

Mr J. Doyle,
Inquiry Co-ordinator,
The Competition Commission,
Victoria House,
Southampton Row,
London.
WC1B 4AD.



30th December 2004

Dear Mr Doyle,

Ref : Brittany Ferries & P & O Ferries Merger Inquiry

I acknowledge receipt of your letter and respond as requested. We have been a major customer of P & O Ferries on the Le Havre route for over 30 years, going back to the days when they used to operate from Southampton to Le Havre. We have always found them very coach friendly, easy to deal with at competitive prices that make a programme of tours from Portsmouth possible.

We do use Brittany Ferries for a very limited number of tours, usually only private groups. To be fair the ships are very nice, but the rates charged, booking conditions, terms of payment etc are very different from P & O Ferries. These are unacceptable to us if we tried to operate a larger programme of tours using Brittany Ferries.

I feel that the planned merger, would increase prices charged on the route, and make our tour programme via Portsmouth to Le Havre totally unviable, and would therefore have a big impact in loss of revenue for Angela Holidays.

Having said this I appreciate that P & O Ferries have said they will pull out of the route anyway if the merger does not go through, which would have the same effect. Infact this would actually mean less ships on the Portsmouth routes which would mean Brittany Ferries could increase rates even further.

I can see that unless another company would want to take the route over from P & O Ferries, Brittany Ferries will have the monopoly, and we would have to cancel our tour programme from Portsmouth.

Yours sincerely,

Colin Hearn.
Managing Director

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