

Budget Airline to Give Flight Attendants a Commission for Food Sales

By [The Moscow Times](#)

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In-flight catering is an important source of revenue for low-cost carriers, and flight attendants on Aeroflot's budget expansion will be given incentives to push sales. **Tim Misir**

The stewards of the budget airline that Aeroflot plans to launch next year will get a commission for how much food and drink they sell on board, Interfax reported.

Russia's state-owned flagship carrier has launched a contest to find a caterer for its new lowcoster Dobrolyot — which translates as Goodflight. The caterer will encourage stewards to sell food and drinks that are not included in the ticket price by offering them a commission based on sales volumes, Interfax reported.

To this end, the supplier will have to enter into individual agreements with each steward working for Dobrolyot.

The conditions of the tender also require the supplier to provide a minimal assortment, which

includes two types of sandwiches, four snacks, two varieties of confectionary products, and four types of alcoholic and nonalcoholic beverages.

Travelers will be able to use bank cards to pay for their purchases, up to a limit of 1000 rubles (\$31).

Dobrolyot will start flying with a fleet of eight planes from next year, with ticket prices expected to undercut current market rates by about 40 percent.

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