



## WestJet introduces WestJet Link

WestJet to serve Lethbridge, Lloydminster, Medicine Hat, Cranbrook and Prince George via a capacity purchase agreement with Pacific Coastal Airlines

**CALGARY, Alberta.** November 24, 2017. WestJet today introduced WestJet Link, a new regional air service operating under a capacity purchase agreement (CPA) with Pacific Coastal Airlines.

Using Pacific Coastal Airlines' aircraft painted in WestJet colours, WestJet Link will connect the communities of Lethbridge, Lloydminster, Medicine Hat, Cranbrook and Prince George to WestJet's rapidly expanding network hub at the YYC Calgary International Airport. These new routes will add to WestJet's existing leadership position in Calgary, offering more flights and seats to more destinations than any other airline.

All WestJet Link flights will be operated by Pacific Coastal using its fleet of 34-seat Saab 340B aircraft. Each aircraft will include six seats available in WestJet [Plus](#), offering guests advanced boarding, no-charge for two checked bags and seating at the front of the aircraft.

Details of WestJet's new year-round nonstop service:

Route	Frequency	Days*	Effective
Calgary – Lethbridge	Three times	Daily	March 7, 2018
Calgary – Lloydminster	Once	Daily	March 14, 2018
Calgary – Medicine Hat	Three times	Daily	May 31, 2018
Calgary – Cranbrook	Three times	Daily	March 7, 2018
Calgary – Prince George	Once	Daily	March 14, 2018

*\*Reduced frequency on weekends and some holidays*

Introductory one-way fares to/from Calgary are available starting from:

Departing	Arriving	Air transportation charges (ATC)		Taxes, fees and charges	Total one-way price from*
		Base fare from	Other ATC		
Lethbridge	Calgary	\$60.00	\$12.00	\$26.83	<b>\$98.83</b>
Calgary	Lethbridge	\$60.00	\$12.00	\$42.58	<b>\$114.58</b>
Lloydminster	Calgary	\$87.00	\$12.00	\$12.43	<b>\$111.43</b>

Calgary	Lloydminster	\$87.00	\$12.00	\$43.93	<b>\$142.93</b>
Medicine Hat	Calgary	\$75.00	\$12.00	\$11.83	<b>\$98.83</b>
Calgary	Medicine Hat	\$75.00	\$12.00	\$43.33	<b>\$130.33</b>
Cranbrook	Calgary	\$64.00	\$12.00	\$22.83	<b>\$98.83</b>
Calgary	Cranbrook	\$64.00	\$12.00	\$42.78	<b>\$118.78</b>
Prince George	Calgary	\$69.00	\$12.00	\$37.78	<b>\$118.78</b>
Calgary	Prince George	\$69.00	\$12.00	\$43.03	<b>\$124.03</b>

\*Book by December 4, 2017 (11:59 p.m. MT) for travel between March 7 & June 27, 2018. For Medicine Hat travel from May 31 – June 27, 2018. Blackout dates apply. Visit [westjet.com/flight-schedules-new](http://westjet.com/flight-schedules-new) for more information.

For today only, connecting one-way fares to/from Toronto are available at special prices with limited quantities for the new additions to the WestJet network:

Departing	Arriving	Air transportation charges (ATC)		Taxes, fees and charges	Total one-way price from*	Seats Available
		Base fare from	Other ATC			
Lethbridge	Toronto	\$97.00	\$23.00	\$29.23	<b>\$149.23</b>	500
Toronto	Lethbridge	\$97.00	\$23.00	\$51.90	<b>\$171.90</b>	500
Lloydminster	Toronto	\$112.00	\$23.00	\$14.23	<b>\$149.23</b>	200
Toronto	Lloydminster	\$112.00	\$23.00	\$53.85	<b>\$188.85</b>	200
Medicine Hat	Toronto	\$112.00	\$23.00	\$14.23	<b>\$149.23</b>	500
Toronto	Medicine Hat	\$112.00	\$23.00	\$53.85	<b>\$188.85</b>	500
Cranbrook	Toronto	\$101.00	\$23.00	\$25.23	<b>\$149.23</b>	500
Toronto	Cranbrook	\$101.00	\$23.00	\$52.42	<b>\$176.42</b>	500

\*Book by November 24, 2017 (11:59 p.m. MT) for travel between March 7 & June 27, 2018. For Medicine Hat travel from May 31 – June 27, 2018. Blackout dates apply. Visit [westjet.com/flight-schedules-new](http://westjet.com/flight-schedules-new) for more information.

## QUOTES

"A CPA with Pacific Coastal underscores WestJet's commitment to offering more Canadians access to WestJet's low fares and growing network. WestJet Link will be that connection to these communities and will offer more choice and more competition for air travellers, as well as more opportunities to earn and use WestJet Rewards."

*Ed Sims, WestJet Executive Vice-President, Commercial*

"All of us at Pacific Coastal Airlines are excited and proud to be entering this relationship with WestJet. Our two airlines, both based in Western Canada, share many similar corporate and guest service values and we feel that this CPA is a perfect partnership to link many new communities to the WestJet network."

*Quentin Smith, President, Pacific Coastal Airlines*

"This new partnership between WestJet and Pacific Coastal will allow smaller communities within Alberta and British Columbia to take advantage of YYC's extensive route network. Bringing in new passengers from these communities provides more opportunities to support additional long-haul destinations and contributes greatly to WestJet's growth strategy out of YYC."

*Bob Sartor, President and CEO for The Calgary Airport Authority*

"Today's announcement represents a milestone that we've been striving towards for years. This partnership between two great companies, WestJet and Pacific Coastal Airlines, is a best case scenario allowing for the right-size aircraft, providing high frequency and timely connections to Calgary and WestJet's international network. In addition, we are pleased to announce we will reduce our Airport Improvement Fee in Cranbrook to four dollars for all flights booked on or after December 1, 2017, for travel on or after March 7, 2018. Welcome WestJet, you will soon see just how delighted we are to have you operating in the Kootenays."

*Tristen Chernove, CEO, Elevate Airports*

"This is very exciting news for the City of Cranbrook and surrounding communities. Residents from the East and West Kootenay have been waiting for years for WestJet connections to Calgary giving access to destinations around the world. This also opens up the world with easier access to the Kootenays. Pacific Coastal has been a great supporter of the Canadian Rockies International Airport and this solidifies their other routes with us. We will put concentrated effort into encouraging the public to take advantage of this added service."

*Lee Pratt, Mayor of Cranbrook*

"Lethbridge County is pleased with WestJet's decision to serve the Lethbridge Airport beginning in March 2018. The daily flights to Calgary will provide additional and convenient access for business and leisure travellers, further solidifying the Airport as a thriving air service centre. Calgary is a hub for travel around the globe, and with flights to and from the Lethbridge Airport this service will provide Southern Alberta yet another opportunity to access a gateway to the world. As we work toward growing the Airport and its services, this announcement will help us to achieve that goal."

*Lorne Hickey, Reeve of Lethbridge County*

"Today's announcement is very welcome news. Enhanced air service is something residents and the business community in Lethbridge have been requesting for a long time. Lethbridge is continuing to be noticed on a provincial and national scale for being a great place to live and do business, and enhanced air service was a previously missing piece of the puzzle."

*Chris Spearman, Lethbridge Mayor*

"The City of Lloydminster is elated to welcome WestJet to the Lloydminster region and we look forward to the many social and economic benefits linked to enhanced services at our municipal airport. In recent years, the City has invested in a number of modifications at our airport and we are confident WestJet will find our facility a comfortable and effective location from which to serve guests."

*Gerald Aalbers, Lloydminster Mayor*

"Having WestJet providing service from the Lloydminster Airport is a big win for our airport and our region. We have a fantastic staff operating and maintaining this facility and it has long been our shared vision to attract an internationally esteemed carrier such as WestJet."

*Wade Frasz, Lloydminster Airport Manager*

"We are excited to have WestJet offer direct service from Medicine Hat to Calgary. The City has been committed to increasing air service offerings to our residents, businesses and visitors. In our efforts to promote economic development and tourism, we've upgraded the airport terminal and apron and will continue to upgrade runways to make air travel more convenient and enjoyable."

*Ted Clugston, Medicine Hat Mayor*

"We are very excited to have non-stop service between Prince George and Calgary again with service provided by WestJet and Pacific Coastal Airlines, both Prince George Airport partners. Calgary is the number one unserved market requested by the greater Prince George community."

*John Gibson, President and CEO of the Prince George Airport Authority*

### **Pacific Coastal Airlines**

A privately owned, British Columbia-based regional airline operating from Vancouver International Airport's South Terminal (YVR), Pacific Coastal is the third largest airline at YVR in annual takeoffs and landings. It flies to 15 airports and connects to more than 50 destinations in the province, from as far east as Cranbrook in the Rocky Mountains and as far north as Prince George and Masset on the legendary island of Haida Gwaii.

### **About WestJet**

WestJet is proud to be named Best Airline in Canada and one of the best Low Cost Airlines in North America, based on authentic reviews from the travelling public on Trip Advisor, the world's largest travel site. We are one of very few airlines globally that does not commercially overbook. Together with our regional airline, WestJet Encore, we offer scheduled service to more than 100 destinations in North America, Central America, the Caribbean and Europe and to more than 175 destinations in over 20 countries through our airline partnerships. WestJet Vacations offers affordable, flexible vacations to more than 60 destinations and the choice of more than 800 hotels, resorts, condos and villas. Members of the WestJet Rewards program earn WestJet dollars on flights, vacation packages and more. Members use WestJet dollars towards the purchase of flights and vacations packages to any WestJet destination with no blackout periods, and have access to Member Exclusive fares offering deals to WestJet destinations throughout our network and those of our partner airlines.

WestJet is publicly traded on the Toronto Stock Exchange (TSX) under the symbol WJA. For more information about everything WestJet, please visit [westjet.com](http://westjet.com).

### **Recent [recognition](#) includes:**

2017 Five-Star Airline in the Low-Cost Category (The Airline Passenger Experience Association)

2017/2016 Canada's Most Trusted Airline (Gustavson School of Business at the University of Victoria)  
2017 Best Airline in Canada and Travellers' Choice Winner Mid-Sized and Low Cost Airlines – North America (TripAdvisor Travelers' Choice awards for Airlines)  
2016 Canada's most reputable company for Corporate Social Responsibility (Reputation Institute)  
2016/2015/2014/2013/2012 Ranked top three for Canadian Brands (Canadian Business Magazine)  
2016/2015/2014/2013 WestJet RBC World Elite MasterCard ranked #1 in Canada (MoneySense magazine)  
2015/2011/2010/2008/2007/2006/2005 Canada's Most Admired Corporate Culture (Waterstone Human Capital)  
2015 Best Employers in Canada (Aon Hewitt)

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