

Cuba

Cuba



Population

11 million

Land Area

42,426 sq. mi.

Capital City

Havana

International Air Service – Scheduled Operations

- American will be the largest US carrier into Cuba with 90 weekly flights.

Q1 2017				
Airline Name	Weekly Flights	Weekly Seats	Qtrly Fligh	Qtrly Seats
American Airlines	90	13,292	1,170	172,800
JetBlue Airways	21	3,115	270	40,500
Delta Air Lines	21	2,935	270	38,160
Spirit Airlines	14	2,008	180	26,100
Silver Airways Corp.	39	1,310	501	17,034
United Airlines	8	1,302	102	16,932
Frontier Airlines	7	1,246	90	16,200
Totals	199	25,210		

		Q1 2017			
Orig	Dest	Weekly Flights	Weekly Seats	Qtrly Flights	Qtrly Seats
MIA	CFG	7	886	90	11,520
MIA	CMW	7	886	90	11,520
CLT	HAV	7	886	90	11,520
MIA	HAV	28	4,431	360	57,600
MIA	HOG	14	2,215	180	28,800
MIA	SNU	14	2,215	180	28,800
MIA	VRA	14	1,772	180	23,040
		90	13,292		

American's Schedule



How do you sell Cuba?

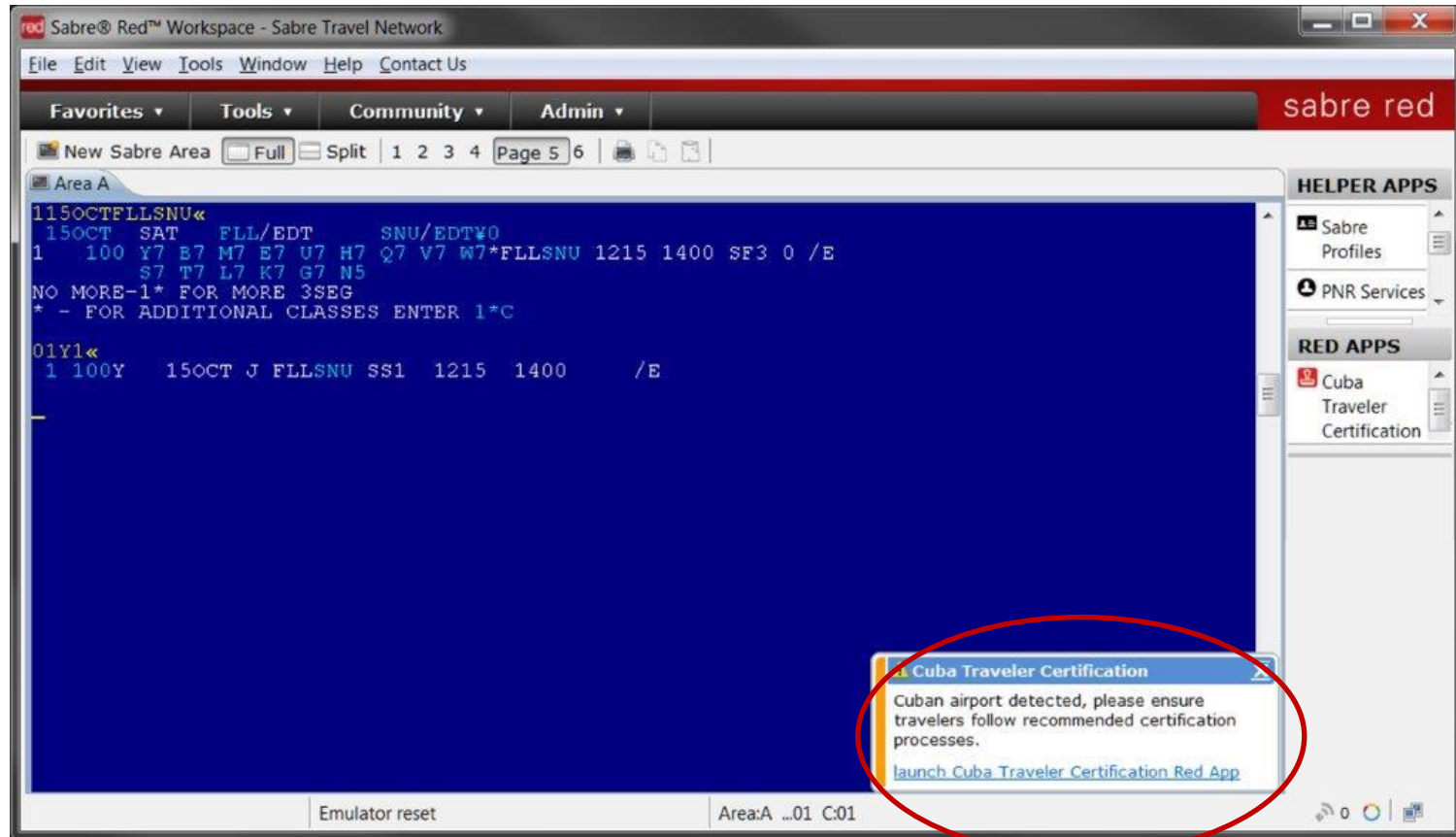
Travel Requirements – Visa and medical insurance

- In addition to a valid passport, U.S. citizens must obtain a Cuban visa and medical insurance in order to enter Cuba
- Currently travelers may purchase the visa (also known as “tourist card”) via one of the following:
 - Cuban Embassy
 - Travel Service Provider or Agency authorized by the Cuban Embassy to sell Visa.
 - At the American Airlines gateway airport (MIA/CLT)
- American is currently including the cost of the medical insurance on the ticket. Customers may go to www.esicuba.cu for more information on the coverage.

Travel requirements (U.S.) – Pre-approval General License

- U.S. citizens may visit Cuba under one of 12 pre-authorized categories:
 1. Family visits
 2. Official government business
 3. Journalistic activities
 4. Professional research and meetings
 5. **Educational activities, including “people-to-people” travel**
 6. Religious activities
 7. Public performances, workshops, athletic and other competitions, and exhibitions
 8. Support for the Cuban people
 9. Humanitarian projects
 10. Activities of private foundations or research/educational institutes
 11. Exportation/import/transfer of information
 12. Export transactions
- Travel agencies and airlines are not required to verify traveler eligibility
 - Burden of proof is on the traveler
 - Airlines and travelers are required to keep documentation for five years
- Travel to Cuba for tourist activities remains prohibited by statute

How to sell Cuba in Sabre?



How to sell Cuba in Sabre?

The screenshot displays the Sabre Red Workspace interface, which is used for managing travel bookings. The interface is divided into several sections:

- Top Bar:** Includes the Sabre logo, workspace name, and standard menu options (File, Edit, View, Tools, Window, Help, Contact Us).
- Navigation Bar:** Features tabs for Favorites, Tools, Community, and Admin.
- Main Content Area:**
 - Area A:** A blue terminal window displaying flight itinerary details. It includes a header section with flight information (1.1 SMITH/JOHN, 1 100Y 15OCT 6 FLLSNU SS1 0745 0926 /DC /E E7B1.FSG*HN, 1748/15SEP16) and a section titled "GENERAL FACTS" with three entries: 1. SSR DOCA HK1/R/US/MAIN STRE 1.1 SMITH/JOHN ET/DALLAS/TX/12345, 2. SSR OTHS CFR 515561 FAMLY 1.1 SMITH/JOHN, and 3. SSR RFTV HK1 FLLSNU0100Y15O 1.1 SMITH/JOHN CT/CFR 515561. An orange arrow points to the third entry.
 - Cuba Traveler Certification:** A form on the right side of the main content area. It has tabs for Airline Notification, Traveler Notification, and FAQ. The form includes fields for Passenger 1.1 (Name: JOHN SMITH, Home address: [dropdown], Street: MAIN STREET, City: DALLAS, State: TX, ZIP: 12345, Country: US, Travel Category: 1 - Family Visits (CFR 5155)). A "Notification Registered" button is at the bottom. An orange arrow points to the "Travel Category" dropdown.
- Right Sidebar:** Contains sections for HELPER APPS (Sabre Profiles, PNR Services) and RED APPS (Cuba Traveler Certification).
- Bottom Bar:** Includes status indicators like "Emulator reset" and "Area:A ...01 C:01".

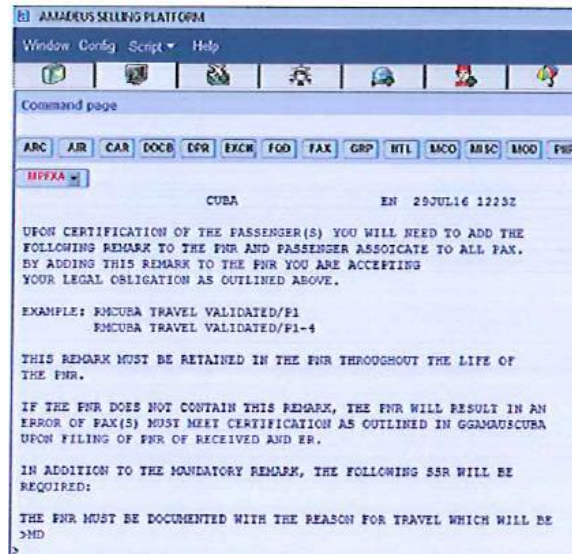
How to sell Cuba in Amadeus?

- Amadeus agencies need to call Amadeus and get themselves turned on to sell Cuba

TAMIAHOG


** AMADEUS TIMETABLE - TA ** HOG HOLGUIN.CU 21SEP16 28SEP16
FLIGHTS REMOVED DUE TO LEGALLY PROHIBITED COUNTRY SEE >GGPROHIB
NO FLIGHT FOR THIS CITY PAIR - ENTER A CONNECT POINT /X...

- Agency will have to manually document the PNR with the category for travel.
- RMCUBA TRAVEL VALIDATED/P1**



How to sell Cuba on AA.com?

Travelers

 Miami to Varadero
1 Adult
Thursday October 20, 2017

Show Trip Details

Passenger Details

Please enter all passenger names as they appear on the passport.
[AA Privacy Notice](#)


Required

Passenger 1

First Name*
CHRISTINE

Middle Name
A

Last Name*
VALLS

 Special Service Requests

Trip Contact

(At least one number)

Cell
1

Visit Cuba

Flying to Cuba from or through the U.S. for tourism is not allowed. There are 12 acceptable travel reasons:

- Family visits
- Official business of the U.S. Government, foreign governments and certain intergovernmental organizations
- Journalistic activities
- Professional research or professional meetings
- Educational activities and people-to-people exchanges
- Religious activities
- Public performance, clinics, workshops, athletic or other competitions and exhibitions
- Support for the Cuban people
- Humanitarian projects
- Activities of private foundations or research or educational institutes
- Exportation, importation, or transmission of information or informational materials
- Travel related to certain authorized export transactions

You can also travel to Cuba with a license issued by the U.S. Office of Foreign Assets Control (OFAC) or as a Cuban National returning home.

[More about travel to Cuba](#)

By selecting continue, you agree that you comply with one of these categories.

What Happens at the Airport?

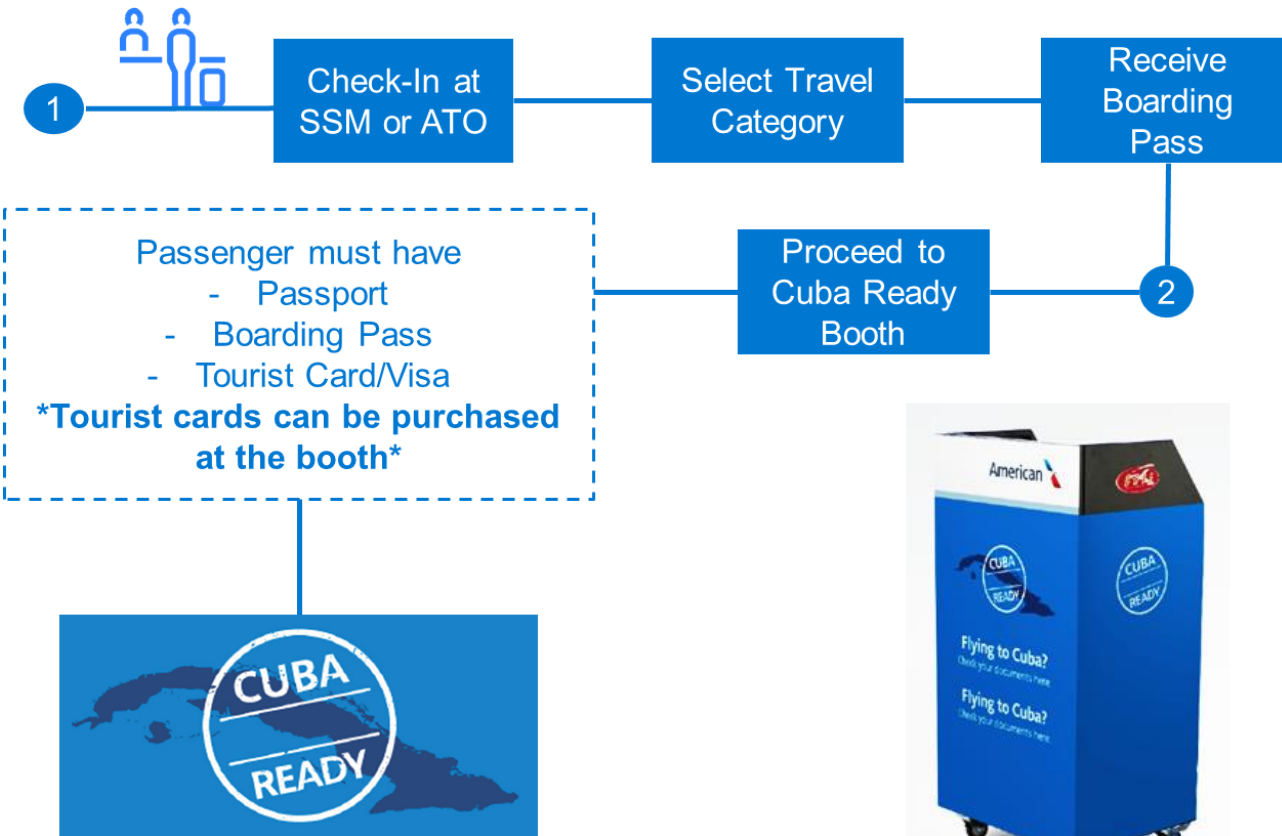




Flying to Cuba?

1. Please check in and disclose your reason for travel.
2. Take your printed boarding pass to the Cuba Ready station (locations inside and outside security).
3. Receive your Cuba Ready stamp on your printed boarding pass and proceed to your gate.

What Happens at the Airport?



What Happens at the Airport?



Large Podiums:

- 1 at Check point 1
- 1 at Check point 3
- 2 at CSC's

Thank you!