

Joint Business Incentive Agreement
North America Point of Sale Commercial Addendum
Special Upfront Incentive Terms and Conditions

CONFIDENTIAL

Agency: **DUMONDE GROUP INC**
Coverage Code: **1058330**

Please use this in conjunction with the terms and conditions outlined in your current North America Point of Sale Commercial Addendum. This Special Upfront Incentive Program is valid for a short term. All other Incentives in your Joint Business Incentive Agreement remain unchanged, and all contractual terms remain in effect.


Applicable Carriers
Ticketing Period:
Travel Period:

American Airlines
Valid for tickets issued February 10, 2020 through and including September 30, 2020
No restriction

This tactical offer will be discontinued if your North America Point of Sale Commercial Addendum is expired, terminated or amended to exclude upfronts in this entity.

UPFRONT INCENTIVE. Contractor's Authorized Sales Outlets may deduct an Upfront Incentive based on the Incentive Table below. Incentive Rates are based on the first character of fare basis code. All tickets must have a point of sale in North America to qualify for the Upfront Incentive.

All Travel on AA (North America Point of Origin per the table below)
(Currency: USD)

TLAT018SP5		American Airlines 																									
		First		Business						Prem		Economy															
Origin	Destination	F	A	J	C	R	D	I	W	P	Y	H	K	M	L	V	G	S	N	O	O						
DFW	Peru/Chile	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6		
All Other North America (excl. DFW)		20	20	20	20	20	18	18	18	18	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	
DFW/CLT	Argentina	16	16	16	16	16	16	16	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8		
All Other North America (excl. DFW/CLT)		20	20	20	20	20	18	18	18	18	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	
North America	Brazil	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20		
Core Markets 2	All Other Central & South America (excl. Peru/Chile/Argentina/Brazil/Mexico)	*																									
All Other North America (excl. Core Markets 2)		20	20	20	20	20	18	18	18	18	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	
Core Markets 2	All Other Mexico (excl. Mexico Leisure)	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8		
All Other North America (excl. Core Markets 2)		10	10	14	14	14	14	10	14	14	14	10	10	10	10	10	10	10	10	8	8	8	8	8	8		
Mexico Leisure - ACA / CUN / CZM / HUX / MZT / PVR / SJD / VER / ZIH																											
Itineraries to Brazil connecting to G3 allowed provided AA is the International carrier to the International Gateway																											
Core Markets 2 - DFW / CLT / MIA																											
* refer to your contracted upfront incentive table for applicable rates																											
Please see the Terms and Conditions link below for itineraries connecting to or from another airline																											

SPECIAL UPFRONT INCENTIVE TERMS AND CONDITIONS	
Contractor's or any sales outlet's first deduction of any Upfront Incentive in this Special Upfront Incentive Program shall be deemed contractor's acceptance and agreement to the terms and conditions of this Special Upfront Incentive Program. Unless expressly stated to the contrary in Exhibit B.	
See Full Terms and Conditions at: Global Upfront Incentive Terms and Conditions	
ADDITIONAL STANDARD TERMS AND CONDITIONS	
Confidentiality. These terms, the Incentives, fares and any current or historical data or other information we exchange with each other at the corporate level must be kept confidential, except from others who need to know such information solely so that they can assist in assessing or servicing your travel needs or implementing these arrangements and who are bound by corresponding confidentiality obligations. For example, we may disclose data and information to our immunized alliance airline partners, subsidiaries and affiliates.	

Thank you for your continued support!
American Airlines Agency Programs Team

