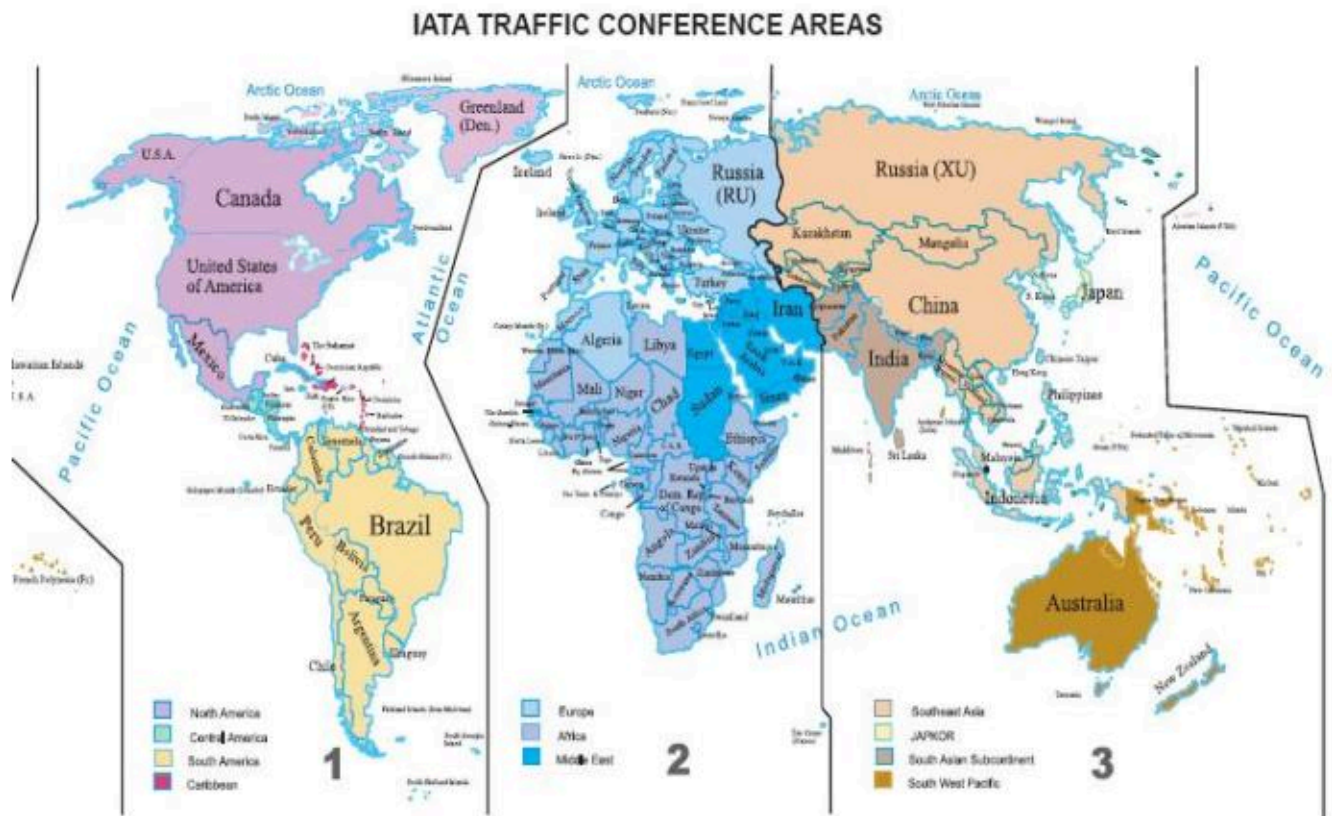


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FARE SELECTION

IATA split the world into three Traffic Conferences (TC1/2/3)



Fare Selection Criteria will consider up to two potential carrier's fares for a fare component. The carrier's fare that will be selected for the fare component will be the lower of the two fares based on a comparison between Options 1 and 2 below, assuming each fare passes all rules.

- Option 1 for fare selection: Most significant carrier (carrier used in the current fare selection process).

1. The first sector crossing from one Area to another Area, if none then
2. The first sector crossing from one sub-area to another, if none then
3. The first international sector

- Option 2 for fare selection: The carrier that provides air travel for the longest measured TPMs (Ticketed Point Miles)

1. The longest international sector, OR
2. The longest consecutive international sectors, OR
3. The longest consecutive international and domestic sectors.

Rule Validation

When a carrier is selected to be the fare owning carrier for the fare component, that carrier is then considered to be “primary” carrier on the Fare Component for the purposes of RBD (Reservation Booking Designators) and Transfers – Category 9.

The fare for the carrier selected to be used on the Fare Component must pass all fare rules (e.g. routing/mileage, stopovers, transfers, surcharges, combinations, RBDs, etc.).

Determining the Fare Owning Carrier on a Fare Quote

After pricing the itinerary, the agent will be able to determine the carrier that was selected to be the fare owning carrier on each fare component using a follow-on entry.

- Galileo Follow-On entry after FQ – FQL
- Apollo Follow-On entry after \$B – FQL
- Worldspan Follow-On entry 4P – 4PR

SIGNIFICANT CARRIER

1. The carrier crossing one area to another / The first carrier crossing from one area to another

Excepting Travel TC123 where you choose the fare from transatlantic carrier

2. The carrier crossing one subarea to another / The first carrier crossing from one sub-area to another

3. The carrier performing the first international sector (except Europe)

- Within Europe: select the lower of the fares applicable for the carrier performing carriage on the first international sector, and the carrier performing the greatest part of the journey measured by TPM. Compare the fares of the two carriers, and apply the lower.

Travel within Scandinavia (Norway, Sweden and Denmark) is considered international for this rule

Domestic Fares except Within USA/Canada: When a domestic fare component involves two carriers (generally there will not be more than two carriers involved in a domestic fare), compare the fares of the two carriers, and apply the lower.

Domestic Fares within USA/Canada (ONE COUNTRY): for fare components within US/CA, select the fare for the carrier performing the service on the first sector.

Carrier Fares and IATA Fares

When applying the fare selection criteria explained above, select the IATA fare if the carrier has not filed a fare between the origin and destination of the fare component.

Fare components between areas

Between TC1 and TC2

When the fare component is between area 1 and area 2 via the Atlantic, the fares of the carrier performing service on the sector crossing from one area to another is used.

Between TC1 and TC3

When the fare component is between area 1 and area 3 via the Pacific, the fares of the carrier performing service on the sector crossing from one area to another is used.

Between TC2 and TC3

When the fare component is between area 2 and area 3, the fares of the carrier performing service on the sector crossing from one area to another is used.

Example (for illustration only)

Itinerary LON-BA-DXB-EK-BKK-QF-SYD Fare component LON-SYD
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In this example, the fare component is between area 2 and area 3. The carrier performing service on the sector crossing from area 2 to area 3 is EK. The fares applicable to EK will be quoted.

Between TC1 and TC3 via TC2

When the fare component is between area 1 and area 3 via area 2, the fares of the carrier performing service on the sector crossing between area 1 and area 2 – the transatlantic carrier – is used.

Between TC2 and TC3 via TC1

When the fare component is between area 2 and area 3 via area 1, the fares of the carrier performing service on the first sector crossing from one area to another will be used. Fare selection is applied in the direction in which the fare is assessed. When an itinerary contains a fare component which returns to the country of origin, the fare is assessed from the country of origin. In this circumstance the fares of the carrier performing service on the first sector crossing from one area to another in the direction of the fare is used.

Example 1 (for illustration only)

Itinerary LON-AA-LAX-UA-TYO Fare component LON-TYO

In this example, the fare component is between area 2 and area 3 via area 1. The carrier performing service on the first sector crossing from one area to another is AA. The fares applicable to AA are used.

Example 2 (for illustration only)

Itinerary LON-BA-LAX-JL-TYO-NH-CHI-AA-MAN Fare component LON-TYO Fare component TYO-MAN (with fares assessed MAN-TYO)
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In this example, BA is the carrier performing service on the first sector crossing from one area to another on the LON-TYO component. The second component returns to the country of origin and the fares are assessed from MAN to TYO. AA is the carrier performing the service on the first sector crossing from one area to another in the direction in which the fare is assessed. The fares applicable to BA are used LON-TYO and the fares applicable to AA are used TYO-MAN.

Between TC1 and TC2 via TC3

When the fare component is between area 1 and area 2 via area 3, the fares of the carrier performing service on the first sector crossing from one area to another will be used. Fare selection is applied in the direction in which the fare is assessed. When an itinerary contains a fare component which returns to the country of origin, the fare is assessed from the country of origin. In this circumstance the fares of the carrier performing service on the first sector crossing from one area to another in the direction of the fare are used.

Example (for illustration only)

Itinerary JNB-XX-KUL-ZZ-LAX-ZZ-KUL-XX-JNB
 Fare component JNB-LAX
 Fare component LAX-JNB
 (with fares assessed JNB-LAX)

In this example, carrier XX performs service on the first sector crossing from one area to another on the JNB-LAX component. The second component returns to the country of origin and the fares are assessed from JNB to LAX; the carrier performing service on the first sector crossing from one area to another in the direction in which the fare is assessed is XX. The fares applicable to XX are used on both the JNB-LAX component and the LAX-JNB component.

Between sub-areas Fare components

When the fare component is between sub-areas, the fares of the carrier performing service on the sector crossing from one sub-area to another are used.

Example 1 between TC1 sub-areas (for illustration only)

Itinerary SFO-MX-MEX-GU-GUA-CM-SJO-LR-UIO
 Fare component SFO-GUA
 Fare component GUA-UIO

In this example, the first component, SFO-GUA, is between the North America and Central America sub-areas. The second component, GUA-UIO, is between the Central America and South America sub-areas. The carrier performing service between North America and Central American is GU. The carrier performing service between Central America and South America is LR. The fares applicable to GU and LR are used on the respective components.

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Example 2 between TC2 sub-areas (for illustration only)

Itinerary STO-IB-MAD-IB-CAS-AT-ABJ
 Fare component STO-ABJ

In this example, travel is between the sub-areas of Europe and Africa. The carrier performing service between sub-areas is AT, transporting on the CAS-ABJ sector. The fares applicable to AT are used.

Fare components with more than one area/sub-area crossing

More than one area crossing

When a fare component is between areas and contains more than one area crossing, the fares of the carrier performing service on the first sector crossing from one area to another will be used. Fare selection is applied in the direction in which the fare is assessed. For fare components returning to the country of origin, and for which the fares are assessed from the country of origin,

the fares of the carrier performing service on the first sector crossing from one area to another in the direction of the fare are used.

Example 1 (for illustration only)

Itinerary SCL-QF-PPT-HA-HNL-UA-TYO-NW-HNL-HA
-PPT-LA-SCL

Fare component SCL-TYO

Fare component TYO-SCL

(with fares assessed SCL-TYO)

In this example, the fare components are between area 1 and area 3. Each component contains two area crossings. The TYO-SCL component is priced with fare directionality SCL to TYO. On the SCL-TYO component, the first sector crossing from one area to another is performed by QF. On the TYO-SCL component, the first sector crossing from one area to another *in the direction of the fare* is performed by LA. The fares applicable to QF and LA are used on the respective components.

Example 2 (for illustration only)

Itinerary DEL-AI-DXB-PK-KHI-PK-ATH-PK-KHI-EK
-DXB-UL-CMB

Fare component DEL-ATH

Fare component ATH-CMB

The fare components are between area 3 and area 2. Each component contains two area crossings. The first area crossing on the DEL-ATH component is the DEL-DXB sector, operated by AI. The first area crossing on the ATH-CMB component is the ATH-KHI sector, operated by PK. The fares applicable to AI and PK are used on the respective components.

More than one sub-area crossing

When a fare component is between sub-areas and contains more than one sub-area crossing, the fares of the carrier performing service on the first sector crossing from one sub-area to another are used. Fare selection is applied in the direction in which the fare is assessed. For fare components returning to the country of origin, and for which the fares are assessed from the country of origin, the fares of the carrier performing service on the first sector crossing from one sub-area to another in the direction of the fare are used.

Example 1 between TC1 sub-areas (for illustration only)

Itinerary NYC-KP-SJU-AA-SDQ-CM-PTY

Fare component NYC-PTY

The fare component in this example is between North America and South America sub-areas. There are two sub-area crossings within the component. From North America to the Caribbean sub-area, and from the Caribbean to South America. The first sub-area crossing is SJU-SDQ, with service on that sector performed by AA. The fares applicable to AA are used.

Example 2 between TC2 sub-areas (for illustration only)

Itinerary BRU-SN-ROM-AZ-CAI-ET-ADD-SV-RUH-LH -FRA-BA-LON-BD-BRU
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Fare component BRU-ADD

Fare component ADD-BRU

(with fares assessed BRU-ADD)

Both of the fare components in this example are between the TC2 sub-areas of Europe and Africa. Each component contains two sub-area crossings. The BRU-ADD component contains a sector crossing from Europe to the Middle East (ROM-CAI) and a sector crossing from the Middle East to Africa (CAI-ADD). The carrier performing the first crossing between sub-areas is AZ. The fares applicable to AZ are used on the BRU-ADD component. The ADD-BRU component contains a sector crossing from Africa to the Middle East (ADD-RUH) and from the Middle East to Europe (RUH-FRA). The fare on the ADD-BRU component is assessed in the direction *from* BRU to ADD. The carrier performing the first sector crossing from one sub-area to another in the direction of the fare is LH. The fares applicable to LH are used on the ADD-BRU component.

Fare components within sub-areas except Europe

When the fare component is within a sub-area, the fares of the carrier performing service on the first international sector are used. When a fare component returns to the country of origin and the fares are assessed from the country of origin, the fares of the carrier performing service on the first international sector in the direction of the fare are used.

Note: Travel between Canada and USA is not considered international travel.

Example 1 within TC1 sub-areas (for illustration only)

Itinerary YUL-DL-ATL-AM-MEX

Fare component YUL-MEX

The fare component in this example is within North America. Travel between Canada and USA is not considered as international travel for the purpose of this application. The first international sector is the ATL-MEX sector, with service performed by AM. The fares applicable to AM are used on this fare component.

Example 2 within TC2 sub-areas (for illustration only)

Itinerary LOS-RK-LAD-SA-JNB-SA-NBO-UY-FIH -RK-KAN Fare component LOS-JNB Fare component JNB-KAN (with fares assessed KAN-JNB)

This example contains fare components within Africa. The first international sector on the LOS-JNB component is LOS-LAD, operated by RK. The component JNB-KAN returns to the country of origin, with fares assessed *from* KAN to JNB. The first international sector in the direction of the fare is the FIH-KAN sector, operated by RK. The fares applicable to RK are used on both components.

Example 3 within TC3 sub-areas (for illustration only)

Itinerary TPE-TG-BKK-SQ-SIN-GA-JKT-BI-BWN -PR-MNL Fare component TPE-SIN Fare component SIN-MNL
--

The fare components in this example are within the South East Asia sub-area. The first international sector on the TPE-SIN component is TPE-BKK, with service performed by TG. The first international sector on the SIN-MNL component is the SIN-JKT sector, with service performed by GA. The fares applicable to TG and GA are used on the respective components.

Fare components within Europe

When a fare component is within the TC2 sub-area of Europe, the fares of the carrier performing service on the first international sector or the fares of the carrier performing service on the longest sector(s) measured by TPM, whichever is lower, are used. For fare components returning to the country of origin, with fares assessed from the country of origin, the comparison will be made between the carrier performing service on first international sector in the direction of the fare and the carrier performing service on the longest sector(s) measured by TPM.

Note: Travel between Denmark, Norway and Sweden is considered as international travel.

Example 1 (for illustration only)

Itinerary BLL-DM-PAR-AF-ROM

Fare component BLL-ROM (longest sector PAR-ROM)

Fares BLL-ROM (shown in NUCs)

AF: 874.73 RTE BLL-PAR-ROM

DM: No fares

YY: 874.73 MPM

In this example DM has no carrier specific fare, so the YY fare is applied as the fare applicable to DM. AF has a route based fare. The value of each base fare is equal. When the fares are processed, the YY fare has a 5 percent mileage surcharge; the route of travel matches the attached route of the AF fare. The AF fare is lower. The AF fare is used.

Example 2 (for illustration only)

Itinerary GOT-SK-CPH-BD-EDI

Fare component GOT-EDI (longest sector CPH-EDI)

Fares GOT-EDI (shown in NUCs)

SK: No fares

BD: 531.72 RTE GOT-LON-EDI

YY: 531.72 MPM

In this example SK has no carrier specific fare, so the YY fare is applied as the fare applicable to SK. BD has a route based fare. The value of each base fare is equal. The route of travel does not match the attached route of the BD carrier specific fare, so it cannot be used. The YY fare is used as the applicable fare for both SK and BD for this component.

[Fare components where a surface sector determines fare selection](#)

When the sector which determines fare selection is a surface sector, the YY fares is used as the applicable fares for the component.

Example 1 within Europe (for illustration only)

Itinerary DUB-EI-LON-AF-PAR-SURFACE-MUC -SR-ZRH Fare component DUB-ZRH (longest sector PAR-MUC)

Fares DUB-ZRH (shown in NUCs)

EI: 684.36 MPM

YY: 675.36 MPM

The fare component is within Europe. The first international carrier is EI. The longest sector is a surface sector. In this case the fares applicable to EI are compared to the YY fares because the surface sector has taken the place of the carrier providing the carriage on the longest sector. For illustration purposes the YY fare is shown as lower than the EI fare and is the fare quoted for this component.

Example 2 between sub-areas (for illustration only)

Itinerary CPH-AF-PAR-AF-ATH-SURFACE-CAI -SV-RUH Fare component CPH-RUH
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In this example, the fare component is between the TC2 sub-areas of Europe and Middle East. The sector which crosses from one sub-area to another sub-area is a surface sector. YY fares is quoted for this component.

Example 3 between areas (for illustration only)

Itinerary MAD-SR-ZRH-SR-DXB-SURFACE-BOM -SQ-SIN Fare component MAD-SIN
--

In this example, the fare component is between areas 2 and 3. The sector which crosses from one area to another area is a surface sector. YY fare is quoted for this component.

Non North American Domestic Fare Selection

When domestic fare components involve more than one carrier, the fares of two carriers are retrieved for a fare quote attempt. If both carrier's fares pass rules validation, the fares of the carrier offering the lower fare is quoted. If only one carrier actually offers fares for the city pair, that carrier's fares are quoted without regard to the carrier's disposition within the component.

Example 1 itinerary within France

1	AF5462Q	15SEP	SXBMRS	HK1	640A	810A	WE
2	XK 151Q	15SEP	MRSAJA	HK1	850A	940A	WE
3	XK 150Q	21SEP	AJAMRS	HK1	705A	755A	TU
4	AF5463Q	21SEP	MRSSXB	HK1	840A	1010A	TU

Fares SXB-AJA RT (shown in NUCs)

AF: 273.83 RTE SXB-AF-MRS-XK-AJA

XK: No fares

SXB AF X/MRS XK(EH)AJA R136.91QAPT3 XK X/MRS
AF(EH)SXB R136.92QAPT3
NUC 273.83

Example 2 itinerary within Sweden

1	SK 146C	15JUN	GOTARN	HK1	730A	830A	TU
2	JZ1313C	15JUN	ARNVBY	HK1	920A	1005A	TU
3	JZ1308C	25JUN	VBYARN	HK1	730A	815A	FR
4	SK 149C	25JUN	ARNGOT	HK1	905A	1000A	FR

Fares GOT-VBY RT (shown in NUCs)

SK: 698.00 RTE GOT-SK-STO-JZ-VBY

JZ: No fares

GOT SK X/STO JZ(EH)VBY R349.00C JZ X/STO
SK(EH)GOT R349.00C NUC 698.00

Determining the Fare Owning Carrier on a Fare Quote

After pricing the itinerary, the agent will be able to determine the carrier that was selected to be the fare owning carrier on each fare component using a follow-on entry.

- Galileo Follow-On entry after FQ – FQL
- Apollo Follow-On entry after \$B – FQL
- Worldspan Follow-On entry 4P – 4PR

1G/V example below Carrier is XX on both fare components

FQ	FLIGHT	DATE	DEP	ARR	(DEP. CITY)	FARE	FLOWN	MPM	
QUOTE 1	PSGR 1	ADT							
1	XX 1110 H	10APR7	0900	1105	JED				
2					DMM				

3	XX 527 Q	11APR7	1840	2105	BAH	M	806	952	
3A					HLRT	**NUC	186.64	XX	
4					JED	M	794	952	
4A					QLRT	**NUC	159.97	XX	
					TOTAL	**NUC	346.61		
4B	TAX	1.60	E3	19.10	IO	15.40	BH		
4C	*FARE*SAR	1300.00	EQU	GBP	285.00	TOTAL	GBP	321.10	

1P example

When there are multiple fare components included in the fare quote, the fare owning carrier is displayed with each associated fare component with the Follow-On entry of 4PR

```
>4P(-
PNR PRICED ON 23MAY FOR TKTG ON 23MAY -
* NON-END
* PRICING RULES VALIDATING CARRIER DEFAULT XX-
**CARRIER MAY OFFER ADDITIONAL SERVICES**SEE >4P#DASO(-
** 01SEP DEPARTURE DATE/ 01SEP IS LAST DATE TO TICKET-
4PR-
MUST SPECIFY FARE COMPONENT IN ENTRY -
PTC   FARE   FARE   FARE           CITY PAIR       CXR-
      COMP  USED  BASIS -
ADT   01     ADT  Y1US           JFK BOM        XX-
      02     ADT  YR             BOM JFK        ZZ-
```

Domestic Routes via International Points

360 Fares processing logic will not return domestic fares for an itinerary that includes an inter-country connection point when the traveled mileage is greater than three times the fare component's origin/destination mileage.

Example:

```
1. KL 1764 M 13MAR FRAAMS AK1 1015 1130 X MO
   OPERATED BY KLM CITYHOPPER
2. KL 1883 M 14MAR AMSNUE AK1 1005 1120 TU

FRAAMS 228 EH
AMSNUE 336 EH
*TOTAL 564*

FRANUE 118 EH (3 X 118 = 354 LESS THAN 564)
```

Overriding the Fare Selection Carrier - OC Modifier

You can tell the system to apply the fare of any airline in the itinerary to override the default IATA Fare Selection Policy.

Important : Using this modifier will result in an M status fare which is not covered by the Travelport Fare Guarantee Policy and therefore not eligible for ADM research.

Example:

Fare Quote

Override carrier	Apollo	Galileo
Override carrier with plating carrier	\$BOCxx	FQOCxx
Override carrier with passenger type	\$BOCxx/Czz	FQOCxx/Czz
Override carrier with segment select	\$B*JCB/OCxx	FQ*JCB/OCxx
	\$BS1*6/OCxx	FQS1-6/OCxx

Best Buy

Override carrier	Apollo	Galileo
Override carrier with plating carrier	\$BBOCxx	FQBBOCxx
Override carrier with passenger type	\$BBOCxx/Czz	FQBBOCxx/Czz
Override carrier with segment select	\$BB*JCB/OCxx	FQBB*JCB/OCxx
	\$BBS1*6/OCxx	FQBBS1-6/OCxx

