

Dear Mr Doyle

sorry for the late reply to your letter dated 20th Dec

Our company is specialised in so much that we offer discounted rates to close user groups (motorcycle groups and clubs, Motorsport competitors) we have been established 14 years doing this. In this and my previous employment (doing a similar thing) Brittany ferries have never been interested in offering rates to us, we now turn over 1.6M on ferries, we do approx 10K a year with Brittany , the rest is with P&O , Sea France and Stena all theses companies allow us discount rates, so the loss of already Portsmouth/ Cherbourg, Caen is having an effect on our business. The customers are not happy as they know the cost with P&O is sometimes half the equivalent Brittany crossing. This move will be at the detriment of the whole industry from the check in staff upwards giving Brittany control off the western channel to do as they please

Kind Regards

Craig Thorley  
Motorsport Travel  
Pocklington  
York