



INTERNATIONAL
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International Travel from Latin America to the United States

Air Carrier Partnership and Its Role In Destination Development



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U.S. Department of Commerce Aviation

Air Commerce Act of 1926 - Established DOC as
Regulating Agency for U.S. Aviation Industry

Today

- ITA/Air Services - Negotiate international air treaties; Government affairs rep. to airlines and other USG agencies (DOT, State)
- ITA/NTTO - Collects, analyzes and reports aviation, travel and tourism data ... **to airlines, airports and destinations**



Open Skies ?

Since 1992, the U.S. Department of Transportation has pursued an “open-skies” policy designed to eliminate government involvement in airline decision-making about routes, capacity, and pricing in international markets.

Open-Skies agreements also contain provisions governing commercial opportunities, safety, and security.

The United States has negotiated open-skies agreements with 126 countries.



Challenge to the Open Skies Policy

- U.S. Legacy Carriers ('Big 3')

Claim that the Gulf carriers (Emirates, Etihad and Qatar) have an "unfair advantage" due to government subsidies. Bilateral OS treaties should be renegotiated.

- U.S. DOT position: Big 3 carriers should file an action under the International Air Transportation Fair Competitive Practices Act (IATFCPA) to prove harm



United States has 'Open Skies' Air Treaties with: (Free Market Access - Flights/Fares)

South America	Caribbean	Central America
Brazil*	Aruba	Costa Rica
Chile	Barbados	El Salvador
Colombia	Curacao	Guatemala
Paraguay	Grenada	Honduras
Peru	Jamaica	Nicaragua
Uruguay	St Vincent & Grenadines	Panama
Guyana	St Kitts & Nevis	
Suriname	Sint Maarten	
	Trinidad & Tobago	
	BES (Netherlands)	



U.S. - Brazil Air Transport Agreement (Signed in 2011, in force in 2018)

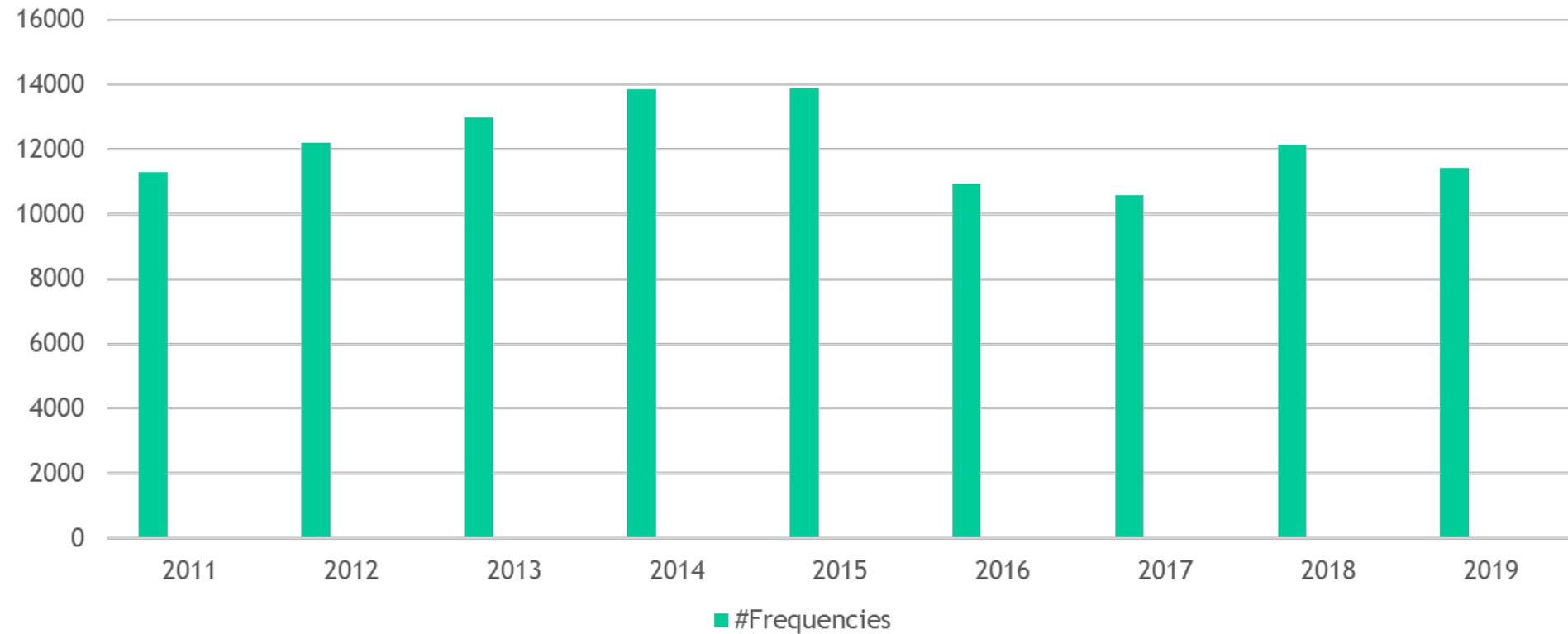
'Immunized' joint ventures

- Azul and UA
- LATAM (Chile) with AA (pending U.S. DOT)
- Avianca (Colombia) with UA (pending U.S. DOT)
 - Financial challenges and AV Brazil ceased ops
- GOL DL has 5% equity stake



Brazil

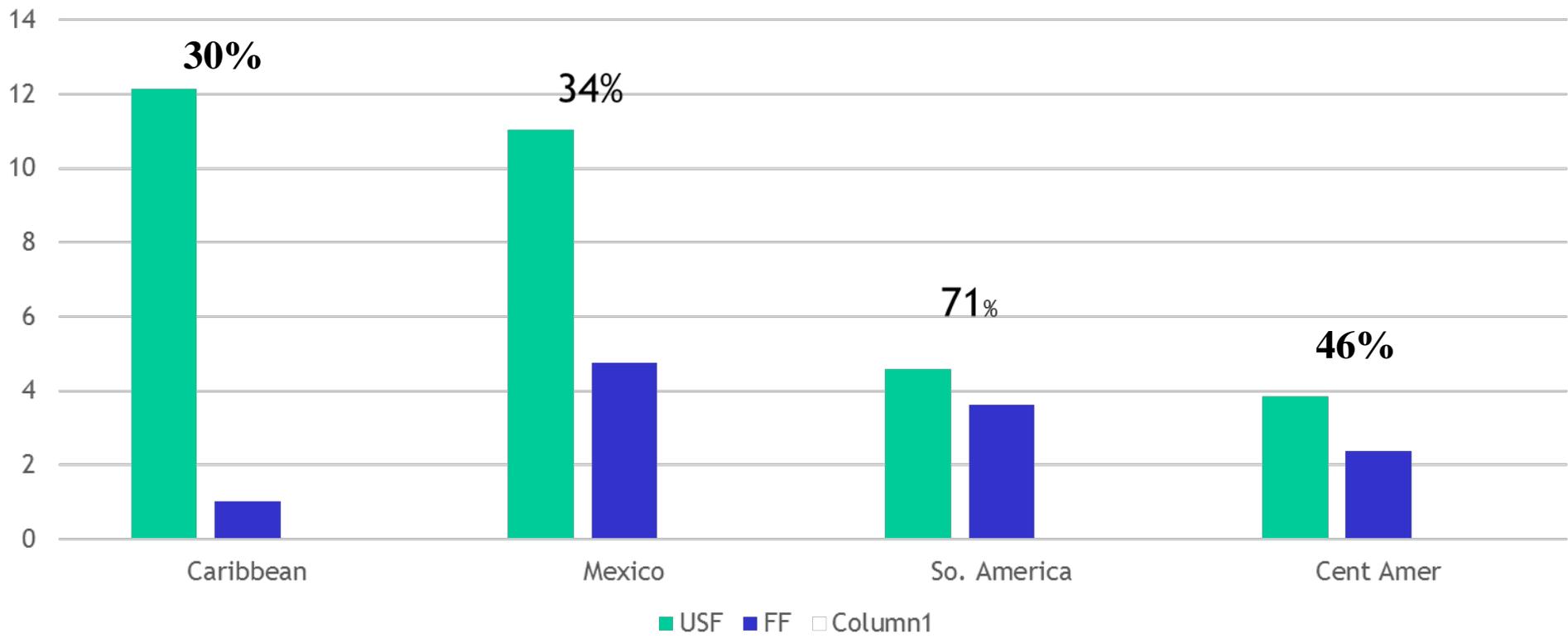
Flights Inbound to U.S.





Air Traffic From Latin America to U.S. (2018) By Nationality of Carrier ('Flag')

% of Latin American Citizens





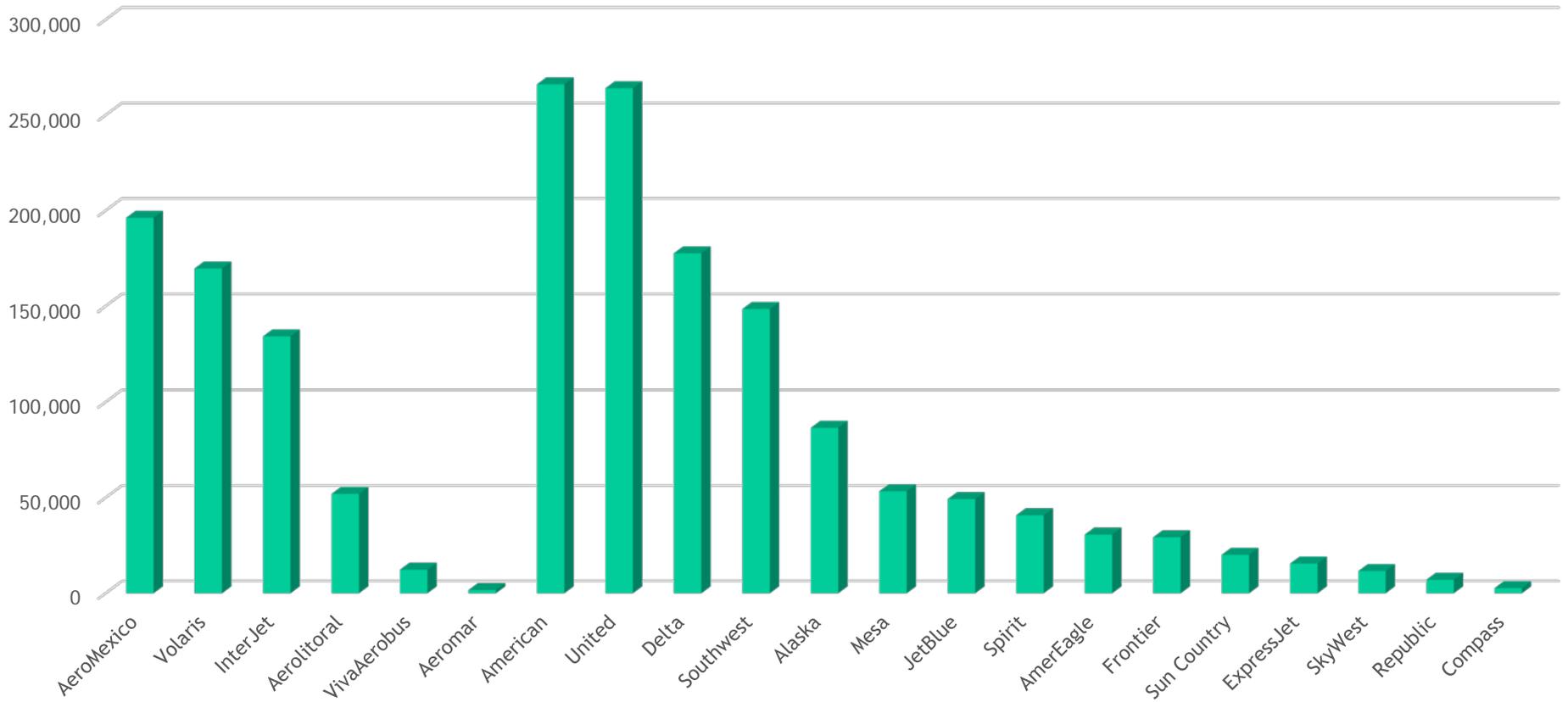
Latin American Visitors to U.S. Destinations 2018

% of LA Regional Visitors to U.S. States

STATE VISITATION	South America	Central America	Caribbean	Mexico (Air)
Florida	60	41	55	17
New York	25	7	31	12
California	9	18		21
Texas	5	13		18
Nevada	4			10
Illinois	3			8
Massachusetts	3			
Georgia	2			
New Jersey	2		5	
Pennsylvania	2			



Mexico to U.S. (July 2018) Available Seats (Capacity)





Aircraft Deliveries (Boeing Forecast) 2019 - 2038

Region	# Aircraft
Asia-Pacific	17,390
North America	9,130
Europe	8,990
Middle East	3,130
Latin America	2,960 (Total fleet 3,380) (88% single aisle & RJ's)
Russia-Central Asia	1,280
Africa	1.160
World Deliveries (Total)	44,040



Overview of NTTO Statistical System

- 1 Survey of International Air Travelers (SIAT)
Traveler & Trip Characteristics/Demographics (33 Questions)
2 populations: Non-U.S. Inbound and U.S. Outbound

2

DHS I-94
Arrivals

3

DHS APIS/I-92
Air Departures

(100% volume data: country and port of entry)



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- Information on NTTO's seven ongoing market analysis (research) programs
- Updated monthly statistics on arrivals and departures
- Late-breaking TINews announcements and information releases
- Links and information on the Commerce, Commercial Service Travel & Tourism Team in the USA & Abroad
- Links to other organizations in the travel industry

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