

**Bonus Upfront commission valid for ticketing Jan 1, 2020 through April 23, 2020**

Applicable Ticket Sales Period: Jan 1, 2020 through April 23, 2020

Applicable Travel (Departure) Period: Feb 10, 2020 through April 23, 2020

# TOUR CODE = CCA1AM9094

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Origin** | **Routing** | **Destination** | **Booking**  **Class**  **(Transpacific)** | **Upfront Commission\*** | **Bonus**  **Upfront**  **Commission\*\*** | **Total**  **Commission**  **for**  **The**  **Promotional Period** |
| (Originating from  US/Mexico) | **ORD=PEK=CKG;**  **ORD=CTU;**  **LAS=PEK;**  **LAX=CTU/CKG/CSX/XIY;**  **JFK=CKG/CTU;**  **MEX=TIJ=PEK;**  **SJC=PEK;**  **BOS=PEK;**  **BOS=PVG=CKG; SEA=PEK;**  **SEA=PVG=CKG** | **China and**  **Beyond** | **Z/I** | **12%** | **3%** | **15%** |
| **Y/B/H/K/L/M** | **7%** | **7%** | **14%** |
| **X/V/N/Q/U/T** | **5%** | **8%** | **13%** |
| **P** | **0%** | **5%** | **5%** |

\* HU2020 Published Fare Upfront Commission

\*\*Additional commission you can claim at the time of ticketing **Rules:**

1. **US/Mexico Cities departure to China and beyond via the following qualifying HU transpacific flights:**

**HU467/468 (LAX=CKG) HU493/494 (LAX=XIY) HU7923/7924 (LAX=CSX)**

**HU469/470 (LAX=CTU) HU7925/7926 (MEX=TIJ=PEK) HU415/416 (JFK=CKG)**

**HU7915/7916 (JFK=CTU) HU7989/7990 (SJC=PEK) HU7969/7970 (LAS=PEK)**

**HU497/498 (ORD=PEK=CKG) HU481/482 (BOS=PEK) HU7961/7962 (BOS=PVG=CKG)**

**HU495/496 (SEA=PEK) HU7955/7956 (SEA=PVG=CKG) HU705/HU706 (ORD=CTU)**

1. Directional only, v.v not allowed
2. When combining different published fares, the applicable bonus commission percentage will apply in each direction.
3. Not applicable on infant discount tickets
4. In case of ticket refunds, the claimed commission must be recalled

**Examples:**

|  |  |  |  |
| --- | --- | --- | --- |
| **Routing** | **Class of Service** | **Fare Basis** | **Total Commission %** |
| LAX-CSX-LAX | Economy | NLX6MCUS | 13% (5+8) |
| ORD-PEK-ORD | Business/Economy | RLXRH5US/MLXRT5US | OB: 7% (7+0) and IB: 14% (7+7) |
| SJC-PEK (one-way) | Business | DAWO6US | 15% (15+0) |
| JFK-CTU-JFK | Economy | MHXRTFUS/NHX6MFUS | OB: 14% (7+7) and IB: 13% (5+8) |
| BOS-PEK/PVG-BOS | Business/Economy | ILXRHUS/BLXRT8US | OB: 15% (12+3) and IB: 14%  (7+7) |

**OB: Out-bound IB: In-bound**

**Tour Code/Endorsement Box Requirements:**

**1.** Tour Code Box: Add **CCA1AM9094 only** at the time of ticketing , with “IT” inhibited on the tickets. Refer to your GDS for formats on how to do this.

**Important Note: This bonus commission cannot be transferred as a discount to your customer.**

**MANDATORY Passenger Contact Information Required:**

|  |  |  |
| --- | --- | --- |
| **GDS Classification** | **Mobile Number Instruction Format** | **Email Instruction Format** |
| **AMADEUS (1A)** | SR CTCM HU HK1 – 123456789/US Cell phone/County Code | SR CTCE HU HK1 – Johnsmith//gmail.com  // to be used in place of @ sign  .. to be used in place of \_ (underscore)  ./ to be used in place of – (dash) |
| **SABRE (1S)**  **ABACUS (1B)** | 3OSI HU CTCT mobile number | 3OSI HU CTCE + blank space + email |
| 3OSI HU CTCT mobile number |
| **Worldspan (1P)** | 3SSRCTCMLHHK1/mobile number | 3SSRCTCMLHHK1/name//email |
| **GALILEO (1G)** | SI.P1/SSRCTCMLHHK1/mobile number | SI.P1/SSRCTCEYYHK1/name//email |
| **Eterm (1E)** | OSI HU CTCT mobile number | OSI HU CTCE email (note “@” in the email should be replaced by // ) |
| OSI HU CTCM mobile number passenger name |
| **Notes:** | Note 1: Mobile number entry format: International access code (00) ＋ country code ＋ mobile number. The number should be segmented by “-“ or blank, for example: 00 8615\*\*\*9647 or 00-1-382\*\*\*124.  **NOTE 2: If the passenger is unwilling to provide contact information, agents should note that in the PNR using CTCR instructions; for example, REFUSED TO PROVIDE CTC INFO. If only the agent’s phone number is enterd in the PNR, the agent shall be responsible for informing the passenger of any flight changes in a timely manner.** | Note 1: Email entry format: Please replace “@” (at sign) with “//” (double slash), replace “\_” (underscore) with “..” (double dot), and replace “-”  (dash) with “./” (dot slash). For example: helloworld//hnair.com |

**Agency Support:**

Agencies in need of assistance with group or any other non-commission related issue may contact the

Hainan Airlines Agency Sales Help Desk at 312-374-3700 or usahelpdesk@hnair.com

They are now open 7 days a week from 8AM to 8PM CT

Press 1 for English, Press 2 for Chinese

Agency and Corporate Support – Press 6