

Contract is valid for tickets issued from 26JUN19 - 31DEC19

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|  | **TOUR CODE = CCA1AM9024** |   |
| **Originating from US/Mexico to China/Asia/Europe** **Via HU North American Gateway Cities\*:** **Point of Sale Commission Table**   |
| **Class**  | **Commission**  |
| C / D  | 15%  |
| Z / I / Y / B  | 12%  |
| R / H / K / L / M  | 7%  |
| X / V / N / Q / P / A / U / T  | 5%  |

The commission percentages apply with/without interline segments – US/Mexico or China/Asia add-ons

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| **Originating from China/Asia/Europe to US/Mexico via HU North American Gateway Cities\*:** **Point of Sale Commission Table**   |
| **Itinerary**  | **Class**  | **Commission**  |
| With/Without Interline Segments  | All classes  | **1%**  |

The commission percentages apply with/without interline segments – US/Mexico or China/Asia add-ons **\*North American Gateway Cities – US: BOS/JFK/LAS/LAX/SEA/SJC/ORD; Mexico: TIJ/MEX**

The Point of Sale Commission above can be claimed via ARC at the time of ticket issuance **HU PUBLISHED THROUGH FARE** tickets. Transpacific segments must be HU marketed and operated flights **only.** **HU\* Codeshare Transpacific Flights (Operated by AA): No Front-end Commission**

**Upfront Commission Rules:**

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| **Point of Sales:**  | USA Only  |
| **Ticketing:**  | 26JUN19 – 31DEC19  |
| **Commission:**  | Commission should be calculated against the HU base fare (excluding any taxes, fees and surcharges) Commission cannot be transferred as a discount to the passengers There will be a commission recall when refunding tickets issued with this program  |
| **Combination:**  | When issuing a ticket with a combination of different fare basis codes outbound and inbound, you may claim applicable upfront commission percentage of the fare in each direction. Commission can be claimed on a half-roundtrip basis. For example: “D” class USA-PEK with “Y” class PEK-USA, claim 15% outbound and 12% on the return.  |
| **Ticketing:**  | All tickets must be validated on HU 880 ticket stock. If plating on any other carrier, no commission is allowed  |
| **Applicable Fare:**  | All HU Published Through Fares only, (excluding Private/Net/Negotiated Group Fares). If breaking fares involved in the itinerary, only HU portion can claim commission  |
| **Tour Code:**  |  | **CCA1AM9024 must be shown in the Tour Code Box**  |
| **PTA:**  |  | Not Allowed  |
| **Discount:**  |  | Child Discounts permitted Infant and Corporate Discounts are not applicable  |

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| **Interline Flights in North America:**  | **To/From**  | **Add-on Carriers (as of 28SEP16)**  |
|  | BOS  |   | B6  |
|  | JFK  |   | B6  |
|  | LAS  |   | AS, B6  |
|  | LAX  |   | AS, B6  |
|  | SEA  |   | AS  |
|  | SJC  |   | AS and B6  |
|  | ORD  |   | B6  |

 **Other:** All other Published Fare Rules will apply

Taxes, fees and surcharges are not commissionable

Not valid with any other HU and third party promotions

**Mandatory Passenger Contact Information Required:**

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| **GDS Classification**  | **Mobile Number Instruction Format**  | **Email Instruction Format**  |
| **AMADEUS (1A)**  | SR CTCM HU HK1 – 1234567890/US (cell number/country code)  | SR CTCE HU HK1 – johnsmith//gmail.com // to be used in place of @ .. 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 numberpassenger 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 00-1382\*\*\*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 entered 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 press 6 for agency support or usahelpdesk@hnair.com