

US-LAC Consolidator Commission Program



Program Number: 1503

Version: 12 **Dated: October 26, 2022**

For the purpose of this Commission program, the parties shall be Delta and the Agency.

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).

Applicable Markets & Payment Scale

Ticket on/after:	October 26, 2022
Last ticketing date:	September 30, 2023
Travel on/after:	October 26, 2022
Travel Commence Date:	Per Published Fares
Travel Complete Date:	Per Published Fares

Origin	Destination	DL Fare Class	Point of Sale 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%

Origin & Directionality

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

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.
3. Fares are not valid via DL code share flights unless specified below.
4. Commission is valid on DL code share flights operated by 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 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.

Commission Qualification Terms

1. Tickets must be plated on DL (006).
2. Tickets must be issued in USD.
3. Tickets must be issued in the 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, YQ/YR surcharges, airport fees, customs user fees, passenger facility charges or other similar charges. Published fare rules apply and all applicable fees, surcharges, taxes, etc. must be collected by Agency
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. 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. Fare breaks are permitted. Connecting time must not exceed 24 hours.
10. Commission applies to the 1st letter of the fare basis code.

Market Definition:

1. 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.
2. South America: Scheduled flights to/from Argentina, Brazil, Chile, Colombia, Ecuador, Peru, Paraguay, Uruguay

Exceptions

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

1. Infant, student, military, VUSA, or group blocked space standby fares.
2. Negotiated fares, corporate travel, corporate discounted fares or any other special pricing/commission programs.
3. Split ticketing (Entire itinerary must be issued on the same ticket)
4. Tickets where Delta Equity Card (series beginning with 1556) is used in whole or in part as the form of payment
5. Basic Economy fares 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.
6. Any Delta web fares with fare basis code containing "PVN" and/or "PVR". Example ULXPVN1
7. Prepaid tickets

Special Conditions

1. All published fare rules apply.
2. This agreement is subject to change or cancellations on 24 hours advance notice by either party.
3. 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.
4. Economy-class fares that feature an automatic upgrade option are commissionable at the applicable economy-class commission rate.
5. For DL ticket stock only: Program 1503 is combinable with any other 1000 series commission program