

Monthly Sales Newsletter | September 2023



JetBlue Attends GBTA

The JetBlue sales team was out full force at the Global Business Travel Association annual conference in Dallas, TX in August. The event was attended by 5,200 travel industry buyers and suppliers representing over 600 corporations from 58 countries. The team enjoyed catching up with current customers, making new contacts and learning the latest updates on topics ranging from distribution to data.

Thanks from all of us for making it a great GBTA! (from left to right – Barry McMenamin, Greg Royall, Michelle Perciak, Jason Moody, Stacy Burd, Robbie Mehoke, Andrea Mulligan, Jonathan Weiner, Daryll Newman, Matt Dunn and Amanda Udell)



JetBlue “Welkoms” Amsterdam Service

JetBlue has expanded its presence to a third transatlantic destination with new, nonstop service between New York's John F. Kennedy International Airport (JFK) and Amsterdam Airport Schiphol (AMS) which began August 29.

Schedule between New York (JFK) and Amsterdam (AMS)

Daily service starting August 29 (Eastbound) & August 30 (Westbound)	
*all times local	
JFK - AMS Flight #2288	AMS - JFK Flight #2289
10:00 p.m. – 11:35 a.m. (+1)	1:35 p.m. – 4:20 p.m.

Service from Boston Logan International Airport (BOS) to Amsterdam will launch on September 20. Amsterdam follows the airline's successful launch of London service in August 2021 and Paris this past June.

JFK Terminal 5 Ride App Pick-Up Change

As the new JFK Terminal 6 project continues, the pick-up location for customers has changed. In June, the area for Terminal 5 app-based vehicle pick-ups (e.g. Ubers, Lyfts, etc.) moved to the new "Ride App Pick-Up Lot" on the top floor of Terminal 7's Orange Garage.

Arriving Customers will walk to the Terminal 5 AirTrain Station and ride one stop to the Terminal 7 AirTrain Station. From there, follow signage to the Ride app Pick Up lot.



JetBlue Plus Card, Issued by Barclays, Earns J.D. Power Award For Ranking Number One Among Airline Co-Branded Credit Cards



JetBlue has announced the JetBlue Plus Card, issued by Barclays, received the J.D. Power Award, ranking the highest among co-branded airline credit cards according to the J.D. Power 2023 U.S. Credit Card Satisfaction Study. The annual study by J.D. Power analyzes survey responses from more than 30,000 credit card customers across the United States.

The study, fielded in four different time periods from August 2022 through June 2023, measures overall customer satisfaction based on performance in seven factors: account management, benefits, customer service, new account, rewards earning, rewards redeeming, and terms. The JetBlue Plus Card achieved the highest score (or scored #1) in three of the seven study factors: Rewards Earning, Rewards Redeeming and Benefits.

[Learn More](#)

JetBlue and Air Serbia Announce New Codeshare Agreement

JetBlue and Air Serbia have announced a new partnership making Air Serbia-operated flights available on JetBlue.com with a new codeshare agreement.

Beginning July 26, 2023, JetBlue placed its “B6” airline code on Air Serbia-operated nonstop flights from New York's John F. Kennedy International Airport (JFK) and Chicago's O'Hare International Airport (ORD) to Belgrade's Nikola Tesla Airport (BEG). Additionally, JetBlue plans on placing its “B6” code on other flights between Belgrade and points in Europe in the near future. Air Serbia plans to add their “JU” airline code to 25 destinations throughout the JetBlue network.

[Learn More](#)

JetBlue Announces Second Quarter 2023 Results

Second Quarter 2023 Financial Results

- Net income for the second quarter of 2023 under Generally Accepted Accounting Principles (“GAAP”) of \$138 million or \$0.41 per share. Excluding special items, adjusted net income for the second quarter of \$152 million⁽¹⁾ or \$0.45 per share.
- Second quarter capacity increased 5.8% year-over-year.
- Operating revenue of \$2.6 billion for the second quarter of 2023, up 6.7% year-over-year.
- Operating expenses per available seat mile (“CASM”) for the second quarter of 2023 decreased 12.2% year-over-year.
- Operating expense per available seat mile, excluding fuel and related taxes, other non-airline operating expenses, and special items (“CASM ex-Fuel”) for the second quarter of 2023 increased 3.2% ⁽¹⁾ year-over-year.
- Average fuel price in the second quarter of 2023 of \$2.63 per gallon, including hedges.

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Travel Alerts - Keep informed about ATC Delays and weather affected flights

[Check Flight Alerts](#)

THANK YOU FOR YOUR SUPPORT

QUESTIONS? Please contact your JetBlue Sales Manager or contact our Dedicated Corporate Sales Desk:

- 1-888-JETBLUE (538-2583) option 3
- companyblue@jetblue.com

