

AC479 Agency Commission Program

Revision effective June 2019

TRAVELMAX
10677590

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Updates:

1) Delta S class added to Delta Comfort + grids

- See pages 4 - 10
- Example:

AC479 Term Transatlantic Rates																		
			First		Business					Premium Economy			DL Comf+ & VS Delight ⁶ W / S	Economy				
				F	J	C	D	I	Z	P	A	G		Y	B	M	-	H
Marketing Carrier	DL		P	F	J	C	D	I	Z	W	S	A	-	Y	B	M	U	K
	AF				J	C	D	I	Z	-	P	A	-	Y	B	M	H	K
	AZ				J	C	D	I	Z	W	S	A	-	Y	B	M	U	K
	KL				J	C	D	I	Z	W	S	A	-	Y	B	M	U	K
	VS				J	C	D	I	Z	W	S, H	K	V	Y	B	-	R	L

2) KLM W / S / A added to Premium Economy grids

- See pages 4 – 6, 9
- Example

AC479 Term Transatlantic Rates																		
			First		Business					Premium Economy			DL Comf+ & VS Delight ⁶	Economy				
				F	J	C	D	I	Z	P	A	G	W / S	Y	B	M	-	H
Marketing Carrier	DL		P	F	J	C	D	I	Z	W	S	A	-	Y	B	M	U	K
	AF				J	C	D	I	Z	-	P	A	-	Y	B	M	H	K
	AZ				J	C	D	I	Z	W	S	A	-	Y	B	M	U	K
	KL				J	C	D	I	Z	W	S	A	-	Y	B	M	U	K
	VS				J	C	D	I	Z	W	S, H	K	V	Y	B	-	R	L

3) Aeromexico W added to Comfort + grids for U.S. – Mexico travel

- See page 7
- Example

AC479 Term U.S. - Mexico Rates														
Marketing Carrier		Business					Premium Economy			Comfort +	Economy			
		J	C	D	I	Z	P	A	G	W / S	Y	B	M	H
		J	C	D	I	I	-			W	Y	B	M	U

4) Laos (LA) and Macao (MO) added to Delta and Korean Air Transpacific Joint Venture Countries Rates

- See page 8

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AC479 Commission Program Transatlantic Rates



AC479 Term Transatlantic Rates

Marketing Carrier	DL AF AZ KL VS	First		Business					Premium Economy			DL Comf+ & VS Delight ⁶		Economy				
			F	J	C	D	I	Z	P	A	G	W / S		Y	B	M	-	H
		P	F	J	C	D	I	Z	W	S	A	-		Y	B	M	U	K
				J	C	E	D	I	-	P	A	-		Y	B	M	H	K
				J	C	D	I	Z	W	S	A	-		Y	B	M	U	K

Ticket Origin		via Atlantic to:	Fare Type ¹	Commissions valid for one-way & round-trip fares														
CVG-CDG / JFK-NCE / PDX-AMS / RDU-CDG / SEA-AMS nonstop flights ²			Published	5%	5%	6%	6%	6%	4%	4%	6%	6%	6%	6%	6%	6%	6%	4%
			MSA / FMSA	5%	5%	5%	5%	5%	3%	3%	5%	5%	5%	5%	5%	5%	5%	3%
BOS / DFW / EWR / JFK / LAX / MIA / SEA ³		EMEA / ASIA	Published	5%	5%	20%	20%	20%	18%	18%	16%	16%	16%	16%	16%	18%	18%	18%
			MSA / FMSA	5%	5%	17%	17%	17%	14%	14%	14%	14%	14%	14%	14%	15%	15%	15%
ATL / DTW / MSP / SLC ⁴		EMEA / ASIA	Published	5%	5%	6%	6%	6%	4%	4%	6%	6%	6%	6%	6%	6%	6%	4%
			MSA / FMSA	5%	5%	5%	5%	5%	3%	3%	5%	5%	5%	5%	5%	5%	5%	3%
Other U.S.(50) ⁵		EMEA / ASIA	Published	5%	5%	18%	18%	18%	16%	16%	16%	16%	16%	16%	16%	18%	18%	18%
			MSA / FMSA	5%	5%	15%	15%	15%	13%	13%	13%	13%	13%	13%	13%	15%	15%	15%
Canada		EMEA / ASIA	All	5%	5%	8%	8%	8%	6%	6%	5%	5%	5%	5%	5%	5%	5%	5%

Ticket Origin		via Atlantic to:	Commissions valid for one-way fares														
EMEA (excluding France & The Netherlands) / ASIA		ATL / DTW / MSP / SLC ⁴	All	5%	5%	3%	3%	3%	2%	2%	3%	3%	3%	3%	3%	3%	2%
France		Other U.S.(50) ⁵ / Canada		5%	5%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%
		U.S. (50) ⁴ / Canada		2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	0%	0%

Ticket Origin		via Atlantic to:	Commissions valid for round-trip fares														
EMEA (excluding France & The Netherlands) / ASIA		ATL / DTW / MSP / SLC ⁴	All	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
		Other U.S.(50) ⁵ / Canada		4%	4%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
France		U.S. (50) ⁴ / Canada		2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	0%	0%

¹Fare Types defined: Published MSA / FMSA No discount taken MSA (XM TD) - Discount using a MSA program / FMSA (XT TD)

²Nonstop CVG - CDG / JFK - NCE / PDX - AMS / RDU - CDG / SEA - AMS Traffic (bi-directional originating in the U.S.)
Examples: JFK - NCE Eligible Use JFK - NCE nonstop flight rates
JFK - CDG - NCE Eligible Use JFK origin rates
LAX - JFK - NCE Eligible Use LAX origin rates

³BOS / DFW / EWR / JFK / LAX / MIA / SEA Originating Traffic (see exceptions above)

⁴Connecting HUB Traffic Only - Excludes ATL / DTW / MSP / SLC nonstop flights (See exceptions below) Examples: ATL - BCN No Commission
ATL - CDG - BCN Eligible

⁵Also Includes ATL-FRA / DTW-FRA / MSP-KEF Nonstop flights

⁶Virgin Atlantic Economy Cabin Product Info: <https://www.virginatlantic.com/us/en/virgin-experience/cabins/economy.html>
VS Cabin Comparison: <https://www.virginatlantic.com/us/en/virgin-experience/cabins.html>

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AC479 Commission Program United Kingdom Rates



AC479 Term United Kingdom Rates

Marketing Carrier	DL AF AZ KL VS	First		Business					Premium Economy			DL Comf+ & VS Delight ⁶		Economy				
			F	J	C	D	I	Z	P	A	G	W / S		Y	B	M	-	H
		P	F	J	C	D	I	Z	W	S	A	-		Y	B	M	U	K
				J	C	E	D	I	-	P	A	-		Y	B	M	H	K
				J	C	D	I	Z	W	S	A	-		Y	B	M	U	K

Ticket Origin	via Atlantic to:	Fare Type ¹	Commissions valid for one-way & round-trip fares															
BOS / DFW / EWR / JFK / LAX / MIA / SEA ²	United Kingdom	Published	5%	5%	21%	21%	21%	18%	18%	16%	16%	10%	10%	18%	18%	18%	18%	18%
		MSA / FMSA	5%	5%	18%	18%	18%	15%	15%	14%	14%	8%	8%	15%	15%	15%	15%	15%
ATL / DTW / MSP / SLC ³	United Kingdom	Published	5%	5%	6%	6%	6%	4%	4%	6%	6%	6%	6%	6%	6%	6%	4%	
		MSA / FMSA	5%	5%	5%	5%	5%	3%	3%	5%	5%	5%	5%	5%	5%	5%	3%	
Other U.S.(50)	United Kingdom	Published	5%	5%	19%	19%	19%	17%	17%	16%	16%	10%	10%	18%	18%	18%	18%	18%
		ACMSA / MSA	5%	5%	16%	16%	16%	14%	14%	14%	14%	8%	8%	15%	15%	15%	15%	15%
Canada	United Kingdom	All	5%	5%	8%	8%	8%	6%	6%	5%	5%	5%	5%	5%	5%	5%	5%	5%

Ticket Origin	via Atlantic to:	Commissions valid for one-way fare products															
United Kingdom	ATL / DTW / MSP / SLC ³	All	5%	5%	3%	3%	3%	2%	2%	3%	3%	3%	3%	3%	3%	3%	2%
	Other U.S. (50) / Canada		5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%

Ticket Origin	via Atlantic to:	Commissions valid for round-trip fare products															
LHR	ATL / DTW / MSP / SLC ³	All	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
	Other U.S. (50) / Canada		5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Rest of United Kingdom	U.S. (50) ³ / Canada		2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%

¹Fare Types defined: Published MSA / FMSA No discount taken MSA (XM TD) - Discount using a MSA program / FMSA (XT TD)

²BOS / DFW / EWR / JFK / LAX / MIA / SEA Originating Traffic

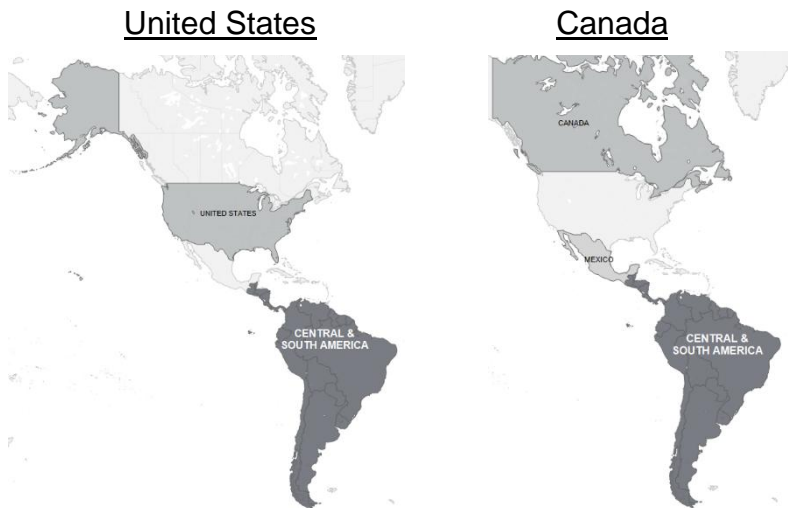
³Connecting HUB Traffic Only - Excludes ATL / DTW / MSP / SLC nonstop flights

Examples: DTW - LHR No Commission
DTW - JFK - LHR Eligible
ATL - LHR No Commission
ATL - BOS - LHR Eligible
ATL - AMS - BRS Eligible

⁴Virgin Atlantic Economy Cabin Product Info: <https://www.virginatlantic.com/us/en/virgin-experience/cabins/economy.html>
VS Cabin Comparison: <https://www.virginatlantic.com/us/en/virgin-experience/cabins.html>

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AC479 Commission Program U.S. and Canada Central & South America Rates



AC479 Term Central & South America includes Canada to/from Mexico Rates

		Business					Premium Economy			Comfort +	Economy				
Marketing Carrier	DL	J	C	D	I	Z	P	A	G	W / S	Y	B	M	-	H
	AF	J	C	D	I	Z	W	S	A	-	Y	B	M	U	K
	AZ	J	C	E	D	I	-	P	A	-	Y	B	M	H	K
	KL	J	C	D	I	Z	W	S	A	-	Y	B	M	U	K
	VS	J	C	D	I	Z	W	S, H	K	V	Y	B	-	R	L

Ticket Origin	Destination	Fare Type ¹	Business					Premium Economy	Comfort +	Economy				
ATL / DTW / MSP / SLC ²	Central & South America (Excludes Mexico)	Published	6%	6%	6%	4%	4%	6%	6%	6%	6%	6%	6%	4%
		MSA / FMSA	5%	5%	5%	3%	3%	5%	5%	5%	5%	5%	5%	3%
Other U.S.(50)	Central & South America (Excludes Mexico)	Published	14%	14%	14%	8%	8%	14%	14%	14%	14%	10%	10%	10%
		MSA / FMSA	11%	11%	11%	6%	6%	11%	11%	11%	11%	8%	8%	8%
Canada	Central & South America (includes Mexico ³)	All	8%	8%	8%	6%	6%	5%	5%	5%	5%	5%	5%	5%

Central & South America	U.S.(50) ⁴ / Canada	All	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
Mexico ³	Canada		2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%

¹Fare Types defined:

Published	No discount taken
MSA / FMSA	MSA (XM TD) - Discount using a MSA program / FMSA (XT TD)

²Connecting HUB Traffic Only - Excludes ATL / DTW / MSP / SLC nonstop flights

Examples: ATL - GRU No Commission
ATL - GRU - FOR Eligible

³Excludes travel to/from ACA / CUN / CZM / MZT / PVR / SJD / ZIH

⁴Also includes connecting HUB Traffic Only - Excludes ATL / DTW / MSP / SLC Nonstop Flights

Examples: GRU - DTW No Commission
GRU - ATL - DTW Eligible
GRU - ATL - BOS Eligible
FOR - GRU - ATL Eligible

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AC479 Commission Program U.S. - Mexico Rates



AC479 Term U.S. - Mexico Rates

Marketing Carrier		Business					Premium Economy			Comfort +	Economy			
		J	C	D	I	Z	P	A	G	W / S	Y	B	M	H
DL		J	C	D	I	Z	-			W	Y	B	M	H
AM		J	C	D	I	I	-			W	Y	B	M	U

Ticket Origin	Destination	Fare Type ¹	Commissions valid for one-way & round-trip fares											
ATL / DTW / MSP / SLC ²	Mexico ³	Published	6%	6%	6%	4%	4%	6%	6%	6%	6%	6%	6%	4%
		MSA / FMSA	5%	5%	5%	3%	3%	5%	5%	5%	5%	5%	5%	3%
Other U.S.(50)	Mexico ³	Published	14%	14%	14%	8%	8%	14%	14%	14%	14%	10%	10%	10%
		MSA / FMSA	11%	11%	11%	6%	6%	11%	11%	11%	11%	8%	8%	8%
Mexico ³	U.S.(50) ⁴	All	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%

¹Fare Types defined: Published MSA / FMSA No discount taken MSA (XM TD) - Discount using a MSA program / FMSA (XT TD)

²Connecting HUB Traffic Only - Excludes ATL / DTW / MSP / SLC nonstop flights

Examples: ATL - MTY No Commission
ATL - MEX - MTY Eligible

³Excludes travel to/from ACA / CUN / CZM / MZT / PVR / SJD / ZIH

⁴Also includes connecting HUB Traffic Only - Excludes ATL / DTW / MSP / SLC Nonstop Flights

Examples: MEX - DTW No Commission
MEX - ATL - DTW Eligible
MEX - ATL - IND Eligible
MTY - MEX - ATL Eligible

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AC479 Commission Program Transpacific Delta & Korean Air Joint Venture Countries Rates



Includes:

- Republic of Korea (KR), Japan (JP), Cambodia (KH), Hong Kong (HK), Indonesia (ID), Laos (LA), Macao (MO), Malaysia (MY), Mongolia (MN), Myanmar (Burma) (MM), Philippines (PH), Singapore (SG), Taiwan (TW), Thailand (TH), Vietnam (VN)

AC479 Delta and Korean Air Transpacific Joint Venture Countries Rates																		
Marketing Carrier			First		Business					Premium Economy			Comfort +	Economy				
			F		J	C	D	I	Z	P	A	G	W / S	Y	B	M	H	
			P	F	J	C	D	I	R	-	-	W	-	Y	B	M	H	
Ticket Origin	Destination	Fare Type ¹	Commissions valid for one-way & round-trip fares															
IAD / LAS	Korea ²	Published	10%	10%	6%	6%	6%	4%	4%	6%	6%	6%	6%	6%	6%	6%	4%	
		MSA / FMSA	10%	10%	5%	5%	5%	3%	3%	5%	5%	5%	5%	5%	5%	5%	3%	
IAD / LAS	DL & KE ATI Countries (Excludes Korea)	Published	10%	10%	18%	18%	18%	8%	8%	16%	16%	16%	16%	18%	18%	18%	18%	
		MSA / FMSA	10%	10%	15%	15%	15%	6%	6%	13%	13%	13%	13%	15%	15%	15%	15%	
BOS / HNL / JFK / LAX / SEA	Korea	Published	10%	10%	15%	15%	15%	5%	5%	13%	13%	13%	13%	15%	15%	15%	15%	
		MSA / FMSA	10%	10%	12%	12%	12%	3%	3%	10%	10%	10%	10%	12%	12%	12%	12%	
BOS / HNL / JFK / LAX / SEA	DL & KE ATI Countries (Excludes Korea)	Published	10%	10%	18%	18%	18%	8%	8%	16%	16%	16%	16%	18%	18%	18%	18%	
		MSA / FMSA	10%	10%	15%	15%	15%	6%	6%	13%	13%	13%	13%	15%	15%	15%	15%	
ATL / DTW / MSP / SLC ³	DL & KE ATI Countries	Published	10%	10%	6%	6%	6%	4%	4%	6%	6%	6%	6%	6%	6%	6%	4%	
		MSA / FMSA	10%	10%	5%	5%	5%	3%	3%	5%	5%	5%	5%	5%	5%	5%	3%	
Other U.S.(50)	DL & KE ATI Countries	Published	10%	10%	18%	18%	18%	8%	8%	16%	16%	16%	16%	18%	18%	18%	18%	
		MSA / FMSA	10%	10%	15%	15%	15%	6%	6%	13%	13%	13%	13%	15%	15%	15%	15%	
Commissions valid for one-way & round-trip fares																		
DL & KE ATI Countries	ATL / DTW / MSP / SLC ³	All	5%	5%	3%	3%	3%	2%	2%	3%	3%	3%	3%	3%	3%	3%	2%	
	Other U.S.(50) ²		5%	5%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	3%	3%	2%	

¹Fare Types defined: Published MSA / FMSA No discount taken MSA (XM TD) - Discount using a MSA program / FMSA (XT TD)

²Connecting IAD & LAS traffic only - Excludes IAD & LAS to and from ICN flights

IAD to ICN nonstop is 0%
LAS to ICN nonstop is 0%
IAD or LAS to ICN via connection is eligible for IAD / LAS to Korea rates
IAD / LAS to Korea via ICN connection is eligible for IAD to Korea rates
IAD / LAS to other ATI countries is eligible for IAD to DL & KE ATI Countries rates

Examples:

IAD - ICN No Commission
LAS - ICN No Commission
IAD - DTW - ICN Eligible for IAD to Korea rates
IAD - ICN - PUS Eligible for IAD to Korea rates
IAD - ICN - SIN Eligible for IAD to DL & KE ATI Countries rates
LAS - LAX - HND Eligible for IAD to DL & KE ATI Countries rates

³Connecting HUB Traffic Only - Excludes ATL / DTW / MSP / SLC nonstop flights

DTW / ATL / MSP / SLC to ICN nonstop is 0%
DTW / ATL / MSP / SLC connections eligible for DL & KE ATI Countries rates

Examples:

DTW - ICN No Commission
DTW - ICN - SIN Eligible for DTW to DL & KE ATI countries rates
DTW - SEA - ICN Eligible for DTW to DL & KE ATI countries rates

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AC479 Commission Program Transpacific Other Asia Pacific Countries Rates



Includes:

- Canada to ALL of Asia
- US to Asia Excluding:
 - Republic of Korea (KR), Japan (JP), Cambodia (KH), Hong Kong (HK), Indonesia (ID), Laos (LA), Macao (MO), Malaysia (MY), Mongolia (MN), Myanmar (Burma) (MM), Philippines (PH), Singapore (SG), Taiwan (TW), Thailand (TH), Vietnam (VN)

AC479 Transpacific to/from other Asia Pacific Countries Rates																						
Marketing Carrier		First		Business					Premium Economy			Comfort +		Economy								
			F	J	C	D	I	Z	P	A	G	W / S	Y	B	M	-	H					
		P	F	J	C	D	I	Z	W	S	A	-	Y	B	M	U	K					
				J	C	D	I	Z	W	S	A	-	Y	B	M	U	K					
Ticket Origin		Destination		Fare Type ¹		Commissions valid for one-way & round-trip fares																
ATL / DTW / MSP / SLC ²		Asia excluding countries above / EMEAI		Published		5%	5%	6%	6%	6%	4%	4%	6%	6%	6%	6%	6%	6%	6%	4%	4%	
				MSA / FMSA		5%	5%	5%	5%	5%	3%	3%	5%	5%	5%	5%	5%	5%	5%	3%	3%	
Other U.S.(50)		Asia excluding countries above / EMEAI		Published		5%	5%	18%	18%	18%	8%	8%	16%	16%	16%	16%	16%	16%	18%	18%	18%	
				MSA / FMSA		5%	5%	15%	15%	15%	6%	6%	13%	13%	13%	13%	13%	13%	15%	15%	15%	
Canada		Asia / EMEAI		All		5%	5%	8%	8%	8%	6%	6%	5%	5%	5%	5%	5%	5%	5%	5%	5%	
						Commissions valid for one-way & round-trip fares																
Asia excluding Countries listed above		ATL / DTW / MSP / SLC ²		All		5%	5%	3%	3%	3%	2%	2%	3%	3%	3%	3%	3%	3%	3%	2%	2%	
		Other U.S.(50)				5%	5%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	2%	2%		
Asia / EMEAI		Canada				5%	5%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	3%	2%		

¹Fare Types defined: Published MSA / FMSA No discount taken MSA (XM TD) - Discount using a MSA program / FMSA (XT TD)

²Connecting HUB Traffic Only - Excludes ATL / DTW / MSP / SLC nonstop flights

Examples: DTW - PVG No Commission
DTW - SEA - PVG Eligible
DTW - NRT - PVG Eligible
DTW - PEK No Commission
DTW - SEA - PEK Eligible

Delta One Suite (where offered)



Delta Premium Select (DL P / A / G) seat



Agency: TRAVELMAX
ARC: 10677590

AC479 Commission Program to / from or via Australia / New Zealand Rates



Term International Long-Haul Australia / New Zealand specific Terms & Conditions:

- 1) Tickets can be plated on either Delta (006) or Virgin Australia (795)
- 2) AC479 must be added to either the Tour Code, Ticket Designator, or Ticket Endorsement
- 3) Required Ticket Endorsement:
 - a. If plating on DL (006): Non-Endorsable – Refundable by DL-Issuing Agencies Only”
 - b. If plating on VA (795): Valid VA ONLY/NON-END/REF THRU ISS OFF
- 4) Reminder that broken fares within Oceania are eligible for commission based on the over the ocean (Oceania to/from U.S/Canada) booking class rate if the connection occurs within 24 hours at the gateway

AC479 Travel to / from or via Australia / New Zealand Rates

Marketing Carrier		First	Business					Premium Economy			Comfort +	Economy			
			J	C	D	I	Z	P	A	G	W / S	Y	B	M	H
		F	J	C	D	I	I	W	R	O	-	Y	B	H	K
Ticket Origin		via Pacific to:		Fare Type ¹		Commissions valid for one-way & round-trip fares									
ATL / DTW / MSP / SLC ³	Australia, New Zealand, Cook Islands, Fiji, Indonesia, Papua New Guinea, Samoa, Solomon Islands, Tonga & Vanuatu ²	Published	5%	6%	6%	6%	4%	4%	6%	6%	6%	6%	6%	6%	4%
		MSA / FMSA	5%	5%	5%	5%	3%	3%	5%	5%	5%	5%	5%	5%	3%
Other U.S.(50)	Australia, New Zealand, Cook Islands, Fiji, Indonesia, Papua New Guinea, Samoa, Solomon Islands, Tonga & Vanuatu ²	Published	5%	20%	20%	20%	16%	16%	20%	20%	16%	16%	18%	18%	18%
		MSA / FMSA	5%	17%	17%	17%	13%	13%	17%	17%	13%	13%	15%	15%	15%
Canada	Australia, New Zealand, Cook Islands, Fiji, Indonesia, Papua New Guinea, Samoa, Solomon Islands, Tonga & Vanuatu ²	All	5%	8%	8%	8%	6%	6%	8%	8%	5%	5%	5%	5%	5%
Commissions valid for one-way & round-trip fares															
Australia, New Zealand, Cook Islands, Fiji, Indonesia, Papua New Guinea, Samoa, Solomon Islands, Tonga & Vanuatu ²	ATL / DTW / MSP / SLC ¹	All	5%	6%	6%	6%	4%	4%	6%	6%	6%	6%	6%	6%	4%
	Other U.S.(50) / Canada	All	8%	15%	15%	15%	13%	13%	15%	15%	13%	13%	12%	12%	12%

¹Fare Types defined:

Published
MSA / FMSA

No discount taken

MSA (XM TD) - Discount using a MSA program / FMSA (XT TD)

²Traffic must be to/from or via Australia / New Zealand

Examples: LAX - BNE Commission

LAX - BNE - DPS Commission

LAX - TPE - DPS No Commission per not traveling to / from or via Australia / New Zealand

³Connecting HUB Traffic Only - Excludes ATL / DTW / MSP / SLC nonstop flights

Examples: DTW - SYD No Commission

DTW - LAX - SYD Eligible

DTW - SYD - BNE Eligible

VA Premium Economy



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ARC: 10677590

AC479 Commission Program Virgin Australia Destinations and Airpass

Virgin Australia Specific Terms:

- 1) The rate grids below are for US / Canada Point of Sales and must be plated on Virgin Australia (795)
- 2) AC479 must be added to either the Tour Code, Ticket Designator, or Ticket Endorsement
- 3) Required Endorsement: Valid VA ONLY/NON END/REF THRU ISS OFF
- 4) Definitions:
 - a. "Domestic Australia" means flights within Australia with domestic destinations including Sydney, Melbourne, Brisbane, Perth, Darwin, Broome, Rockhampton, Townsville, Ballina/Byron etc.
 - b. "Trans-Tasman" means flights departing to/arriving from the Tasman including destinations such as Auckland, Wellington, Christchurch and Dunedin.

Virgin Australia Destinations*															
Marketing Carrier		VA		Business				Economy							
				J	C	D	I	Y	B	H	K	L	E	N	V
Ticket Origin		Destination													
Australia		Australia		3%				3%							
Australia / New Zealand		Australia / New Zealand													
Australia, New Zealand to/from Cook Islands, Fiji, Indonesia, Papua New Guinea, Samoa, Solomon Islands, Tonga, or Vanuatu				3%				3%							

*Rates for US / CA Point of Sale & must be plated on 795 ticket stock

- 5) VA Airpass: must be sold in conjunction with a VA marketed International Long-Haul flight
 - a. Fares are filed to auto price in conjunction with your international travel. The Airpass is broken into different zones. Changes to date require 24 hours prior to scheduled departure of Airpass sector. Changes to sectors are not permitted after commencement of the first international sector
 - b. Definition:
 - i. "International Long-Haul" means flights between Los Angeles, Hong Kong, or passing through these ports, and Australia, New Zealand, or South East Asia and Pacific destinations.

Term Airpass* (fares end with PASSUS)										
Marketing Carrier		Business	Economy							
		IZPASSUS	HZPASSUS	KZPASSUS	LZPASSUS	EZPASSUS	NZPASSUS	VZPASSUS	QZPASSUS	
Applicable routes within AU, Trans-Tasman, and AU/NZ to South East Asia and Pacific		3%	3%							

*Rates for US / Canada Point of Sale & must be plated on 795 ticket stock

More info on Virgin Australia:

<https://www.virginaustralia.com/agents>

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ARC: 10677590

AC479 Commission Program

Round the World (must contain "RTWSKY" in Fare Basis)									
Marketing Carrier		DL	First	Business					
		AF	F	J	C	D	I	Z	
		AM	P, F	J	C	D	I	Z	
		AZ		J	C	D	I	I	
		KE	P, F	J	C	E	D	I	
		KL		J	C	D	I	R	
				J	C	D	I	Z	
Originating in U.S.*		4%		4%					

*Exit US flight must be DL / AF / AM / AZ / KE / KL coded

More info: <https://www.skyteam.com/en/round-the-world-planner/>
Rules & Reference Guide: <https://www.skyteam.com/en/round-the-world-planner/rtw-quick-reference-guide/>

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I. Program Terms and Conditions

A. Carrier

1. "Carrier" means each of Air France, Alitalia, Delta, KLM, Korean Air, Virgin Atlantic, Virgin Australia and Aeromexico. For purposes of this commission program, "Air France" refers to "Société Air France", "Alitalia" refers to Alitalia Società Aerea Italiana, SpA, "Delta" refers to Delta Air Lines, Inc., "KLM" refers to KLM Royal Dutch Airlines, "Virgin Atlantic" refers to Virgin Atlantic Airways Limited, "Virgin Australia" refers to Virgin Australia Airlines Pty Ltd., "Aeromexico" refers to Aerovías de México, S.A. de C.V., "Korean Air" refers to Korean Air Lines, Co., LTD., a company incorporated and existing under the laws of Korea, having its principal office at 260 Haneul-gil, Gangseo-Gu, Seoul, the Republic of Korea ("KAL") and "OAL" refers to all other airlines.
2. Commission on published fares (excluding all taxes, fees and/or YQ/YR surcharges) for eligible Air France, Alitalia, Delta, Korean Air, KLM, Virgin Atlantic, Virgin Australia and Aeromexico marketed flights (AF/AZ/DL/KE/KL/VS/VA/AM coded) regardless of operating carrier, must be claimed at time of ticketing. Excludes Korean Air coded flights U.S. to/from Seoul (ICN) operated by American Airlines.
3. Tickets must be plated on Air France (057), Alitalia (055), Delta (006), Korean Air (180), KLM (074), Virgin Atlantic (932), Virgin Australia (795), or Aeromexico (139) stock.
 Example: LAX – PVG both DL 185 and DL 7000 (operated by China Eastern) are eligible for commission.

B. Origin and Directionality

1. Commission rates are based on the Ticket Origin and over-the-water or Trans-border booking class. Booking classes not listed are ineligible.
 - a) Example: LAX-SYD-LAX will use LAX AU/NZ rates per Los Angeles origin
 - b) Example: SYD-LAX-SYD will use AU/NZ origin rates per Sydney origin
2. Upgrades with eNCL, eMCO and/or mileage/mileage certificates are eligible for commission based on the paid booking class.
3. The Journey's true origin and true destination determines the Origin and Destination group for which the commission level is taken.
 - a) Example: RDU-CDG-ZRH-JFK-RDU will use U.S. (50) Transatlantic rates roundtrip per RDU Origin & Termination
 - b) Example: LAX-LHR-LAX will use Key Markets United Kingdom rates roundtrip per LAX Origin & Termination
 - c) Example: IND-LHR-EVV will use U.S. (50) United Kingdom roundtrip rates per IND Origin & EVV Termination
 - d) Example: MSP-AMS-GVA-CDG-MSP will use HUB Transatlantic rates roundtrip per MSP Origin & Termination
4. One-way, roundtrip, open-jaws, circle-trip journeys qualify for commission.

C. Commission-Qualification Terms

1. The AC479 code must appear on the ticket in one the following locations (listed in order of preference):
 - a) Ticket Designator
 - b) Tour Code if Ticket Designator already in use (waiver code, fare, etc.)
 - c) Ticket Endorsement Field if both Ticket Designator and Tour Code being used (waiver & SkyBonus, etc.)
2. Tickets must state "Non-Endorsable – Refundable by AF/KL/AZ/DL/VS/VA/AM/KE-Issuing Agencies Only"
3. Tickets must be issued in valid local currency of the itinerary point of origin.
4. Fares breaks at a domestic and/or international gateway connecting within 24 hours to/from an AF, AZ, DL, KE, KL, VS, VA, or AM marketed over-the-water or Trans-border flight are also eligible for the same commission rate as the eligible over-the-water or Trans-border fare.
5. Commissions should be calculated against a published base fare excluding any taxes, fees or YQ/YR surcharge. Published fare rules apply and all applicable fees, surcharges, taxes, etc. must be collected by Agency.
6. Tickets refunded, exchanged or used on OAL are subject to commission recall.
7. All over-the-water web fares and/or fares with a WNUP designator are eligible for commission.
 - a) Note - If the fares have a pre-populated designator, then place the AC479 code in the Tour Code

D. Exceptions

1. Commission may not be taken pursuant to this Program for the following:
 - a) Tickets sent to Prism for an active Corporate Sales Agreement (CSA) eligible for discount greater than 0%
 - b) Itineraries with 0% Corporate discount available are eligible for applicable commission subject to Exception #2 below
 - c) Midmarket Sales Agreements (MSA indicated by XM, XY ticket designator), and Focus MSA (FMSA indicated by XT ticket designator) eligible for commission using rates below published fare commission rates
 - d) Infant, child, student, military, government, American Express IAP fares or blocked group space.
 - e) Negotiated fares / Bulk (BT) / Net (NT) / Tour (IT) / Meeting Network fares (MN)
 - f) Tickets where the Delta Equity Card (series beginning with 1556) is used as any part of payment
2. If an all Economy class itinerary has a combination of different applicable commission rates, the lowest commission rate will apply to the entire ticket.
3. If an itinerary has mixed classes of service and at least one transoceanic fare component is booked in First/Business or Premium Economy / Virgin Delight, Comfort + then each fare component is commissionable at its individual commission rate
4. DL / AF / KE / KL / AZ / VS / VA / AM through fares that include OAL (non-DL / AF / KE / KL / AZ / VS / VA / AM coded flights) are subject to a 3% commission reduction

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E. Market Definitions

1. "Gateway" means the first point of arrival, last point of departure in a country or area.
2. "Journey" means the origin to destination of the entire ticket
3. "Over the water flight" means the last flight that leaves a U.S./Canada or international gateway to or from:
 - a) Transatlantic (TATL) – Scheduled flights crossing the Atlantic Ocean excluding to/from Bermuda or the Caribbean
 - b) Transpacific (TPAC) – Scheduled flights crossing the Pacific Ocean to/from the U.S./Canada and points located within Asia/EMEA/Oceania
 - i. Delta & Korean Anti-Trust Immunity (ATI) countries includes US to / from: US to/from Republic of Korea, Japan, Cambodia, Hong Kong, Indonesia, Laos, Macao, Malaysia, Mongolia, Myanmar, Philippines, Singapore, Taiwan, Thailand, Vietnam
 - ii. Canada to all of Asia, US to rest of Asia (excluding countries listed above)
 - iii. Oceania includes Australia, New Zealand, Papua New Guinea, Fiji, Solomon Islands, Vanuatu, New Caledonia, French Polynesia, Samoa, Guam, Kiribati, Federated States of Micronesia, Tonga, American Samoa, Northern Mariana Islands, Marshall Islands, Palau, Cook Islands, Wallis and Futuna, Tuvalu, Nauru, Norfolk Island, Niue, Tokelau, Pitcairn Islands
 - c) Central & South America – Countries within Central America or South America. Excludes Mexico & Caribbean
 - d) EMEA – Countries within Europe, Middle East, Africa or India. Excludes United Kingdom
 - e) United Kingdom -- England, Scotland, Wales and Northern Ireland
4. "Trans-border" means a flight that crosses the border between the U.S. and Mexico or U.S. and Canada

F. Mileage Accrual

1. SkyMiles/Flying Blue/Mille Miglia/Flying Club/Velocity mileage may be accrued subject to applicable program's regulations.

II. General Terms and Conditions

- A.** During the term of this Agreement, Agency shall promote the Carriers as preferred carriers. At all times during the term of this Agreement, Agency shall act in accordance with the terms and conditions of this Agreement, the ARC Agent Reporting Agreement (the "ARC Agreement") and all terms and conditions of Agency's appointment and authorization to sell the Carriers' respective tickets, products and services including, without limitation, with respect to Delta, those set forth at <http://www.delta.com/agency> (as amended from time to time); with respect to Air France and KLM, those set forth at www.afkl.biz (as amended from time to time); with respect to Alitalia, those set forth at <http://www.alitaliaagent.com/> (as amended from time to time); with respect to Virgin Atlantic, those set forth at the VS Flying Hub <https://www.vsflyinghub.com/> (as amended from time to time); with respect to Virgin Australia, those set forth at <https://www.virginaustralia.com/agents> (as amended from time to time); and with respect to Aeromexico, those set forth at <https://Aeromexico.com/en-us> (as amended from time to time). Each of the Carriers' respective rules and tariffs, ticketing and distribution policies, and all terms and conditions of Agency's appointment to sell such Carrier's tickets, products and services shall apply to all tickets issued by Agency.

B. Termination

1. This Agreement and the commission program hereunder are effective **June 2019** and shall continue thereafter until terminated or amended by the Carriers. The Carriers may terminate this Agreement and the commission program hereunder, with or without cause, on one (1) day's prior notice to the Agency.
2. This Agreement and the commission program hereunder may be terminated by the Carriers at their sole discretion, upon the occurrence of any one of the following events, effective on a retroactive basis to the date of the occurrence of the event:
 - a) If Agency is a party to a North America point-of-sale back-end incentive agreement with one or more of the Carriers and Agency fails to earn a net positive cash incentive thereunder for two (2) consecutive calendar quarters.
 - b) Agency assigns or transfers this Agreement or attempts to assign or transfer this Agreement;
 - c) A Carrier terminates Agency's appointment to sell such Carrier's products and services;
 - d) Agency (or any Agency Location or Agency Affiliate) discloses the terms of this Agreement or the commission program hereunder;
 - e) The majority ownership interest of Agency is sold, assigned or transferred;
 - f) Agency (or any Agency Location or Agency Affiliate) makes speculative, false or abusive bookings on any of the Carriers;
 - g) Agency fails to notify ARC and the Carriers of all its locations in which Agency has an ownership or revenue-sharing arrangement of any kind; and
 - h) Agency engages in practices contrary to business ethics/industry standards.
3. This commission program is restricted to the approved home location listed above and its contracted branches.
4. Any solicitations of corporate-managed traffic, as well as account acquisitions made through this program, are strictly prohibited.

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5. This Agreement, including any exhibits hereto and commission tables provided hereunder, and the incentives provided hereunder to Agency are confidential. Except as required by law, rule or regulation, Agency shall not disclose the existence of this commission program or any of the terms set forth herein without the prior written consent of the Carriers. Such non-disclosure includes, but is not limited to, any form of advertisement (including, but not limited to, internet websites). If Agency is required by law, rule or regulation to disclose the existence or any term or condition of this commission program, Agency shall inform the Carriers in writing of such requirement as soon as reasonably practicable. Agency shall not disclose the terms of any exhibit or commission table to any Carrier to whom such exhibit or commission table is not applicable. The obligations of this section shall survive any termination of this Agreement for a period of two (2) years.
6. No term or condition of this Agreement or the commission program hereunder shall be deemed waived, and no breach shall be excused, unless such waiver or excuse is in writing and signed by the party against whom such waiver or excuse is sought to be enforced. Neither this Agreement nor the commission program hereunder shall be assigned or transferred by one party without the prior written consent of the other party; provided, however, that such consent shall not be unreasonably withheld. All rights, remedies and obligations of the parties hereunder shall accrue and apply solely to such parties and their permitted successors and assigns and there is no intent to benefit any third parties. This Agreement and the commission program hereunder shall be interpreted, construed and enforced in accordance with the laws of the State of New York applicable to agreements fully made and performed therein, without regard to its choice of law principles to the contrary.
7. Agency shall not, without the prior written consent of the applicable Carrier's marketing department, make any use of the name, logo, trademark and/or service marks of such Carrier, in any advertising or promotional materials. Agency shall not, without prior written consent of the applicable Carrier, sell such Carrier's flights via any third-party website. All a Carrier's logos, trademarks and service marks must be supplied by such Carrier and may not be scanned or copied from any internet sites or printed material. Any reference to a Carrier can only be used in relation to Carrier's published fares. Under no circumstances can the Carrier's name be used in an advertisement or online display, using other scheduled/charter airline fares as lead in prices. In addition to, and in no way in limitation of, the use of a Carrier's name, logo, trademark and/or service mark in conjunction with this program on any unsecured trade or consumer direct promotion or advertising (paper or electronic) is strictly prohibited on:
 - a) Non-password protected Internet web sites or Internet news groups directed to the travel trade;
 - b) Consumer-direct Internet web sites, including Internet web sites (referred to as opaque) that do not identify the airline carrier until ticketing; and
 - c) Consumer-direct electronic advertising, in whatever format.
8. Agency is prohibited from (and Agency shall prohibit its Agency Locations and Agency Affiliates from): (a) entering into financial, booking or ticketing arrangements with any other travel agent, and/or (b) directly or indirectly moving GDS bookings or ticketing activity to or from any other travel agent if such arrangements would improve Agency's (or any Agency Location's or Agency Affiliate's) performance on the Carriers or as measured under this program. Any violation of this provision shall be a breach of this program by Agency and result in the immediate termination of Agency's participation therein. The Carriers reserve the right to recall any commissions that are earned due to sharing of the program with non-authorized agencies.
9. **General Conditions of Carriage.** All tickets issued by Agency under the commission program hereunder shall be subject to the General Conditions of Carriage and the Conditions of Contract of the applicable Carrier, which are subject to change from time to time.
10. If, after the date of issuance of this Agreement, Agency makes any bookings which are covered by this Agreement and the commission program hereunder, it will be deemed to have accepted all terms and conditions set out herein, unless it notifies the Carriers to the contrary within seven days of its receipt of the same.
11. **Keyword Search.** Agency shall not use, procure, or otherwise arrange for a "Sponsored Link" (as defined below) on any Internet search engine, or service which Sponsored Link uses or includes the trademarks, trade names, service marks or corporate names of any of the Carriers. Additionally, Agency shall include the trademarks, trade names, service marks or corporate names of each of the Carriers as negatives within any search engine or search engine service which it uses, and negatives shall be added as broad-match in those search engines that have match-type functionality. For purposes of this Agreement, a "Sponsored Link" means a link offered, created, or displayed for a fee (whether on a "cost-per-click" basis, commission, or any other commercial arrangement) by any Internet search engine using search terms or keywords to identify, draw attention to, or direct Internet traffic to an Internet site.
12. **MIDT Transmission.** Agency agrees that it will make available and report to Carriers all Agency booking data generated through its GDS program(s). Agency further understands that such action is mandatory throughout the term of the Agreement.

For commission related questions please contact:

Delta (006), Air France (057), KLM (074), Alitalia (055), Virgin Atlantic (932) email address: possupport@delta.com
 Virgin Australia (795) email address: us.sales@virginaustralia.com