

From: Dennis Watts
Sent: 21 March 2014 3:28 PM
To: Eurotunnel.SeaFrance
Subject: Myferrylink ruling.

Hi,

After just reading the kent online report regarding your recent decision about the My ferry link appeal, i notice it mentioned that you're looking for comments on the ruling from the general public.

I must admit what confuses me with this whole affair is that the main reason for the initial complaint was DFDS claiming that Eurotunnel bought the ferries cheaply preventing them from doing so and this affects competition.

So lets look at what might have happened if Eurotunnel hadn't bought the ferries and DFDS had, yes they would have bought them cheaply but any sensible individual can see they wouldn't have lowered fares, they'd have just got cheap ships and pocketed the cash. The 3 ferry companies operating out of Dover seem to be doing rather well, considering Myferrylink has been going for about 2 years now, if the others were struggling financially and laying people off, you could kind of see their point.

I can't honestly see how having less ships operating on the Dover strait can be beneficial to competition?

If we're going to say that Eurotunnel have increased their capacity and therefore have too much market share, then surely that's just the same as a ferry company, whether that be DFDS or P&O buying in more ships, so if the other operators had bought these ships would they then have too much market share and are they precluded from adding ships to their fleet?

All this seems to boil down to is DFDS/P&O spitting the dummy because they weren't allowed to eliminate some competition by buying up assets of a competitor to stop someone else using them and getting some ships at a bargain price at the same time.

It seems like you guys made a mistake with your original ruling but now come across as being the type of people who never admit their mistakes? Or perhaps some of you are school/golfing/masons/whatever buddies with some of the ferry company directors? Still i suppose in these tough economic times you have to justify your existence.

Regards,
Dennis