



DATE: 10/5/2018 (Amendment 14)
SUBJECT: OFF-TARIFF PROGRAM US-Korea DL/KE JV Consolidator Promo CAT 25 Discount Program

Program Number: **IPL-7404**
 Ticket Designator: **LNEL**
 Origin: US
 Destination: Korea
 Fare attachment ? NO
 Original issue date: 31-Jul-18
 First booking date: 1-Aug-18
 Last booking date: various - see attached
 First ticket date: 1-Aug-18
 Last ticket date: various - see attached
 Travel commence on or after: various - see attached
 Travel commence on or before: various - see attached
 All travel complete by: As per maximum stay of fare used
 AUTOMATED ? YES
CAT 14 (travel) entry for ATG? YES
CAT 15 (ticket) entry for ATG? YES

AMENDMENTS:

DATE	REMARKS
5-Oct-18	14. Update CHI discounts

PROGRAM NUMBER: IPL-7404

TICKET DESIGNATOR: LNEL

RESERVATIONS/TICKETING BY: See attached

PASSENGER TRAVEL DESCRIPTION: **DL:** Individuals and groups in conjunction with air-only travel.
KE: Individuals in conjunction with air-only travel.

MARKETS: Origin: US
Destination: Korea

PLATING CARRIER: Delta Air Lines (006), Korean Air (180)

COMMISSIONS: Published fares are **NET** to Delta/Korean Air and non-commissionable.

FARE LEVELS:

Point-of-sale discounts are specified below.

PUBLISHED REFERENCE FARE BASIS CODES & POINT-OF-SALE DISCOUNT CHART

DL												
TICKET	TRAVEL PERIOD	From	To	Published Reference Fare Basis Code	Booking Class	Resulting Fare Basis Code	OW/RT	POS Discount	Global Indicator			
NOW - 05OCT18	21OCT 18 - 23OCT18 26OCT18 - 31OCT18 (Outbound via DL7862)	CHI	KR	UL-, LL-, KL-, QL-	U, L, K, Q	Per published	RT	12%	PA			
Now - 05OCT	Now - 20OCT18 24OCT18 - 25OCT18 01NOV18 - 02DEC18 08JAN19 - 30APR19			UL-, LL-, KL-, QL--	U, L, K, Q	Per published	OW/RT	10%				
	03DEC18 - 09DEC18 24DEC18 - 07JAN19			UK-, LK-, KK-, QK-								
	10DEC18 - 23DEC18			UH-, LH-, KH-, QH-								
	Now - 02DEC18 08JAN19 - 30APR19			HL-	H	Per published	OW/RT	10%				
	03DEC18 - 09DEC18 24DEC18 - 07JAN19			HK-								
	10DEC18 - 23DEC18			HH-								
	Now - 31OCT18			Now - 02DEC18 08JAN19 - 30APR19	CHI	KR	UL-, LL-, KL-, QL-, HL-	U, L, K, Q, H		Per published	OW/RT	7%
				03DEC18 - 09DEC18 24DEC18 - 07JAN19			UK-, LK-, KK-, QK-, HK-					
10DEC18 - 23DEC18		UH-, LH-, KH-, QH-, HH-										
NOW - 05OCT18		21OCT 18 - 23OCT18 26OCT18 - 31OCT18 (Outbound via DL7862)	ATW, AZO, CID, CLE CMH, CVG, DAY, DSM, FAR FWA, GRB, GRR, ICT, IND LEX, MBS, MKC, MKE, MLI MSN, PIA, SBN, SDF SGF, STL, TOL	KR			UL-, LL-, KL-, QL-					
Now - 05OCT	Now - 20OCT18 24OCT18 - 25OCT18 01NOV18 - 02DEC18 08JAN19 - 30APR19	UL-, LL-, KL-, QL-			U, L, K, Q	Per published	OW/RT	10%				
	03DEC18 - 09DEC18 24DEC18 - 07JAN19	UK-, LK-, KK-, QK-										
	10DEC18 - 23DEC18	UH-, LH-, KH-, QH-										
	Now - 02DEC18 08JAN19 - 30APR19	HL-			H	Per published	OW/RT	10%				
	03DEC18 - 09DEC18 24DEC18 - 07JAN19	HK-										
	10DEC18 - 23DEC18	HH-										
	Now - 02NOV18	17AUG18 - 02DEC18 08JAN19 - 03MAY19			DFW	KR	UL-	U		Per published	RT	20%
		03DEC18 - 09DEC18 24DEC18 - 07JAN19					KK-	K				
Now - 07NOV18		Now - 02DEC18	LAX	KR			LL-	L				
03DEC18 - 09DEC18 24DEC18 - 31DEC18 10DEC18 - 23DEC18	KL-	K			12%							
	QL-, HL-	Q, H			10%							
	QK-, HK-	Q, H			8%							
	HH-	H			7%							
Now - 07NOV18	Now - 02DEC18	EUG, FAT, OAK, ONT RNO, SIC, SMF, TUS	KR	LL-, KL-, QL-, HL-	L, K, Q, H	Per published	OW/RT	10%				
	03DEC18 - 09DEC18 24DEC18 - 31DEC18			QK-, HK-	Q, H			8%				
	10DEC18 - 23DEC18			HH-	H			7%				
Now - 25OCT18	19SEP 02DEC18 08JAN19 - 03MAY19	SFO	KR	LLG0ZRMD	U	ULG0ZRMD	RT	25%				
	LLO0ZRMD			ULO0ZRMD		23%						
	03DEC18 - 07DEC18			UKG0ZRMD	U	UKG0ZRM1	RT	25%				
	19SEP18 - 02DEC18 08JAN19 - 03MAY19			UKO0ZRMD		UKO0ZRM1		23%				
	03DEC18 - 07DEC18 01JAN19 - 07JAN19 04MAY19 - 05MAY19			LLG0ZRMD	U	ULG0ZRM2	RT	20%				
	LLO0ZRMD			ULO0ZRM2								
	08DEC18 - 09DEC18 26DEC18 - 31DEC18 (Outbound via DL7693)			UKG0ZRMD	U	UKG0ZRM2	RT	20%				
	UKO0ZRMD			UKO0ZRM2								
	08DEC18 - 09DEC18 26DEC18 - 31DEC18 (Outbound via DL7693)			LKG0ZRMD	U	UKG0ZRM3	RT	12%				
	LKO0ZRMD			UKO0ZRM3		11%						
	10DEC18 - 12DEC18 (Outbound via DL7693)			KHG0ZRMD	L	LHG0ZRM1	RT	12%				
				KHO0ZRMD		LHO0ZRM1		11%				
	13DEC18 - 23DEC18 (Outbound via DL7693)			KHG0ZRMD	L	LHG0ZRM2	RT	17%				
				KHO0ZRMD		LHO0ZRM2		16%				

Exception: Discounts do not apply to Basic Economy fares (fares with the character "B" in the seventh position; fare types EOU/ERU).

PUBLISHED REFERENCE FARE BASIS CODES & POINT-OF-SALE DISCOUNT CHART

KE											
TICKET	TRAVEL PERIOD	From	To	Published Reference Fare Basis Code	Booking Class	Resulting Fare Basis Code	OW/RT	POS Discount	Global Indicator		
NOW - 05OCT18	21OCT18 - 23OCT18 26OCT18 - 31OCT18 (Outbound via KE38)	CHI	KR	UL-, LL-, KL-, EL-	U, L, K, E	Per published	RT	12%	PA		
Now - 05OCT18	Now - 20OCT18 24OCT18 - 25OCT18 01NOV18 - 02DEC18 08JAN19 - 30APR19			UL-, LL-, KL-, EL-	U, L, K, E	Per published	OW/RT	10%			
	03DEC18 - 09DEC18 24DEC18 - 07JAN19			UK-, LK-, KK-, EK-							
	10DEC18 - 23DEC18			UH-, LH-, KH-, EH-							
				Now - 02DEC18 08JAN19 - 30APR19	HL-	H	Per published	OW/RT		10%	
				03DEC18 - 09DEC18 24DEC18 - 07JAN19	HK-						
				10DEC18 - 23DEC18	HH-						
	Now - 31OCT18			Now - 02DEC18 08JAN19 - 30APR19	CHI	KR	UL-, LL-, KL-, EL-, HL-	U, L, K, E, H		Per published	OW/RT
03DEC18 - 09DEC18 24DEC18 - 07JAN19				UK-, LK-, KK-, EK-, HK-							
10DEC18 - 23DEC18		UH-, LH-, KH-, EH-, HH-									
NOW - 05OCT18	21OCT18 - 23OCT18 26OCT18 - 31OCT18 (Outbound via KE38)	ATW, AZO, CID, CLE CMH, CVG, DAY, DSM, FAR FWA, GRB, GRR, ICT, IND LEX, MBS, MKC, MKE, MLI MSN, PIA, SBN, SDF SGF, STL, TOL	KR	UL-, LL-, KL-, EL-	U, L, K, E	Per published	RT	12%			
Now - 05OCT18	Now - 20OCT18 24OCT18 - 25OCT18 01NOV18 - 02DEC18 08JAN19 - 30APR19			UL-, LL-, KL-, EL-	U, L, K, E	Per published	OW/RT	10%			
	03DEC18 - 09DEC18 24DEC18 - 07JAN19			UK-, LK-, KK-, EK-							
	10DEC18 - 23DEC18			UH-, LH-, KH-, EH-							
				Now - 02DEC18 08JAN19 - 30APR19	HL-	H	Per published	OW/RT		10%	
				03DEC18 - 09DEC18 24DEC18 - 07JAN19	HK-						
				10DEC18 - 23DEC18	HH-						
	Now - 02NOV18			17AUG18 - 02DEC18 08JAN19 - 03MAY19	DFW	KR	UL-	U		Per published	RT
03DEC18 - 09DEC18 24DEC18 - 07JAN19				KK-			K				
Now - 07NOV18	Now - 02DEC18 03DEC18 - 09DEC18 24DEC18 - 31DEC18 10DEC18 - 23DEC18	LAX	KR	LL-	L	Per published	OW/RT	15%			
				KL-	K			12%			
				EL-, HL-	E, H			10%			
				EK-, HK-	E, H			8%			
				HH-	H			7%			
Now - 07NOV18	Now - 02DEC18 03DEC18 - 09DEC18 24DEC18 - 31DEC18 10DEC18 - 23DEC18	EUG, FAT, OAK, ONT RNO, SJC, SMF, TUS	KR	LL-, KL-, EL-, HL-	L, K, E, H	Per published	OW/RT	10%			
				EK-, HK-	E, H			8%			
				HH-	H			7%			
Now - 25OCT18	19SEP - 02DEC18 08JAN19 - 03MAY19	SFO	KR	LLG0ZRMD	U	ULG0ZRMD	RT	25%			
	LLO0ZRMD			ULO0ZRMD		23%					
	03DEC18 - 07DEC18			UKG0ZRMD	U	UKG0ZRM1	RT	25%			
				UKO0ZRMD		UKO0ZRM1		23%			
	19SEP18 - 02DEC18 08JAN19 - 03MAY19			LLG0ZRMD LLO0ZRMD	U	ULG0ZRM2 ULO0ZRM2	RT	20%			
	03DEC18 - 07DEC18 01JAN19 - 07JAN19 04MAY19 - 05MAY19			UKG0ZRMD UKO0ZRMD	U	UKG0ZRM2 UKO0ZRM2	RT	20%			
				08DEC18 - 09DEC18 26DEC18 - 31DEC18 (Outbound via KE26)	LKG0ZRMD	U	UKG0ZRM3	RT	12%		
	LKO0ZRMD				UKO0ZRM3		11%				
	10DEC18 - 12DEC18 (Outbound via KE26)			KHG0ZRMD	L	LHG0ZRM1	RT	12%			
				KHO0ZRMD		LHO0ZRM1		11%			
	13DEC18 - 23DEC18 (Outbound via KE26)			KHG0ZRMD	L	LHG0ZRM2	RT	17%			
				KHO0ZRMD		LHO0ZRM2		16%			

ONE WAY/ROUND TRIP TRAVEL: As per the applicable published reference fare basis code used.

DAY-OF-WEEK APPLICATION: As per the applicable published reference fare basis code used.

SEASONALITY:	As per the applicable published reference fare basis code used.
FLIGHT APPLICATION:	<ol style="list-style-type: none"> 1. As per the applicable published reference fare basis code used. 2. Travel via CA/CX/GA/MF/NH/PR/VN flights is not permitted. 3. All transpacific travel must be via DL/KE operated flights.
ADVANCE TICKETING:	As per the applicable published reference fare basis code used.
MINIMUM/MAXIMUM STAY:	As per the applicable published reference fare basis code used.
STOPOVER:	As per the applicable published reference fare basis code used.
TRANSFERS:	As per the applicable published reference fare basis code used.
OPEN-JAW:	Single and double open jaws permitted.
OPEN RETURN:	Not Permitted.
COMBINATIONS:	<p>No combinations permitted end-on-end with any other fare basis or program. Fares may be combined to form single or double open jaws/round-trips, or to form circle trips, except for around-the-world fares, provided combinations are with any fare for carrier DL/KE in any rule in any tariff. Where conditions of the two fares differ, the more restrictive conditions will apply.</p> <p>EXCEPTION: DL Basic Economy fares (fares with the character "B" in the seventh position, fare types EOU/ERU), are only combinable with other Basic Economy fares.</p>
BLACKOUT DATES:	As per the applicable published reference fare basis code used.
SURCHARGES:	All applicable surcharges apply.
TAXES/CUSTOMS FEES:	It is the ticketing agent's responsibility to add all applicable surcharges, departure taxes, customs fees or any other US or non-US. tax to fares stated herein.

FORM OF PAYMENT:

Cash, Check or Credit Card

With respect to all credit card sales in which DL/KE is the merchant, the amount of the credit card transaction shall not be greater than 25% of the contracted fare or a maximum of \$25 (should 25% of the contracted fare be less than \$25)

If any mark up as shown in the commission box exceed the guidelines stated above; the Agent will be subject to a debit memo for the difference.

Note: No credit card belonging to an agent or an agent's sub-agent, including but not limited to their officer(s), employee(s), or servant(s) shall be used as a means of remittance to Korean Air as payment for sales of passenger air transportation. This provision does not affect the use of personal credit cards for the purpose of personal travel.

TICKETING:	<p>Travel must be ticketed on standard ARC/Delta ticket stock with normal entries except as noted below.</p> <p>BULK FARE TICKETING AND TICKET DESIGNATORS</p> <p>Net Fares using Bulk Ticketing:</p> <ol style="list-style-type: none"> 1. Auditors Coupon: Fare Box: Net fare to Delta plus any applicable surcharges Tax Box: List all applicable taxes/fees Total Box: Total of net fare plus all taxes/fees 2. All other coupons Fare Box: "IT" type fare basis code should be entered. IT type fare amount should be entered. Tax Box: List all applicable taxes/fees Total Box: Total all taxes/fees
Fare Basis	<p>Tickets will show in the fare basis box the SPECIAL fare basis used for ticketing.</p> <p>Example of fare basis/ticket designator: TLG0ZRMK/LNEL. A slash mark (/) must be entered between the fare basis code and the ticket designator.</p>
Ticket Designator:	LNEL
Endorsement Box:	NONEND/RFNDISSAGCY/L-7404
Not Valid Before:	Passenger's Departure Date
Not Valid After:	As per the maximum stay of fare used
Tour Code	LNEL

TRAVEL PERIOD:	Travel commence on or after:	various - see attached
	Travel commence on or before:	various - see attached
	All travel complete by:	As per maximum stay of fare used

GROUP REQUIREMENTS

DL: Groups/Blocks: Group reservations are defined as 10 or more passengers. All group bookings must be made through the Leisure Desk. All provisions regarding group policy, including reservations, deposits, penalties toward utilization, ticketing, name changes and deviations are per the Ad-Hoc Group Guidelines. Please contact the Leisure Desk or refer to World Agent Direct for assistance at: <https://www.worldagentdirect.com/deltaair/home/index.do>.

CANCELLATIONS/REFUNDS/CHANGES:	<p><u>CANCELLATIONS/REFUNDS</u> Applies for cancel/no-show/refund, except for death of the passenger or immediate family. (A death certificate must be presented).</p> <p><u>Before/After Departure</u> DL: For H, Q, K, L, U fares: A cancellation fee of USD \$200 applies KE: For H, E, K, L, U fares: A cancellation fee of USD \$200 applies DL: For T, X, V fares: A cancellation fee of USD \$300 applies KE: For Q, N, T fares: A cancellation fee of USD \$300 applies</p> <p>Note 1: Child discount applies. Note 2: No-show: Applies as per published. Exception: For DL Basic Economy fares (fares with the character "B" in the seventh position; fare types EOU/ERU): All published fare rules regarding changes and cancellations apply.</p>
	<p><u>CHANGES</u> <u>Before/After Departure:</u> Note: For all fares, after departure, the first inbound change is free of charge. DL: For H, Q, K, L, U, T, X, V fares: Charge USD120 per change. KE: For H, E, K, L, U, Q, N, T fares: Charge USD120 per change.</p> <p>Note 1: Child discount applies. Note 2: No-show: Applies as per published. Exception: For DL Basic Economy fares (fares with the character "B" in the seventh position; fare types EOU/ERU): All published fare rules regarding changes and cancellations apply. Exception: (Applicable to KE): Reissue for revalidation is permitted free of charge, provided there are no changes to carrier, flights, routing, stopover conditions, booking class, day/time, and fares.</p>

CHILDRENS FARES:

CHILDREN (accompanied, 11 years of age and under) Append "CH" to the fare basis code	Between the US and Korea	Pay 75% of the applicable adult net fare		
INFANTS (under 2 years of age, not occupying a seat) Append "IN" to the fare basis code		Pay 10% of the applicable adult net fare		Maximum 1 infant per adult

Note: Applicable to DL: Infants who will reach their second birthday at any point during the journey will be charged the applicable child fare for the entire journey.

DISCOUNTS:

- A. Tour Conductors: Not permitted.
- B. Site Inspectors: Not permitted.
- C. Agent Discount: Not permitted.
- D. No other discounts permitted.

SKYMILES: Mileage may be accrued, if the applicable frequent flyer program rules so provide. [Click here](#) to see details for accrual on Unpublished fares. DL SkyMiles bonus award upgrades do not apply.

SPECIAL CONDITIONS:

- A. **Fare Agreement:** This agreement is subject to change or cancellation on 24 hours' advance notice by either party.
- B. **Confidentiality:** This agreement is strictly confidential. Any disclosure of the fares or terms contained herein to passengers or persons not approved by Delta/Korean Air constitutes a breach of this confidentiality, which will result in immediate cancellation of this agreement.
- C. **Prepaid tickets** not permitted.
- D. This program may not be used in conjunction with any other Incentive or Marketing program you may have with Delta Air Lines/Korean Air.
- E. **Electronic tickets**, where eligible, are required. Otherwise fee applies for paper tickets.
- F. Fares not valid for redistribution to any other agency or third party without Delta/Korean Air consent.
- G. Fares not eligible for online distribution unless such access is conducted through a secure, password-protected web site directed to, and accessible only by, such subagents and not accessible for any consumer direct activity.