



GOOD NEWS FOR REGENT TRAVELERS

This letter is to announce to you that after due consideration, *we have decided to change our pricing structure on our tours by NOT including the round trip airfare* as we always have in the past. The advertised price is for the land package only. Here are the reasons and the advantages to you:

1. **FREQUENT FLYER MILES:** Many of the people in your organization travel regularly and have accumulated "frequent flyer miles or can get preferred pricing because of relatives in the industry.
2. **UNPREDICTABLE FUEL COSTS THAT AFFECT AIRFARES:** With the rising cost of fuel, airfares have been fluctuating more than usual. Although we have always tried to get the best airfare pricing, we are finding it increasingly difficult to give quotes based on those airfares.
3. **ONLINE PURCHASES / TICKET DEALS:** With the many internet websites that quote competitive prices and "specials", a participant may actually be able to get a better price than we may have to pay at the time we purchase tickets for the group
4. **OPTIONAL REQUESTS THAT NULLIFY STANDARD QUOTE:** Some travelers routinely want to upgrade their seats from coach to business class and/or decide they want to extend their trip on the front or back end of the tour - or both. When this happens the quoted price for the tour becomes irrelevant as their are a new set of parameters that are in play.
5. **WE STILL DO IT ALL !:** Most importantly, we are not leaving people to fend for themselves when it comes to their airfare. We will be pleased to process airfare for anyone who requests it. For those who choose this option there will be place on the reservation form for credit card information. We will have special group airfare available in this case and as always, we handle all the details of their flight including upgrades, seating, extra days, etc.

Needless to say, the advertised price of our tours will be reduced dramatically and you will most importantly have more choices as to how you arrange your airfare with our help. This has become the common practice for the travel industry for all the reasons we have discussed and more.

We hope you find this approach to travel more convenient and easier for planning purposes. You have only to call us and we will gladly answer any questions or concerns and help you with you tour planning.

Regards,

Stephen Levin, Director
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