

# T-1272 Transpacific Retail China Commission Program

Version: 5 Dated: 3 JAN 19

This program contains confidential information belonging to Carriers that are party to this program and its contents should not be disclosed to any person (including without limitation the Carriers who are parties under the Consolidator Agreement but not party to this program).

Ticket on/after:	3 JAN 19
Last Ticketing Date:	31DEC19
Travel on/after:	3 JAN 19
Travel Commence Date:	Per published fares
Travel Complete Date:	Per published fares

## Applicable Markets & Payment Scale

Origin	Destination	DL Fare Class	Point of Sale Commission
US/CA	PEK/PVG	J,C,D,I,Z,W,Y,B,M,H,Q,K,L,U,T,X,V	5%
LAX	PVG	J,C,D,I,Z	10%
US/CA	China (Excluding) PVG/PEK)	J,C,D,I,Z,W,Y,B,M,H,Q,K,L,U,T,X,V	5%
DTW	PVG	A,G	10%
US/CA	BJS/SHA (Excluding DTW-PVG)	A,G	10%
US/CA	China (Excluding PVG/PEK)	A,G	5%
PVG/PEK	US/CA	J,C,D,I,Z,A,G,W,Y,B,M,H,Q,K,L,U,T,X,V	3%
CA	KR	J,C,D,I,Z,W,Y,B,M,H,Q,K,L,U,T,X,V	5%
CA	HK,VN	J,C,D,I,Z,W,Y,B,M,H,Q,K,L,U,T,X,V	5%
CA	JP	J,C,D,I,Z,	10%
CA	JP	W,Y,B,M,H,Q,K,L,U,T,X,V	8%
CA	JP	A,G	10%
CA	ASIA (Excluding CN)	A,G	10%
CA	ASIA (Excluding CN, JP, HK, KR, VN)	J,C,D,I	5%
CA	ASIA (Excluding CN, JP, HK, KR, VN)	Z,W,Y,B,M,H,Q,K,L,U,T,X,V	5%

### A. Origin & Directionality

1. Origin: As specified above.
2. Directionality: As specified above.
3. Point of Sale: U.S.
4. For the purposes of this program, the following countries shall be considered "Asia": BD, BN, FM, GU, ID, KH, KR, LA, MM, MN, MO, MP, MY, NP, PH, PW, SG, TH, TW
5. For any of the above countries to be permitted, all applicable rules contained herein must be satisfied.

### B. Carrier

1. All travel must be on DL marketed or operated flight that also includes flights that cross the Pacific Ocean and Delta Connection or Delta Shuttle flights unless otherwise specified below. Routing and valid connecting points are reflected in the GDS fare quote systems unless otherwise specified below.
2. Commission is valid on DL flights including DL code share flights. NOTE: KE flights from ICN to CN qualify for commission

Commission Qualification Terms

1. Tickets must be plated on DL (006)
2. Tickets must be issued in USD.
3. Tickets must be issued in US
4. Tickets must state "Non-Endorsable – Refundable by Delta Issuing Agency Only".
5. Commissions must be calculated against base fare prior to any taxes, airport fees, customs user fees, passenger facility charges or other similar charges.
6. Commission compensation must be taken at point of sale. Retroactive commission may not be claimed.
7. Tickets refunded, exchanged or used on OAL are subject to recall of commission.
8. All travel must include a DL operated/marketed flight that crosses the Pacific Ocean unless stated in the above terms/conditions.
9. Itineraries in which the fare breaks are commissionable in three instances:
  - (A) When US gateways are used as connecting points and that point is eligible for commission when considered as an origin point and the connecting time is not more than 24 hours or
  - (B) When the itinerary includes DL operated flights and the fare breaks in PVG/PEK and the connecting time is no more than 24 hours or (C.) when the itinerary is US-FOC and it includes DL operated flights over the water flying directly to PVG and the fare breaks and the connecting time is no more than 24 hours.
10. For any routing where multiple commission percentages apply, the lowest applicable commission percentage shall be used for the entire itinerary

**Market Definition:**

Asia: Scheduled flights to/from the listed Asia Countries

**Exceptions:**

1. Infant, student, military, VUSA, or standby fares.
2. Blocked group space.
3. Negotiated fares, corporate travel, corporate discounted fares or any other special pricing/commission programs.
4. Basic economy fares are not eligible for commission
5. Commission eligible on other programs with products discounted at 0%
6. Commission is based on fare class with the exception of Comfort Plus cabin, which will be based on the booking class (W Class) not of a fare basis code to provide our partners an opportunity to earn more commission. All other fares will claim commission based on the 1st letter of the fare basis code

**Special Conditions**

1. This agreement is subject to change or cancellations on 24 hours advance notice by either party.
2. This agreement is strictly confidential. Any disclosures of the fares or terms contained herein to passengers or persons not approved by Delta constitutes a breach of this confidentiality, which will result in immediate cancellation of this agreement.

**Restrictions**

1. All published fare rules apply.
2. Economy-class fares that feature an automatic upgrade option are commissionable at the applicable economy-class commission rate.
3. Program T-1272 is combinable with any other 1000 series commission program.