

## 2018 UPFRONT COMMISSION PROGRAM

Compliments of SAUDIA Sales & Marketing Team – North America



02 January 2018

Dear Mr. Bains,

Bains Travel has qualified for our **2018 Preferred Agency Incentive Program**, and is eligible to claim the below **time-of-ticketing commissions**, with the following key conditions:

<u>From</u>	<u>To</u>	<u>First Class</u>	<u>Business Class</u>	<u>Economy Class (except V &amp; N RBDs)</u>	<u>Economy Class (V &amp; N RBDs)</u>
SV flights originating from JFK / IAD / LAX / YYZ	Saudi Arabia and beyond	15%	13%	10%	5%
Domestic USA & Canada points, using published through-fares on SV partner carriers to connect with SV flights via gateways JFK / IAD / LAX / YYZ	Saudi Arabia and beyond	7%	7%	5%	3%
SV flights originating from international gateways	JFK / IAD / LAX / YYZ and domestic USA & Canada points using published through fares on SV partner carriers	7%	7%	5%	3%

Sales validity: **January 1, 2018 to December 31, 2018.**

For the ticket to qualify for commission, the **first travel date** should take place from:

- **January 1, 2018 to June 7, 2018**
- **July 8, 2018 to July 31, 2018**
- **August 18, 2018 to December 7, 2018**

Tickets should be identified with Tour Code: **SVUPCA1218** and issued on **SV 065 ticket stock**.

### **Itineraries excluded:**

Saudi Arabia domestic sectors are subject to 0% commission, unless part of an international journey.  
G class and Net/Private fares are subject to 0% commission.

**Other terms and conditions are as follows:**

- This program is only open to eligible Canada agencies reporting through BSP, and who have received this message on their e-mail on record.
- **Commissions must be claimed at time-of-ticketing only, and may not be claimed retroactively.**
- The Saudia GDS/CRS Booking & Ticketing Policy may be seen here:  
<http://www.saudiairlines.com/travelagencies>
- **Commission eligibility is based on agency performance standards and can be withdrawn or revoked at any time.**
- **Please note violations of the above rules, including non-inclusion of the correct tour code, will result in non-reversible Debit Memos.**

For any additional information, please contact your SV Sales Representative or our Sales Support Team for assistance. We thank you for your business and continued support.

**Americas Sales Support Team**

E-mail: [assg@saudiairlines.com](mailto:assg@saudiairlines.com)

Toll Free: 1-855-550-5506

Hours: Mon-Fri 8am-6pm EST

saudia.com  
  

