

## Carrier Concentration



**Back Office Data**  
**CORNERSTONE INFORMATION SYSTEMS**  
 Invoice dates from 01Aug2008 to 10Aug2008  
 Selected Carrier = American Airlines

Origin	Destination	Total # of Segments	Total Volume Booked	Average Cost Per Segment	Carrier	# of Segments	% of Total	Carrier Volume	Average Cost Per Segment	Average Difference Per Segment	Potential Selected Carrier Savings	Potential Other Carrier Savings
BOSTON,MA	CHI-OHARE,IL	164	\$21,940.37	\$133.78	American Airlines	57	34.76%	\$7,461.80	\$130.91	\$4.40	\$470.80	
					Total Others	107	65.24%	\$14,478.57	\$135.31	-\$4.40		
NEWARK,NJ	CHI-OHARE,IL	128	\$26,846.30	\$209.74	American Airlines	12	9.38%	\$2,374.86	\$197.91	\$13.05	\$1,513.80	
					Total Others	116	90.63%	\$24,471.44	\$210.96	-\$13.05		
CHI-OHARE,IL	SAN FRANCISCO,CA	127	\$26,502.75	\$208.68	American Airlines	38	29.92%	\$6,591.54	\$173.46	\$50.26	\$4,473.14	
					Total Others	89	70.08%	\$19,911.21	\$223.72	-\$50.26		
CHI-OHARE,IL	PHILADELPHIA,PA	84	\$12,259.10	\$145.94	American Airlines	17	20.24%	\$2,556.27	\$150.37	-\$5.55		
					Total Others	67	79.76%	\$9,702.83	\$144.82	\$5.55	\$94.35	
NYC-LAGUARDIA,NY	CHI-OHARE,IL	79	\$18,239.58	\$230.88	American Airlines	34	43.04%	\$6,096.77	\$179.32	\$90.52	\$4,073.40	
					Total Others	45	56.96%	\$12,142.81	\$269.84	-\$90.52		
WAS-NATIONAL,DC	CHI-OHARE,IL	62	\$11,405.20	\$183.95	American Airlines	10	16.13%	\$2,573.00	\$257.30	-\$87.45		
					Total Others	52	83.87%	\$8,832.20	\$169.85	\$87.45	\$874.50	
BALTIMORE,MD	CHI-OHARE,IL	57	\$7,996.81	\$140.29	American Airlines	2	3.51%	\$264.70	\$132.35	\$8.23	\$452.65	
					Total Others	55	96.49%	\$7,732.11	\$140.58	-\$8.23		
CONSOLIDATOR	CONSOLIDATOR	57	\$2,829.61	\$49.64	American Airlines	9	15.79%	\$96.00	\$10.67	\$46.28	\$2,221.44	
					Total Others	48	84.21%	\$2,733.61	\$56.95	-\$46.28		
DALLAS-FT WORTH,TX	CHI-OHARE,IL	56	\$12,224.01	\$218.29	American Airlines	35	62.50%	\$6,566.04	\$187.60	\$81.83	\$1,718.43	
					Total Others	21	37.50%	\$5,657.97	\$269.43	-\$81.83		
NASHVILLE,TN	LOS ANGELES,CA	42	\$8,327.27	\$198.27	American Airlines	8	19.05%	\$1,403.70	\$175.46	\$28.17	\$957.78	
					Total Others	34	80.95%	\$6,923.57	\$203.63	-\$28.17		
<b>Total American Airlines</b>						<b>222</b>	<b>25.93%</b>	<b>\$35,984.68</b>	<b>\$162.09</b>	<b>\$15.49</b>	<b>\$9,820.66</b>	
<b>Total Others</b>						<b>634</b>	<b>74.07%</b>	<b>\$112,586.32</b>	<b>\$177.58</b>	<b>-\$15.49</b>		
<b>Total Report</b>		<b>856</b>	<b>\$148,571.00</b>	<b>\$173.56</b>		<b>856</b>	<b>100.00%</b>	<b>\$148,571.00</b>	<b>\$173.56</b>			
<b>Total Calculated Savings</b>										<b>\$15,881.44</b>	<b>\$968.85</b>	