

US-LAC Consolidator Commission Program

Agreement Number: 1503

Version: 10

Dated: October 29, 2021

A. Applicable Markets & Payment Scale

Ticket on/after:	October 29, 2021
Travel on/after:	October 29, 2021
Last ticketing date:	October 31, 2022

Origin	Destination	Fare Class	POS Incentive Commission
US	Brazil / Argentina / Chile / Colombia / Ecuador / Paraguay / Peru / Uruguay (Interline)	All	8%
US	Central America / South America	All	8%
US	SDQ / STI	All (Including Basic Economy)	4%
LAC	US	All	4%

B. Origin & Directionality

1. Origin: As specified above
2. Directionality: As specified above

C. Carrier

1. All travel must be on DL. Routing and valid connecting points are reflected in the GDS fare quote systems.
2. Fares and travel are valid via flights operated by the "Delta Connection" carriers. Travel via the Delta Shuttle is permitted.
3. Fares are not valid via DL code share flights unless specified below.
4. Commission is valid on DL code share flights operated by AM, AR, and LATAM (LA,XL).
5. Brazil / Argentina/ Ecuador / Chile / Colombia / Paraguay/Peru/Uruguay Interline Travel: Travel is permitted to one (1) point beyond the DL gateway in South America using AR (Aerolineas Argentina, LA (LATAM Airlines Group/Chile), LA (LATAM Airlines Brasil), LA (LATAM Airlines Argentina), XL (LATAM Airlines Ecuador), LA (LATAM Airlines Colombia), LA (LATAM Airlines Paraguay), or LA (LATAM Airlines Peru). All travel must be on a Delta Air Lines or Delta Connection coded flight originating in the US to the Delta Air Lines gateway in South America with a maximum of one (1) offline segment in each direction within South America. Commission applies provided published THROUGH fare basis utilized from the US origin point to the city beyond the Delta Air Lines gateway in South America, provided that the final point is also within South America.
6. Maximum commission allowed on DL code share flights operated by Aeromexico (AM) is 3%.

D. Commission Qualification Terms

1. Tickets must be plated on DL (006).
2. Tickets must be issued in USD.
3. Tickets must state "Non-Endorsable – Refundable by Delta/Issuing Agency Only".
4. Commissions must be calculated against base fare prior to any taxes, YQ/YR surcharges, airport fees, customs user fees, passenger facility charges or other similar charges.
5. Commission compensation must be taken at point of sale. Retroactive commission may not be claimed.
6. Tickets refunded, exchanged or used on OAL are subject to recall of commission.
7. Commission is allowed on web fares.
8. Agency is responsible for adding all applicable surcharges, departure taxes, custom fees or any other US or non US tax to fares stated herein.

9. South America Interline Travel: Travel is permitted to one (1) point beyond the Delta Air Lines gateway in South America. All travel must be on a Delta Air Lines or Delta Connection coded flight originating in the US to the Delta Air Lines gateway in South America with a maximum of one (1) offline segment in each direction within South America. Commission applies provided published THROUGH fare basis codes beginning with the letters listed above are utilized from the US origin point to the city beyond the Delta Air Lines gateway in South America, provided that the final point is also within South America.
10. Market Definition: A. LAC: Combination of following regions Central America: Scheduled flights to/from Belize, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, Panama. Commission does not apply to RTB or LIR. South America: Scheduled flights to/from Argentina, Brazil, Chile, Colombia, Ecuador, Peru, Paraguay, Uruguay

E. Prepaid tickets are not permitted

F. Exceptions

Commission may not be taken pursuant to this program for the following:

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. Split ticketing is not allowed.
5. Tickets where Delta Equity Card was used in whole or in part as the form of payment.
6. Basic Economy fares are non-commissionable unless specified in table above and can be identified by the letter "B" in the 7th character of the fare basis. This fare books into "E" class.

G. Discounts

None permitted

H. 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.
3. All rules and restrictions of the published fare will apply.

I. Restrictions

1. All published fare rules apply.
2. Fare breaks are permitted. Connecting time must not be over 24 hours.
3. Economy-class fares that feature an automatic upgrade option are commissionable at the applicable economy-class commission rate.
4. Program 1503 is combinable with any other 1000 series or M series commission program.