
From: Andy Bearryman [andy.bearryman@freighttransport.co.uk]
Sent: 16 December 2004 16:35
To: John Doyle
Subject: Brittany Ferries and P & O Ferries merger

I thank you for your recent letter.

We are presently clients of both Brittany ferries and P&O ferries and have supported their ferry services to and from France for 20 years plus.

Our own business has developed around the ro ro services operated to Le Havre, Caen, Cherbourg and St Malo.

There has always been healthy competition with regards to the freight charges as both companies compete for the ro ro traffic which leaves and enters the country at Portsmouth. We based our operation and lease office space and warehouses at Portsmouth as this suits our operation.

The fears we have are :-

- 1) Regularity of departures to Le Havre, Caen and Cherbourg.... Will the merger affect this ??
- 2) Availability of space for freight vehicles at peak times of the year.... Will freight space be reduced when passenger trade increases ??
- 3) Freight costs... If Brittany have the monopoly what guarantees are there that they will not increase freight rates substantially as they will have no other competition to the destinations they serve??

Please contact me on 02392 324213 if you need further help.

Regards
Andrew Bearryman