax for the exemption from excise duty and value added tax granted by Member States of the European Community in respect of certain supplies in tax-free shops. or such later end date as may be agreed by the Council of Ministers, in responding to a proposal from the European Commission, and as may consequently be provided for by the governments of the Kingdom of Belgium, Republic of France or the United Kingdom acting under relevant European Community legislation as being the final day on which such exemptions or substitute exemptions of an equivalent effect may apply;
-Eurotunnel' means for the time being Eurotunnel ple, a company incorporated in England \& Wales with company registered number 1960271 having as its registered office Cheriton Parc, Cheriton High Street, Folkestone, Kent CT19 4QS operating transportation facilities through the Channel Tunnel and all subsequent companies operating the same facilities;
-Fixed 1997 Fare' means the specific fares listed on a route by route basis in Schedule 3 hereto;
-Fixed Fare' means Published Fares for:
(a) coaches, their drivers and passengers being:
(i) any driver and passengers accompanying any vehicle and
(ii) any vehicle
where the vehicle is listed on a UK Driving Licence within categories DI or D ('Coaches'); or

RPI at 1 June 1997 or, if sub-paragraph (b) of the definition of Base Price applies, then RPI for the same month as the mid-point in the Base Period
and in all subsequent years during which the undertakings contained in clause 1 above apply (ie. iz1):

MaximumPermittedPrice ${ }^{t}=\sum_{i=1}^{n} P_{1}^{t-1} * W_{1}^{t-1} * \frac{R P I^{t}}{R P I^{t-1}} * \frac{\text { MPP } P^{t-1}}{\text { NewUKBrochurePrice }}$
where: $\mathrm{P}_{1}{ }^{\prime}=$ each of the Published Fares for a particular Basket or the Arithmetic Mean thereof between $t-1$ and $t$ as the case may be which has been published in a UK Brochure produced by or on behalf of $\mathrm{P} \& \mathrm{O}$ Holdings or the Companies as the case may be at time $t$;
and where:

$$
W_{i}^{t-1}=\frac{R_{t}^{c-1}}{\sum_{i=1}^{n} R_{i}^{t-1}}
$$

where: $R_{i}^{\prime}=\quad$ revenue from Published Fare $i$ in the twelve months between $t$ and $\mathfrak{t}+1$;
$\mathrm{t}=\quad$ time (in years) since the day on which the undertakings in clause 1 hereto applied, or any later day from which they applied pursuant to clause 6 above;
$\mathrm{n}=\quad$ number of Published Fares in the relevant Basket; and RPI $=\quad$ current RPI
and mutatis mutandis (save as to weighting) for a Fixed Fare or a Fixed 1997 Fare;
'Information' means any information or documents which the Director in his absolute discretion considers necessary and may include market or other information or documents on a route by route basis for Short Sea Routes served by any of the

VewUKBrochurePrice(attimet) $=\sum_{i=1}^{n} P_{1}^{\prime}=W_{1}^{\text {base }}$

Where: $P_{1}^{\prime}=\quad$ each of the Published Fares for a particular Basket which is or will be published in a UK Brochure produced by or on behalf of P\&O Holdings at time $t$;
$W_{1}^{\text {base }} \quad \quad$ the weights used to calculate the Base Price
$t=0 \quad$ the day on which the undertakings in clause 1 hereto applied. or any later day from which they applied pursuant to clause 6 above:
$n=\quad$ number of Published Fares in the relevant Basket;
and in all subsequent years during which the undertakings in clause 1 hereto apply or re-apply (ie. where tz l):

$$
\text { New UKBrochurePrice(attimet) }=\sum_{i=1}^{n} P_{1}^{\prime} * W_{1}^{t-1}
$$

where: $P_{i}^{\prime}=$ each of the Published Fares for a particular Basket which is or will be published in a UK Brochure produced by or on behalf of P\&O Holdings at time t ;
and where:

$$
W_{1}^{i-1}=\frac{R_{1}^{i-1}}{\sum_{i=1}^{n} R_{1}^{i-1}}
$$

where: $R_{i}^{\prime}=$
$n=$
revenue from Published Fare i in year t and where 'year t ' is the twelve months between $t$ and $\mathrm{t}^{+1}$; the day on which the undertakings in clause 1 hereto applied. or any later day from which they applied pursuant to clause 6 above; number of Published Fares in the relevant Basket;
any Foot Passenger by any one of the Companies on the Short Sea Routes and such identifiable prices must be or have been published in a LiK Brochure, and the meaning of a Published Fare may be illustrated as follows: any Car Basket for return fares. for example. would be likely to include Published Fares for two levels of car occupancy (car -driver -one passenger and car+driver + up to eight passengers), two ticket types ( 5 day retum and standard return) and four ticket categories (peak season (band B). high season (band C), mid season (band D) and low season (band E)) such that:

$$
2 * 2 * 4=16 \text { Published Fares; }
$$

-the Relevant Market Share' exists on the final day of any continuous three calendar month period in which the Director finds that all of the following conditions have been fulfilled for the duration of that three calendar month period:
(a) the aggregate market share of $\mathrm{P} \& \mathrm{O}$ Holdings and Eurotunnel of the market for Tourist Vehicles on the Short Sea Routes is at least 90\%;
(b) the market share of P\&O Holdings of the market for Tourist Vehicles on the Short Sea Routes is at least 30\%; and
(c) there have been no short-lived circumstances, such as but not limited to the refitting of sea-going Vessels or force majeure, which have existed for a period equal to or less than two calendar months and which have led to the fulfilment of the market share figures given in sub-paragraphs (a) and (b) above in circumstances which do not reflect a sustainable change in the structure of the relevant market;
'Revenue Adjustment Figure' means either:
(a) the figures calculated on a route by route basis for single ('RAFl') and retum ('RAF2') tickets and listed in Schedules 1 and 3 hereto representing the agreed

House. Park Street. Ashford. Kent TN2 48 EX :

- Tourist Vehicles` means any driver and passengers accompanying any vehicle listed on a LK Driving Licence within categories A. Al, B. Bl. C, D, DI. B+E. C. - E (total weight less than 8.250 kg ). $\mathrm{D}+\mathrm{E} . \mathrm{Dl}+\mathrm{E}$ or P .
-UK Brochure' means a brochure or equivalent marketing material being produced by or on behalf of $\mathrm{P} \& O$ Holdings, published in the UK, containing Published Fares and making offers for services to the public and those Published Fares must be or have been available for booking by the public during a continuous period of at least three months:
'UK Driving Licence' means a current standard UK driving licence (European Communities model), an example of which is contained in Schedule 6 hereto and should a standard UK driving licence following execution of these undertakings be amended by law, then the Director shall select the relevant categories of vehicles which are to be used to interpret these undertakings.


# FOR AND ON BEHALF OF STENA LINE (LK) LIMITED 

$\qquad$ Date
Director

## Difectof/Secretary

# FOR AND ON BEHALF OF P\&O DOVER (HOLDINGS) LIMITED 

Date
Director

Director/Socretary
H. FTA.MERGERSIP\&OSTENAIUNDERI.WPD

# SCHEDULE 1 <br> (clause 7) 

Old 1997 UK Brochure Prices

1. OLD 1997 UK BROCHURE PRICES FOR DOVER-CALAIS

Single

| No | Basket | average <br> weighted <br> fare | Revenue <br> Adjustment <br> Figure | Old 1997 UK <br> Brochure <br> Price |
| :--- | :--- | :--- | :--- | :--- |
| 1 | Car Basket | $£ 91.81$ | 1.2 | $£ 110.17$ |
| 2 | Bike Basket | $£ 47.66$ | 1.2 | $£ 57.19$ |
| 3 | Car Trailer Basket | $£ 32.45$ | 1.0 | $£ 32.45$ |

Return (all types)

| No | Basket | average <br> weighted <br> fare | Revenue <br> Adjustment <br> Figure | Old 1997 UK <br> Brochure <br> Price |
| :--- | :--- | :--- | :--- | :--- |
| 1 | Car Basket | $£ 142.99$ | 1.2 | $£ 171.59$ |
| 2 | Bike Basket | $£ 63.66$ | 1.2 | $£ 76.39$ |
| 3 | Car Trailer Basket | $£ 49.90$ | 1.0 | $£ 49.90$ |

2.OLD 1997 UK BROCHURE PRICES FOR NEWHAVEN-DIEPPE

Single

| No | Basket | average <br> weighted <br> fare | Revenue <br> Adjustment <br> Figure | Old 1997 UK <br> Brochure <br> Price |
| :--- | :--- | :--- | :--- | :--- |
| 1 | Car Basket | $£ 100.16$ | 1.2 | $£ 120.19$ |
| 2 | Bike Basket | $£ 48.77$ | 1.2 | $£ 58.52$ |
| 3 | Car Trailer Basket | $£ 34.71$ | 1.0 | $£ 34.71$ |

## Return Tickets (all types) - Car Basket

Old 1997 UK Brochure Price $=$ average weighted fare * R+F?
where RAF2 $=$ Revenue Adjustment Figure for retum tickets: and

$$
\text { averageweightedfare }=\sum_{i=1}^{n} P_{1}=W_{1}
$$

where $\mathrm{Pi}=$ the Arithmetic Mean of each of the Published Fares for retum journeys for those persons and vehicles travelling within a Car Basket which have been published in a UK Brochure produced by or on behalf of the Companies each such Published Fare having prevailed during the twelve months to 1 December 1997 (eg a five day return in low season for a Car, driver and a Passenger) $W_{i}=$ the weight attached to each such Published Fare;
and the weights equate to the proportion of revenue accounted for by each such Published Fare ie:

$$
W_{1}=\frac{P_{i} * Q_{i}}{\sum_{i=1}^{n} P_{i} * Q_{i}}
$$

where $\mathrm{Qi}=$ the volume of sales during the twelve months to 1 December 1997 for each Published Fare i and where:

$$
\sum W_{1}=1
$$

Each of the above two examples applies to each of the Bike Basket and Car Trailer Basket mutatis mutandis.

## SCHEDULE 2

(clause 7)

## Old UK Brochure Price

## 1. FORMULAE TO CALCULATE THE BASE PRICES FOR EACH ROUTE

## Single Tickets - Car Basket

The Old UK Brochure Price is:

$$
\text { OldUKBrochurePrice }=\sum_{i=1}^{n} P_{i} * W_{1}
$$

where $\mathrm{Pi}=$ each of the Published Fares for single joumeys for those persons and vehicles travelling within a Car Basket or the Arithmetic Mean thereof which has been published in a UK Brochure produced by or on behalf of $\mathrm{P} \& \mathrm{O}$ Holdings each such Published Fare having prevailed during Base Period (eg a single in low season for a Car, driver and one Passenger)
$\mathrm{Wi}=$ the weight attached to each such Published Fare;
and the weights equate to the proportion of revenue accounted for by each such Published Fare ie:

$$
W_{1}=\frac{P_{1} * Q_{i}}{\sum_{i=1}^{n} P_{1} * Q_{1}}
$$

where $\mathrm{Qi}=$ the volume of sales during the Base Period for such Published Fare i and where:

$$
\sum W_{1}=1
$$

## Return Tickets (all types) - Car Basket

The Old UK Brochure Price is:

$$
\text { OldUKBrochurePrice }=\sum_{1=1}^{n} P_{1} * W_{1}
$$

## SCHEDULE 3

(clause 7)

## Fixed 1997 Fares

The Revenue Adjustment Figure ('RAF') applies to all fares listed below other than:
(a) Foot Passenger fares for children aged under 14 years; and
(b) Coach Trailer fares.

## Single Tickets

Fixed 1997 Fare $=$ each fare listed below * RAF1
where: RAFl $=: \quad$ Revenue Adjustment Figure for single tickets $=1.2$ for adult foot passengers, 1.0 for child foot passengers, and 1.4 for coaches.

Return Tickets (all types)
Fixed 1997 Fare $=$ each fare listed below * RAF2
where: RAF2 $=\quad$ Revenue Adjustment Figure for return tickets $=1.2$ for adult foot passengers, 1.0 for child foot passengers, and 1.4 for coaches.

## FOOT PASSENGERS

Foot Passengers travelling alone or in groups of less than ten adults aged fourteen years or over for Dover-Calais and for Newhaven-Dieppe on any Vessel other than a high-speed craft for any day in the year

| Type | single | 5 day return | standard return |
| :--- | :--- | :--- | :--- |
| Adult | $£ 24.00$ | $£ 24.00$ | $£ 48.00$ |
| Child (aged 4 years <br> and under 14 years) | $£ 12.00$ | $£ 12.00$ | $£ 24.00$ |
| Child (aged under 4 <br> years) | FREE | FREE | FREE |


| Type | Standard <br> 1 Apr-30 Sep | Economy <br> 1 Apr-30 Sep | Standard <br> 1 Oct-31 Mar | Economy <br> 1 Oct-31 Mar |
| :--- | :--- | :--- | :--- | :--- |
| Over 120 <br> hours <br> excursion <br> return |  |  | - |  |
| Adult | $£ 24.00$ | $£ 19.00$ | $£ 19.00$ | $£ 14.00$ |
| Child (aged 4 <br> years and under <br> 14 years) | $£ 17.00$ | $£ 12.00$ | $£ 15.00$ | $£ 10.00$ |
| Child (aged <br> under 4 years) | FREE | FREE | FREE | FREE |

Foot Passengers travelling in groups of ten or more adults aged fourteen years or over for Newhaven-Dieppe on a Vessel which is a high-speed craft for any day in the year

The above listed fares apply mutatis mutandis with a surcharge of $£ 2.50$ for each single ticket and with a surcharge of $£ 5.00$ for each return ticket. Children aged under 4 years travel free.

## COACHES

There are seven different sorts of Coaches:

Minibus
Small Coach
Single/Semi(28)
Single/Semi(38)
SingleiSemi (62)
Double Deck
Empty Coach
a minibus up to 7 metres (maximum 21 passengers including driver) a small coach up to 10 metres (maximum 28 passengers including driver) a single/semi deck coach (maximum 28 passengers including driver) a single/semi deck coach (maximum 38 passengers including driver) a single/semi deck coach (maximum 62 passengers including driver) a double deck coach
any of the above (other than a Minibus) carrying a maximum of 3 drivers or couriers

| Type | Standard <br> 1 Apr-30 Sep | Economy <br> 1 Apr-30 Sep | Standard 1 Oct-31 Mar | Economy $1 \text { Oct-31 Mar }$ |
| :---: | :---: | :---: | :---: | :---: |
| 120 hours excursion return |  |  | - |  |
| Minibus | £210.00 | £160.00 | $£ 150.00$ | $£ 100.00$ |
| Small Coach | £ 450.00 | £350.00 | £400.00 | £300.00 |
| Single/Semi (28) | $£ 480.00$ | £ 380.00 | $£ 420.00$ | £320.00 |
| $\begin{aligned} & \text { Single/Semi } \\ & (38) \end{aligned}$ | £570.00 | $£ 470.00$ | $£ 440.00$ | £ 40.00 |
| Single, Semi (62) | £660.00 | £560.00 | $£ 530.00$ | $£ 430.00$ |
| Double Deck | $£ 750.00$ | $£ 650.00$ | £620.00 | £520.00 |
| Over 120 hours excursion return |  |  |  |  |
| Minibus | $£ 280.00$ | £230.00 | £220.00 | £170.00 |
| Small Coach | $£ 540.00$ | $£ 440.00$ | $£ 450.00$ | $£ 350.00$ |
| $\begin{aligned} & \text { Single/Semi } \\ & (28) \end{aligned}$ | £580.00 | $£ 480.00$ | $£ 480.00$ | $£ 380.00$ |
| Single/Semi (38) | £650.00 | $£ 550.00$ | £510.00 | £410.00 |
| $\begin{aligned} & \text { Single/Semi } \\ & (62) \end{aligned}$ | £740.00 | £640:00 | £600.00 ... | $£ 500.00$ |
| Double Deck | $£ 840.00$ | £740.00 | £690.00 | £590.00 |

SCHEDULE 4
(clause 7)
Fixed Fares

## FOOT PASSENGERS

Foot Passengers travelling alone or in groups of less than ten adults aged fourteen years or over for Dover-Calais and for Newhaven-Dieppe on any Vessel other than a high-speed craft for any day in the year

| Type | single | 5 day return | standard return |
| :--- | :--- | :--- | :--- |
| Adult |  |  |  |
| Child (aged 4 years <br> and under 14 years) |  |  |  |
| Child (aged under 4 <br> years) |  |  |  |

Foot Passengers travelling in groups of ten or more adults aged fourteen years or over for Dover-Calais and for Newhaven-Dieppe on any Vessel other than a high-speed craft for any day in the year

| Type | Standard <br> 1 Apr-30 Sep | Economy <br> 1 Apr-30 Sep | Standard <br> 1 Oct-31 Mar | Economy <br> 1 Oct-31 Mar |
| :--- | :--- | :--- | :--- | :--- |
| Single |  |  |  |  |
| Adult |  |  |  |  |
| Child (aged 4 <br> years and under <br> 14 years) |  |  |  |  |
| Child (aged <br> under 4 years) |  |  |  |  |

## COACHES

There are seven different sorts of Coaches:

Minibus
Small Coach
Single/Semi(28)
SingleiSemi(38)
Single:Semi (62)
Double Deck
Empty Coach
a minibus up to 7 metres (maximum 21 passengers including driver) a small coach up to 10 metres (maximum 28 passengers including driver) a single/semi deck coach (maximum 28 passengers including driver) a single/semi deck coach (maximum 38 passengers including driver) a single/semi deck coach (maximum 62 passengers including driver) a double deck coach
any of the above (other than a Minibus) carrying a maximum of 3 drivers or couriers

| Type | Standard <br> 1 Apr-30 Sep | Economy <br> 1 Apr-30 Sep | Standard <br> 1 Oct-31 Mar | Economy <br> 1 Oct-31 Mar |
| :--- | :--- | :--- | :--- | :--- |
| Single |  |  |  |  |
| Minibus |  |  |  |  |
| Small Coach |  |  |  |  |
| Single/Semi <br> (28) |  |  |  |  |
| Single/Semi <br> (38) |  |  |  |  |
| Single:Semi <br> $(62)$ |  |  |  |  |
| Double Deck |  |  |  |  |
| Empty Coach |  |  |  |  |


| Type | Standard <br> 1 Apr-30 Sep | Economy <br> 1 Apr-30 Sep | Standard <br> 1 Oct-31 Mar | Economy <br> 1 Oct-31 Mar |
| :--- | :--- | :--- | :--- | :--- |
| Over 120 <br> hours <br> excursion <br> return |  |  | - |  |
| Minibus |  |  |  |  |
| Small Coach |  |  |  |  |
| Single/Semi <br> $(28)$ |  |  |  |  |
| Single/Semi <br> $(38)$ |  |  |  |  |
| Single/Semi <br> (62) |  |  |  |  |
| Double Deck |  |  |  |  |

## COACH TRAILERS

| Type | Standard <br> 1 Apr-30 Sep | Economy <br> 1 Apr-30 Sep | Standard <br> 1 Oct-31 Mar | Economy <br> 1 Oct-31 Mar |
| :--- | :--- | :--- | :--- | :--- |
| Single |  |  |  |  |
| Up to 3 metres |  |  |  |  |
| Over 3 metres |  |  |  |  |
| Return (all <br> types) |  |  |  |  |
| Up to 3 metres |  |  |  |  |
| Over 3 metres |  |  |  |  |

## SCHEDULE 5

(clause 7)

Standard Terms and Conditions

## Contents

1 The first and second pages which follow are the standard terms and conditions which apply to Foot Passengers travelling alone or in groups of less than ten adults aged fourteen years or over.

2 The third page which follows is the additional standard terms and conditions which apply, in addition to those set out in the first and second pages which follow, to all categories of Published Fare which comprise a Fixed Fare other than Foor Passengers travelling alone or in groups of less than ten adults aged fourteen years or over.

## Additional Conditions

1 The following conditions apply to all fares for Foot Passengers travelling alone or in groups of less than ten adults aged fourteen years or over and are considered as part of the standard terms and conditions:

Foot Passenger Bus Services
Dover Arrivals Buses leave Dover Port for the Dover Priory Railway Station every time a ship arrives from Calais between 07.00-21.00. The bus returns to the Port via the Russell Street Ticket Ottice.

Departures There is normally a courtesy bus service operating between Dover Priory Railway Station via Russell Street Ticket Office during the day, however, times are variable and this service does not operate in the evenings or through the night.

Calais Arrivals Buses leave Calais Port to the town centre (Place d'Armes) and the central railway station every time a ship arrives from Dover between 05.30 and 21.15 .

Departures A bus departs from the town centre (Place d'Armes) via the central railway station to Calais Port at 05.45 and then regularly between 06.35 and 21.25.

2 The following conditions apply to all fares other than for Foot Passengers travelling alone or in groups of less than ten adults aged fourteen years or over and are considered as part of the standard terms and conditions:

Trese femm of busimes sody to your centocet weth us.
 ixem caermitr

1. Yeur Conence fith us
 "-r". "u" and "ar are mPEO lems line lea.. incluang oup eneigees and agents to whom trese 'erms of Busleces sue 3 sody.
(ii) Peur contict mith us moll catis effeet ham the oma that we cenfime your beatimy wieh us by wiy of pour booking retronce.
(iii) ty mating a booting well us you accept that these Poune of lusinest apdy both to you and te 24 zersom an whose bensut your beoring is ace nase ong pou thersby canfire etise you nuwe the
 thair behatl.
(iv) Yout concract with vits gownod by trese ferms of Iusiness. tagether with any baistarion comeutsorly ioplicable. Instuding tha actowna Convention (wrich a0plies co cartage by sea).


 zmas and enadition of eve parteculer arrier concomed and bi apoticate imernational converniore furthee decuils esen be oberinud on revest
(vil) Nul preducer and semica bescrited in aur brocmues
 of booking) we offered butidece to own rigix ee vary


 cirtumsances mate lais neessang
(rii) I scordunf prices ave spatikzble anty for wootings

 separate putricafiom
(is) Varicies and uritery/earonens in excess of 2.83 m nigh must be cocianted at the dime of baching.
 ingeth is colculated cecortime to the mandscturys specification. adjutest for any matherebon of ateachmerres.
Wetidas langer then 4.5ow wit be charget at the
 carying commereter goodsh of any waticte. consorvasd for sim curnaje at commerciel goedr own fin leag and/er 1.83 m high are catuded from
 tilephome ow frigte Onike



 resuest.
(ri) Childrom under the uge of 6 midy trawn thee of charge but must be inchuded as pesseraens when you male your corting.
 roconsible adult, writse etildow of 1417 may trivel unaccomgantef enty with erictua suthorty tron a gaver or gurtian on to ser




(Itif) rew concract with is is gevomed by Engtidn tom 2nd the fandiuh cours shall heve non-etedustre furidiction ower any disevter with ush
 und to ascig with peof triving. edephene afts are
 orat
2. PATMEST

Whet pow beoting is nate. you murr by in hutl
 put booting has oem confinere, you must gaty the balance sue by no later enan 56 days beioce the date of ceparture. for bootimge mase 'ess than 56 drys before the date of bequare, full parmert .nuz De made imenediatat, Prymert may be macte in cash. by majer credit ended ex moyment cirte or or oersonal choone if suapered by a vidid enewe gurinater card if any aperent is ant mate by the oue date wo all te emertad to cancel your booting withave moniee te poer.
J. cancruntor
(i) Fou may anat a beotimy (by terephenes or in

 worting ays trom etse dimo one moting is confirmal.
 wove. wey returd to which yeu are mectac wald be
 sollowe
(a) for a mil broudng - C 10
(b) for o booking indering a witicte canceted leve



 of the civing of the witioy of the foret ardem ocservine sexid tideres in robid for 12 momuls hom eve dace of lowe.
 eneerct of
(a) cuncoliden of or-beched crein neremations (b) cancellesiom mathon or ather the inemed seporave ches
(c) unured portion at now
(4) amenerants mate withic 26 hourt of othe bocred sulting
v) Thet ine no cemathoien arges in respect of botrings stath inelwat Ole Lounge
(i) No refurth cea be mede in mepoet at lore or stolen
 repsament tictral

 ageraciend mavirament and ocher rasems outsoe on corvict when your depercowe is colsyou as: TWet af will endarour to hees pou helty informere
4. Thaves

 sucen
(ii) Cras crint/oons raven memm boobions are chargat

(ii) 3 dey mances wou ved for 180 hous coumed from the cetratued mivid those at the dendinacion mare
 fint salina stow the cemperton of 120 maver.
 memm moting with manget the momprista single then.
(v) Dey ofte cichets mee veld onty mon artand and

 trim date moverty chargacien we will to andeced to
 ambertsoom.
 caling then teve one yw have moted ont nor istue a refores
 used tor the roun seoney oithin 12 merrem at the

 Pubject te soxe beimg jusiutile ant is oapment of any apdiczole waplement er whrtharge.

 go ollowet to bosed and encte wo dunate every efrort to arrage for yeu te town on it bere salling. er 'enome un rign os asmat antenorge in unese cirsumsures.
 return is cequired to all redpe tI is your
 docrmenution eoceled to sempary fite ethe
 INT other movat reguletome we mame the
 pou serminsion to bowd if such cecumaracton is not pratured ie ow atatation. Fou dill te notulate to nimburs us in hut for aty finee. reparcisten of other remaral racts detantion rasto
 by coason of your bitur co suater men socumentition to the relevane suchation.

 agaatydien.
(sii) For informadem and avive on haste notrent witle

 omicas. Alesinoting cill e000 $355 \pi 7$ or write te: malth Moblenctions Uniz mo a svita Manerester
 under axional rehames is nes diwist cemerenemate and you we grenghy sovices to utie gersenal insurance empr.
(sinit It is assemide that you mabe an ancescary gernontine mangwante ant that reservaioms for mimuls are made in stwence. In same cacs treighe unffer may we aydive
s. saftrt ame sacuatt
(i) rou musk gay artention tu un comady widt as
 recurtey of ows simp. har erve ond passungers. for
 mpucte a waver of your morion. whice or bug3ape by dyy euthoriged porsen sat to unser smy


 verenomse nate so other fisbitep ce yous.
(ii) You mus af all clime repera the matin. contore
 must congty with any moromble menere mact by one of ew ons if you terat to so. ot rill be
 sorisole espertunity indi, in spproprises
 return jownay Hile we in atar wore an orl rehund


(ifi) Untres we gre you piou meap pernicition (which


 nature. rou may cary infammata wbituncts anty
 inctrurtions int manistion

 engening you moud on the pessinge section with poe - meorstly pout or tegh tictres and Dassootio
 on. Cong poonerod by lat howd have unts smiletered

## CONDITONS OP GROCP TRAVEL

I. Drfialitions and Applikatice

1.02 Ia bace Cosditioac:






 tre Operter.

 by tse Conpany frof tine to time.

## If the Oparner atall





(b) $\quad 20$ deys ar las poiar lo departur 20 dxy ar lian pois is depina
(16 days er les far reducion) S01
(c) No eooliemion 758
 dun or asedixion.









 -ith up to 18 pencesgers inctutiag the Diver.



Supperter Greape

 corteancl.






Yooth Group



 pasertyen is rupecied $x$ all timen

SCHEDULE 6
(clause 7)
Standard UK driving licence (European Communities Model)

Changes to your NAME and ADDRESS
Heve you changed: your Itite, your neme or your permanent address?
"Hou have. you must put the new delalis in the apecea provided opposite
Pleace use black ink end CAPITAL LETTERS.

- Your now address must be your permanent one in England. Scotland or Wales.
- A lees replacemanl hcence will be senl to you. You may drive white you are waung for $A$ as long as the hcence is sulu in force.
You mual tell DVLA al once of eny changea. $H$ you do nol you could be fined E1,00.


## Changes to your HEALTH

you have a medicel condition wituch has becorme worse ence a licence was issurd or you develop my now medical mition, you must wnite end inlorm the Drwers Medicul Group. VA Swansea SA99 ITU, of the nalure of your condition, as it - $y$ allect your taneses lo dive.
ure 10 do so ta a criminel offence pundereble by a ine of up [1,000.
ar intiter infometion ploese refer to meftec Di00 which is rametio of Poel Officen.

Yournew parti-Vars
Now eadisas


## Alter compleving the chenges, and elforing above, send the

 lucence m: DULA, SWANSEA, SAce IENUNITED KINGDOM


## DRIVING LICENCE

Permiso de Conducción Korakort
Fuhrerschein
Ad́cia Oóriynons Ajokortil
Permis de Conduire
Ceadunas Tiomána
Patente di guida Rijbewlis
Carta de Condução
KOrkort


## IMPORTANT

Plesee cheat the dotele shown an your ncemce. II the delave are correcl sign il end keep it cal Haything le wrong. please send a back ro DVA Swansal SA90 1BN whi a writer helting ue aboca



 page 2 overiealy to thal your cen quole intoin you ho to corvaci tre Customet Enquatre Une a OVA
 $\therefore \therefore 01792-722134$ for Varicte enqumes. Bintcomnicincontx $\because$
Te: 01792-7027e7 lor Dirving Licence anfumien
01792-702758 for verncis enquition
01792-702758 for Varncie enqumion


