

Lufthansa Group airlines Booking & Ticketing policy for Business Partners

This document is valid for:

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| <input checked="" type="checkbox"/> Austrian Airlines | <input checked="" type="checkbox"/> Brussels Airlines |
| <input checked="" type="checkbox"/> Lufthansa | <input type="checkbox"/> Eurowings |
| <input checked="" type="checkbox"/> SWISS | |

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VALIDITY this Policy is valid on/after 01 February 2019, replaces all other Booking & Ticketing Policies in place before, and remains valid until further notice. The Lufthansa Group airlines reserve the right to amend and/or adapt and/or delete rules described in this document at any time

Table of Contents

0. OVERVIEW OF CHANGES	3
1. INTRODUCTION	5
2. BOOKING POLICY	6
2.1. Creation and Modification of a Passenger Name Record	6
2.2. Waitlist Segments	6
2.3. Name Element/Name Changes/Name Corrections	6
2.4. Passive and Informative Segments	7
2.4.1. Passive Segments	7
2.4.2. Informative Segments (for information purposes only)	7
2.5. Duplicate Bookings	7
2.6. Inactive Segments (Status codes HX/NO/UC/UN/US)	8
2.7. Cancellation Ratio	8
2.8. Fictitious, Speculative, Test Bookings/Incomplete Usage	8
2.9. Uncommitted Bookings	9
2.10. Churning	9
2.11. Correct Booking RBD/Sub-Class	9
2.12. Ticket Deadline Control	9
2.13. Service Deadline Control/Automated Issuance Limit	10
2.14. Hidden Groups	10
2.15. No-Show	10
3. TICKETING POLICY	11
3.1. Selection of Validating Carrier	11
3.1.1. Introduction	11
3.1.2. Lufthansa Group airlines Validation Principle	11
3.1.3. Handling of Reissue/Exchange transactions	11
3.2. Electronic Ticket Document ETKT/etix	12
3.3. Credit Card Sales Rule – Card Acceptance	13
3.3.1. Credit Card Acceptance	13
3.3.2. Refunding	13
3.4. Fare Guarantee	13
3.4.1. Lufthansa Group airlines ETKT/etix Rebooking Process	14
3.4.2. Lufthansa Group airlines ETKT/etix Coupon Revalidation	14
3.5. Usage of EMD	15
3.5.1. Definition of EMD	15
3.5.2. Lufthansa Group EMDs usable by Travel Agents	15
3.6. General Refund Principle	17
3.7. General ADM/ACM Policy	18
3.8. Main reasons for ADM based on Audit Results	19
4. OVERVIEW OF FEES AND CHARGES	22
5. GLOSSARY	24
6. IATA RESOLUTIONS SUPPORTING THIS BOOKING & TICKETING POLICY	26

0. Overview of Changes

Date	Chapter	Type	Content
01FEB19	2.1 Correction and Modification of a Passenger name record	Change	Point of sale as an availability level is removed. Rewording of text that not the different segments, but the different full ODs of a travel itinerary must be booked in sequence of travel time.
01FEB19	2.4.1 Passive segments	Correction	Added "unless agreed in written by Lufthansa Group Airlines" Removed "Alternatively use the "No PNR pricing functionality" with status code QF." as not applicable anymore. Added "Use PNR claim."
01FEB19	3.7 ADM principle/policy	Change	The ADM issuance process has been harmonized within LH/LX/OS/SN. ADMs will now be aggregated in one ADM ² with daily ³ upload into BSP-link.
01FEB19	4. Overview of Fees and Charges	Change/Update	<ul style="list-style-type: none"> - <u>Name Correction fee</u> has been harmonised CAD/CHF/EUR/USD25 - <u>ADM fee</u> of LH/LX/SN has been harmonized to CHF/EUR/USD20 and all other countries use the EUR rate to convert to local currency - <u>Incomplete usage audit</u> Change of penalty fee and clubbing of fees under one headline

Date	Chapter	Type	Content
17SEP18	All	Change	This document reflects the new LHG logo Wording LHG carriers is replaced by Lufthansa Group airlines
17SEP18	2.3 Name change/Name Corrections	New	Chapter renamed to 2.3 Name Element/Name change/Name Corrections and rule for name element.
17SEP18	2.4.1 Passive sectors	Update	Statement "Claim PNR is not available" for 1G is removed as not valid in context
17SEP18	2.10 Churning	Change/update	Churning definition update
17SEP18	3.5 Usage of EMD	Update	Minor wording correction, no content changes. Contacts changes
17SEP18	4 Overview of Fees and Charges	Change/update	<ul style="list-style-type: none"> - <u>Plating Violation</u> Implementation of a harmonized flat penalty (instead of application of unrestricted fare) - <u>Booking manipulations</u>: charges in EUR only; all other currencies will no longer be displayed. - New wording for <u>Marine/offshore audit</u>
17SEP18	5. Glossary		LHG definition removed from Glossary Added API to Abbreviation NDC
15FEB18		
15MAY17		

1. Introduction

The purpose of this document is to inform our Agency Partners about existing Austrian Airlines/Lufthansa/SWISS/Brussels Airlines (in the following referred to as *Lufthansa Group airlines*) booking rules and main policies, for individual sales only.

The Lufthansa Group airlines ticketing policies are related to the sales, issuance of Lufthansa Group airlines fares and documents, exchange/reissue, refund and other related topics. For group bookings and ticketing other policies and restrictions may apply.

The revised Lufthansa Group Booking & Ticketing Policy for our Business Partners effective 15MAY17 is replaced by this Lufthansa Group policy. In addition, the Brussels Airlines Booking and Ticketing Policies – Guidelines for Travel Agents and Travel Consultants, effective December 2015 is replaced by this Lufthansa Group policy.

We count on the cooperation of our business partners in adhering to these policies, which serve for mutual benefit of our customers.

The Lufthansa Group airlines *Booking* Policy enables Lufthansa Group airlines to manage the flight inventories in an optimal manner. It enables Lufthansa Group airlines to offer more seat availability to our travel partners and aims to ease the check-in process for our customers if transactions generated are processed correctly.

The Lufthansa Group airlines *Booking* Policy has taken into consideration and complies with IATA resolutions; the obligations of the Travel Agency are described in IATA Resolutions 824 and 830a. As mentioned in paragraph 3.2 of IATA Resolution 824, Lufthansa Group airlines can provide Travel Agencies with this Booking Policy, and Travel Agencies are obliged to comply with it. These IATA resolutions are provided at the end of this document.

The Lufthansa Group airlines *Ticketing* Policy has taken into consideration and complies with IATA resolutions; the obligations of the Travel Agency are described in IATA Resolutions 824, 830a, 850m, 852, 890, 838 and 049x. These IATA resolutions are provided at the end of this document.

Lufthansa Group airlines audit all transactions to identify non-compliance. Non-compliance with the Lufthansa Group Booking & Ticketing Policy may lead to penalties, Agent Debit Memos (ADM) or invoices. Repeated violations of this policy and/or failure to pay any outstanding fee(s)/ADMs may result in the loss of access to view, book and ticket Lufthansa Group airlines inventory and/or adjustment of Ticket Time Limits. Lufthansa Group airlines also reserve the right to issue ADMs for reasons not specified in this document. Please refer to the ADM Policy of the respective airline for further information.

If an Agent has engaged in practices that conflict with these policies, Lufthansa Group airlines will inform the Agent with documented evidence and may respond appropriately, e.g. charging the correct applicable fares, flat penalty fees, taxes, surcharges and/or GDS fees associated with the PNR(s) directly to the Agent with an additional administrative fee. These charges will be raised by ADM for IATA Agents and invoiced to non-IATA Agents.

On the other hand, an Agency Credit Memo (ACM) may also apply in cases such as e.g. erroneous over-collection in ticketed fare, wrong fare calculation or fare re-calculation when in favour of the customer eligible for refund. See also section 3.7 in the Ticketing Policy.

This guide should help the Agent to avoid errors, eventually leading to penalties, ADMs or other measures. For detailed booking and ticketing procedures refer to Lufthansa Group airlines' specific information as well as GDS help pages and support. Please contact your respective GDS Helpdesk for details regarding handling within the GDS.

Detailed information can be found on lufthansaexperts.com.

For OS/SN: Further information can also be obtained from local Agency Support.

2. Booking Policy

2.1. Creation and Modification of a Passenger Name Record

Lufthansa Group airlines may provide availability on Origin/Destination, Point of Commencement level that differs from the level of availability provided if the segments were sold separately. Full O&D availability is mandatory, irrespective of whether a reservation involves Lufthansa Group airlines flights only and/or includes codeshare and/or other airline flights. Consequently, segments of the itinerary might also become married segments. When creating or modifying a PNR the travel itinerary must be booked from provided O&D availability and the different O&Ds must be booked in sequence of travel times. The selected O&D availability must reflect and secure authorized Minimum Connecting Times.

PNRs that are not booked from the provided O&D availability and/or contain bookings received through any manipulations before or after ET are being monitored.

Lufthansa Group airlines strictly forbid any manipulations of bookings and subsequent ticketing of such reservations. Such manipulations will be known as O&D Bypass and will be subject to cancellation of the PNR when un-ticketed or to an ADM/invoice per passenger and per direction of O&D travel when ticketed. Lufthansa Group airlines will send a cancellation message to the original agent in the PNR.

In case a Travel Agent issues a ticket based on a PNR with a manipulated segment an ADM/invoice is issued. The ADM will be raised irrespective of the ticket stock used. Ticketing Agents are responsible for malpractices even if they are not the original Agent making the booking and the ADM will be raised irrespective of the ticket stock used.

2.2. Waitlist Segments

Waitlisting of flight segments is a common practice by Travel Agents that enables the customer to be listed on flights at the preferred fare.

Travel Agents are asked to comply with the following rules:

1. Limit the number of WL segments to the minimum level.
2. Cancel and remove not needed WL segments at least 48hrs before flight departure.
3. No Waitlist segments are permitted at the time of check-in if any higher booking class within the same travel compartment is available.

2.3. Name Element/Name Changes/Name Corrections

General Rule

The full name (according to travel document, e.g. passport) and title of each passenger must be entered at the time of booking.

Name Changes

Name change is not permitted. A name change means that the person travelling is replaced by another person. Changes of family name or first name are thus not permitted within the same PNR. Hence, if a change is needed it is considered as a new booking, thus the original PNR must be cancelled and a new PNR must be created, based on current availability. The original unused ticket may be refunded according to fare rules and a new ticket is to be issued as per the actual applicable fare.

Name Corrections

Name corrections (up to 2 letters) are only permitted if the customer's name has been misspelled. It is also allowed to correct names based on legal documents (e.g. in case of marriage or divorce). Name corrections for already issued tickets are subject to a fee. Country restrictions/exceptions may apply. Kindly contact your respective Lufthansa Group airlines representation for the handling process to be applied.

2.4. Passive and Informative Segments

2.4.1. Passive Segments

Booking and ticketing must be done within the same system (GDS) to avoid passive segments. Lufthansa Group airlines only allow passive segment creation for segments entered by an IATA Agent against an existing identical active booking with the purpose of ticketing on behalf of a non-IATA Agent or Lufthansa Group airline, provided that the IATA Agent does not have access to the GDS where the original PNR has been created.

Lufthansa Group airlines do not allow the creation of passive segments for any other reason, e.g. for administrative purposes unless agreed in written by Lufthansa Group Airlines.

The "Share PNR" functionality - also called Claim PNR - needs to be used to issue the ticket on the active segment instead of creating a new passive segment, whenever the functionality is available.

In addition, agents should work with Responsibility Change or Queuing instead of Passives.

Apollo (1V): Does not offer the Claim PNR functionality; therefore, tickets must be issued in the active PNR. Status code BK should be used.

Galileo (1G): Alternatively create passive segments using Drop-Through functionality (specific agency group business only), if activated.

Sabre (1S) and Abacus (1B): It is not permitted to use status code YK.

Worldspan (1P): Alternatively queue PNRs between two 1P terminals for ticketing purposes. This requires the Ticketing Agent to open a "bridge" which allows a non-IATA 1P Agent to queue bookings over for issuing tickets, eliminating the need for creating passive segments.

In some countries, Lufthansa Group airlines restrict the usage of passive segments.

Lufthansa Group airlines recommend you to contact the Helpdesk of your GDS for more information on the Claim or Share PNR functionality.

2.4.2. Informative Segments (for information purposes only)

Amadeus (1A): use (non-ticketable) Ghost Segments (GK).

Worldspan (1P): use (non-ticketable) AIRTVL segment.

Any other GDS: Informative Segments is either not available or usage not permitted by Lufthansa Group.

2.5. Duplicate Bookings

Lufthansa Group airlines do not allow duplicate segments and/or PNRs. The creation of bookings across one or more PNRs and/or GDSs, where it is logically impossible to travel, is not permitted. Furthermore, duplicate bookings block unused seats and lead to less availability for new bookings.

Lufthansa Group airlines have an automated process in place focused on detection and cancellation of duplicate bookings, which generates a cancellation message with a cancellation of the segment(s) with a status code 'HX' or an immediate cancellation of the segment(s). Status code 'HX' segments and other inactive segments must be removed immediately.

Note:

Inserting the correct full first name of a passenger at the time of the booking ensures duplicate booking checks are minimized. Should an SSR message for duplicate reservation checks be received, it is important to contact Lufthansa Group airlines and inform the airline in case it is not a duplicate reservation.

2.6. Inactive Segments (Status codes HX/NO/UC/UN/US)

Based on the industry standards airlines respond with status codes like HX, NO, UC, UN and US generated by host processes or automated applications (like Dupe Checks, Passive Segment Notification or No-show/WL Clearer, as described above). Such instances occur in cases of non-compliance with the Lufthansa Group Booking & Ticketing Policy, unavailability to confirm sales on Lufthansa Group airlines flights or schedule changes. All inactive status codes like HX/NO/UC/UN/US must be removed at least 48 hours before flight departure by using the cancel entry.

2.7. Cancellation Ratio

The cancellation ratio (number of cancelled segments vs. number of booked segments) shall not exceed 80% for offline and 50% for online Travel Agents. Cancellations should be done at least 48 hours before departure.

2.8. Fictitious, Speculative, Test Bookings/Incomplete Usage

These are defined as reservations using fictional/speculative names and/or flight segments with no intent for travel or as bookings entered into a GDS, which are not directly related to a request from a passenger to purchase a ticket. This also includes the requirement that the coupons of a ticket must be flown in full and sequential order.

Fictitious/Speculative/Test Bookings

Examples of such bookings include reservations with names in PNRs such as SCHEDULE/A/B/C, MOUSE/MICKEY, SMITH/A/B/C, and TEST/AIRLINE.

Furthermore, PNRs should not be created for training and testing reasons. The **training mode** provided by the GDS must be used when testing a functionality or training personnel.

It is prohibited to create segments and/or PNRs for:

- holding or blocking seats in view of expected demands
- circumventing fare rules
- requesting and/or selling airline space not at the specific request of a customer or to meet GDS productivity agreements

Lufthansa Group airlines have an automated process in place focused on detection and cancellation of fictitious, speculative and test bookings, which cancels the segment with a status code 'HX' or an immediate cancellation of the segment(s). Status code 'HX' segments and other inactive segments must be removed immediately.

Incomplete Usage & Out of Sequence

It is not permitted to make reservations different from the passenger's real itinerary including fictitious segments with the aim to undercut the applicable fare. This includes booking and issuing round-trips for the purpose of one-way use or partial travel only as well as amending itineraries without passenger request.

Should the customer change their travel plans for return flight(s) at their destination, and the original ticket does not allow rebooking/rerouting, a Lufthansa Group ticket should be bought and issued in same PNR to avoid ADM. IATA Resolution 830 as well as Selling Agreements between CRS users and CRS providers do not allow any reservation without a specific customer request. Thus, speculative/fictitious bookings (entire fictitious bookings or single fictitious segments) violate contractual agreements as well as fare rules, paragraph SR (Sales Restriction).

2.9. Uncommitted Bookings

Uncommitted bookings are bookings that are not finalized with ET but held by the booking originator.

If the reservation of flight segments is taking longer than the average time necessary to close the sale, the seats are blocked on Lufthansa Group airlines inventory. The airline risks being priced-out and is unable to sell such flight segments. This is why the number of uncommitted bookings being held, including the time they are being held for, is regularly monitored.

Uncommitted bookings are to be removed immediately when the passenger requests to stop the sales process. Double or multiple uncommitted bookings for one and the same passenger/date/flight number/O&D are not permitted.

Lufthansa Group airlines reserve the right to terminate sessions of uncommitted bookings at any time:

- If flight segments are held longer than the average time needed for sale.
- If the Travel Agent holds multiple uncommitted bookings on the same flight.

2.10. Churning

All GDS bookings must be either ticketed as per tariff rules or cancelled in the GDS immediately when not required. This has to be done prior to departure.

Churning refers to cancelling and rebooking of the same itinerary in the same or different classes of service across one or more PNRs or GDSs and is strictly prohibited under any circumstances.

2.11. Correct Booking RBD/Sub-Class

All bookings must reflect the correct and appropriate booking class according to the fare paid.

In most cases, the first letter of the Lufthansa Group airlines Fare Base Code denotes the RBD to be used; it is important to check the correct booking class. The ticketing agent will be held responsible if not complying.

2.12. Ticket Deadline Control

A date and time deadline required for ticket issuance is set in a PNR.

Each fare has its own ticketing time limit, which is reflected in CAT5 (AP) of the respective fare note chapter. However in case of discrepancy between the time limit set in the system and the content coded in CAT5 (AP), the most restrictive ticketing time limit will apply.

Lufthansa Group airlines use an automated process to cancel segments when ticketing has not occurred by applicable time limit. The cancellation of such segment(s) is sent with a status code 'HX' or an immediate cancellation of such segment(s). Status code 'HX' segments and other inactive segments must be removed immediately.

In case of PNRs with multiple names and ticket numbers not being issued for all names, the PNR will be split and the non-ticketed names will be cancelled. A valid ticket number related to the PNRs customer and itinerary has to be issued and reported.

Note:

Voided or Refunded tickets will be checked and will result in a cancellation of active segments. A fake ticket number is considered as intention to bypass the TTL.

2.13. Service Deadline Control/Automated Issuance Limit

A date and time deadline required for the issuance of Electronic Miscellaneous Document is set for certain chargeable services. The service deadline control time limit set by the system does not necessarily match the ticket deadline control. It is mandatory to observe the warning message displayed in the reservation system.

Voided EMDs will also be checked and the service deadline time limit applies.

A fake EMD number is considered as an intention to bypass the SDC/AIL.

In case of PNRs with multiple names where EMDs are not being issued for all names, the non-ticketed services will be cancelled accordingly.

For OS/LX: One SDC message is sent per PNR and it will apply irrespective of the chargeable services being booked separately.

2.14. Hidden Groups

OS/LX/LH/SN Group Policy defines that 10 or more passengers travelling in-/outbound sector together in Economy and/or in Business Class constitute a group booking regardless of the fare paid. Lufthansa Group airlines inform the agents that hidden group bookings are subject to cancellation via an HX message or an immediate cancellation in the PNR to the originator of the PNR.

2.15. No-Show

A no-show occurs, when e.g. a passenger misses the plane or when a Travel Agent fails to cancel a booking, which is ticketed or not ticketed that is not required by the customer which eventually leads to inventory spoilage.

Failure to cancel a redundant ticketed or un-ticketed reservation in due time may result in a no-show. Rebooking/refund restrictions may apply for no-show after ticketing. Lufthansa Group airlines have an automated process in place, which cancels all subsequent Lufthansa Group airlines operating and marketing segments booked in one PNR after a no-show. It is recommended to create separate PNRs for separate tickets in order to avoid cancellations of unlinked journeys, e.g. when one-way fares are used.

Un-ticketed segments, which result in no-show, may incur fees.

3. Ticketing Policy

3.1. Selection of Validating Carrier

3.1.1. Introduction

According to the definition in IATA Resolution 852, an Airline can be used as validating carrier provided:

- it is a BSP/ARC member and eligible for electronic ticketing in the market
- it has interline agreements with all marketing and operating carriers which are part of the itinerary
- it is part of the itinerary or is GSA for one carrier part of the itinerary

3.1.2. Lufthansa Group airlines Validation Principle

In addition to the IATA Resolution 852, the below Lufthansa Group airline validation principle must be followed by the Travel Agent when issuing OS/257, LH/220, LX/724, SN/082 tickets which is valid for:

- OS/LH/LX/SN flight numbers and OS/LH/LX/SN operated flights
- OS/LH/LX/SN flight numbers on code share flights

In any case, the carrier whose ticket stock is chosen must be part of the itinerary.

Important:

Any CAT15 (SR) restrictions mentioned in a fare note go alongside the above conditions listed in chapters 3.1.1 and 3.1.2 and must be applied.

Non-compliance with the above conditions whereby Lufthansa Group airline's ticket stock is used for travel completely on airline's flight numbers other than the flight numbers of the validating carrier will be treated as CIP-violation.

3.1.3. Handling of Reissue/Exchange transactions

Originally, 'unused' tickets issued by Lufthansa Group airlines can be reissued on Lufthansa Group flights even if the original issuing carrier is no longer included in the itinerary provided that both the marketing carrier/flight number and operating carrier of all flights remain on Lufthansa Group airlines.

If this provision cannot be met, then the unused ticket must be processed for refund according to the fare conditions and a new ticket on the respective OAL stock has to be issued by the agent.

3.2. Electronic Ticket Document ETKT/etix

The ETKT/etix as defined by IATA Resolution 722f consists of the following:

- Flight coupons with consecutive coupon numbers with a range of one (1) through four (4), as applicable, and being issued in sequence (in sequence of travel).
- A maximum of four (4) flight coupons per ticket number issued.
- A maximum of four (4) consecutive tickets issued for one journey (max. 16 flight coupons).

The ETKT/etix as defined by IATA Resolution 722f shall contain the following:

- Passenger name: family name/full first name & gender (title optional). Lufthansa Group airlines can accept max. 59 characters (including slash, title, date of birth)
- Airline designator or name of Marketing Carrier; name of Operating Carrier
- Flight number(s); date of flight(s); flight departure time(s)
- For each flight, origin and destination Airport/City code
- Fare (base amount); equivalent fare amount (when applicable); Taxes/Fees/Charges
- Ticket document amount BT, IT (when applicable)
- Fare construction; NUC if published fare is being ticketed
- Form of payment; Reservation status
- Date of issue; Issuing Agency; Airline name and place of issue; Baggage Allowance
- Ticket/Document number(s); Endorsement/Restrictions

The passenger ETKT/etix confirmation is defined by IATA Resolution 722f:

The electronic traffic document includes the electronic or written flight itinerary confirmation, including airfare and payment details, provided by the Travel Agency.

Ticket Notices:

- The Conditions of Contract and other important notices shall be provided to the customer before finalization of the booking.
- The Ticket Notices or reference to IATA Resolution 724 is mandatory. Carriage and other services provided by the carrier are subject to the Conditions of Carriage, which are hereby incorporated by reference to IATA Resolution 724; the Conditions of Carriage of the Carrier whose ticket stock is being used shall be provided to the customer before finalization of the booking. Refer to the “General Conditions of Contract” published by IATA:

<http://www.iatatravelcentre.com/tickets>

Or the OS Conditions of Carriage published on austrian.com:

<https://www.austrian.com/Info/LegalRegulations/ConditionsOfCarriage.aspx>

Or the LH Conditions of Carriage published on lufthansa.com:

<http://www.lufthansa.com/online/portal/lh/cmnn/generalinfo?nodeid=1873532378&l=en&cid=18002>

Or the LX Conditions of Carriage published on swiss.com:

<https://www.swiss.com/ch/en/terms-conditions/conditions-of-carriage>.

Or the SN General Conditions of Carriage published on brusselsairlines.com:

<http://www.brusselsairlines.com/com/misc/conditions.aspx>

3.3. Credit Card Sales Rule – Card Acceptance

In reference to following important points and parts of the **IATA Resolution 890, §1- 4.**

3.3.1. Credit Card Acceptance

1. The Agent may accept cards as payment for ticket sales on behalf of the Member/Airline whose ticket is being issued, subject to the rules and procedures outlined in IATA Resolution 890 and in chapter 10 and/or 14 of the Billing and Settlement Plan manual for Agents.

Policy: Accept cards as payment for electronic ticket/EMD sales where applicable for Lufthansa Group airlines.

2. The Agent shall ensure that the type of card processed during the sale is accepted by the Member/Airline whose traffic document is being issued.

Policy: For OS/257, LH/220, LX/724 and SN/082 validation documents only cards contracted with Lufthansa Group airlines may be accepted. Lufthansa Group airlines accept all general credit cards AX, DC, JC (not accepted by SN), CA/MC, VI, DS (accepted by SN only) and TP.

3. No card issued in the name of the Agent, or in the name of a person permitted to act on behalf of the Agent, or in the name of the Agent's Office (partner or employee), shall be used in connection with the sale of the air transportation on behalf of the Member/Airline to any customer of the Agent.

As of 01 October 2017 Lufthansa Group airlines enforce IATA Resolution 890 and prohibit agents from using such cards, including wholesale cards or VAN in B2B.

In case of violation, Lufthansa Group airlines will issue ADMs and reserve the right to withdraw the agent's ticketing authority.

For NDC API solutions, Lufthansa Group airlines offer specific Air Plus payment solutions.

3.3.2. Refunding

The refund amount of a totally unused or partially used ticket shall only be refunded to the credit card number which has originally been used for payment.

3.4. Fare Guarantee

Transportation shall be subject to the fares and charges in effect on the date of ticket issuance for travel on the specific dates and itinerary shown on the ticket.

A fare and tariff is only guaranteed by the respective GDS when the fare was auto-quoted by the system and the ticket was issued on the same day, based on confirmed flights, and reported in BSP.

Auto-quoted fares stored but not ticketed are subject to any price change. An auto-quoted ticketed fare remains guaranteed up to a voluntary first flight and/or itinerary change including the first flight. This applies to taxes, fees and surcharges equally that need reassessment in case of exchange/reissue before/after departure.

Lufthansa Group airlines tickets established on the basis of manual fare quotations are subject to control and any discrepancies are subject to agent debit. Lufthansa Group airlines also reserve the right to audit and issue ADMs for tickets auto-priced/guaranteed by the GDS.

3.4.1. Lufthansa Group airlines ETKT/etix Rebooking Process

By changing a flight in a passenger booking record, the corresponding ETKT/etix must be updated according to the applicable fare rules within the same change transaction. Due to given reason we point out that the rebooking fee applies for every single closed rebooking transaction in case the ticketed fare is subject to a rebooking fee. Adding a new flight segment with or without cancellation of existing ticketed flight segment/s is considered as a rebooking transaction. This guarantees efficient and smooth check-in processes for our customers by avoiding the risk that the flight bookings could be cancelled due to ticketing deadline control.

Flight cancellations due to ticketing deadline control are not eligible for automatic flight reinstatement.

In addition, a flight change transaction performed without ETKT/etix adaptation for e.g. fare adjustment and/or change fee collection including ticket reissue or revalidation wherever permitted will be subject to ADM.

3.4.2. Lufthansa Group airlines ETKT/etix Coupon Revalidation

For LX: ETKT/etix coupon revalidation is permitted and possible only once. In case of a revalidation it is mandatory that the same RBD, same routing, same fare (Fare Base Code), and the not valid before and not valid after (NVB/NVA) date on the respective flight coupon is not restricted or overruled.

It is mandatory that all fare change conditions must be adhered to and applied with coupon revalidation.

Involuntary revalidation is not permitted. For more information, refer to each Lufthansa Group airlines Policy about the Handling of Long-term Schedule Changes for Travel Agents.

3.5. Usage of EMD

3.5.1. Definition of EMD

EMD is defined by IATA resolutions 725f, 725g and 725h as the method to document the sale and track usage of charges (e.g. Rebooking Fee, ASR and FBAG).

An EMD is issued for a given **Reason for Issuance (RFIC)**, which determines the group of services/fees. Each coupon on an EMD has a precise **Reason for Issuance Sub Code (RFISC)**, which determines a service/fee within the respective RFIC category.

An EMD may contain single or multiple value coupons, up to 16 coupons, where up to 4 coupons can have the same EMD number. If an EMD contains more than 4 coupons, a conjunction EMD needs to be issued (up to 4 document numbers).

Each coupon in an EMD has the following characteristics:

- indicates a paid service (or fee)
- contains a RFIC and RFISC
- belongs to same RFIC as all other coupons on the EMD
- has its own Status (e.g. open, used, void, refunded)

3.5.2. Lufthansa Group EMDs usable by Travel Agents

There are two types of EMDs: EMD-A and EMD-S:

EMD-A: Associated	EMD-S: Stand Alone
EMD-A is issued for services directly linked to a flight coupon	EMD-S can be used independently from an ETKT
Used for collection of any kinds of fees & charges, which are lifted (used) at the same time as the ETKT coupon, provided the EMD is associated to the ticket	Used for collection of any kinds of fees & charges, which are not lifted (used) with an ETKT coupon
Examples: ASR, FBAG, UMNr	Examples: Rebooking Fee, Deposits and Down Payments
The EMD-A is linked to the corresponding ETKT coupon. The carrier and routing of the EMD and ETKT coupons must match. The EMD-A requires a chargeable SSR element in the PNR for automated pricing.	The EMD-S is not linked to the corresponding E-TKT coupon. The EMD-S requires a SVC element in the PNR; it is not automatically priced but must be manually created.
EMD-A coupons always have the initial status "open for use", the status changes simultaneously to the E-TKT coupon status.	EMD-S coupons may have the status "consumed at issuance" or "open for use"
An EMD-A is automatically associated/disassociated to/from an ETKT upon issuance/rebooking. Only airline agents can manually associate/disassociate an EMD-A.	

EMD Interline

Is in place for EMD-A on OS/LH/LX codeshare flights. Please refer to each Lufthansa Group airline's own information channel for further details.

Cancellation Policy

An EMD can be voided on the day of issuance only. After that, if applicable, a refund request is necessary.

Contacts

Kindly refer to Lufthansa Group airline's specific information, as differences may exist:

- For LH/OS: Detailed information about EMD can be found on www.lufthansaexperts.com
- For LX: Detailed information about EMD for Market Switzerland can be found on www.swiss-experts.com and on www.lufthansaexperts.com
- For SN: Detailed information about EMD can be obtained from the local agency support.

Please contact your respective GDS Helpdesk for details regarding the EMD handling within the GDS.

3.6. General Refund Principle

Voluntary Refund means a refund of an unused ticket or portion thereof other than an involuntary refund. A refund notice for unused tickets or portion thereof shall be made in accordance with the following conditions:

- Voluntary refund of a ticket, sold on behalf of Lufthansa Group airlines, shall be applied for by the Agent according to the Lufthansa Group airlines refund rules.
- For cancel/refund conditions apply the conditions mentioned in the fare note according to the date of issue.

Involuntary Refund means a refund of an unused ticket or portion thereof other than a voluntary refund. Involuntary (INVOL) refunds are restricted to the issuing Airline and to the carriers' decision whether or not to treat the refund in question on an involuntary basis. Lufthansa Group airlines may authorize or request support by Travel Agents to involuntary refund or possibly reissue the respective Lufthansa Group airlines ticket according to specifically advised conditions.

Expired Tickets shall not be exchanged for, or be used as payment towards further travel. Such tickets are exclusively valid for refund, if any, through the Lufthansa Group airline refund department. An OS/LH/LX/SN passenger ticket expires one year after its date of issuance or one year after commencement of travel, whichever is later.

Lufthansa Group airlines may request an administration charge for refund calculation of expired documents.

Note:

In any refund scenario all active segments must be cancelled in case of refund or whenever ticket is voided to avoid ADM for no-show. For detailed information on Lufthansa Group airlines refund rules, contact your local Lufthansa Group airlines representative and local agency support.

3.7. General ADM/ACM Policy

ADM Principles

Agency Debit Memos are a legitimate accounting tool in use by all BSP/ARC Airlines to collect amounts or make adjustments to Agent transactions in respect of the issuance and use of Standard Traffic Documents issued by the Agent.

Alternative uses of Agency Debit Memos may exist provided that consultation has taken place either individually with the Agent or a local representation of the Agent, or through the applicable local joint consultative forum.

ADM Policy

Lufthansa Group airlines publish their respective ADM policies per market in BSP. The policy stands in accordance with IATA Resolution 850m (Passenger Agency Conference Resolutions Manual). All the provisions of the resolutions agreed by the Passenger Agency Conference will apply.

ADM Issuance

Agency Debit Memos specify in detail as to why a charge is being made. A complementary document indicating reason for debit and details of charge is attached to the respective debit memo¹.

The ADMs show the contacts of the respective department having knowledge about the debit memo and provide detailed information about the reason for it.

Agency Debit Memos will only be processed through the BSP/ARC if issued latest nine months after final travel date. Any debit action initiated beyond this period will be handled directly between the BSP/ARC Airline and the Agent i.e. by issuing invoice.

Wherever possible, corrections for OS/LH/LX/SN will be aggregated in one ADM² with daily³ upload into BSP/ARC-link.

This means, that an ADM may include several corrections for more than one ticket.

The ADM Fee is only charged once per ADM, irrespective of the number of corrections included.

Dispute Handling

In accordance to the IATA Resolution 850m, an agent shall have a maximum of 15 days in which to review and dispute an ADM.

For Lufthansa Group airlines' disputes of ADMs are to be handled via BSP Link/ARC Debit Memo Manager within the given set-up after reception of the ADM, indicating the reason for dispute and including supporting documentation. Disputed ADMs will be clarified in a timely manner, limited to within 60 days maximum in BSP Link/ARC debit Memo Manager. In case of rejected disputes, detailed information and explanations about reason for rejection will be provided to the Agent.

¹ LX only: a complementary document indicating the ADM reason is not always provided.

² In some markets, one ADM is issued per ticket. This is depending on the market settings.

³ For the time being and due to different processual set-up, SN ADMs will be uploaded in BSP once per month.

ACM Issuance

In the event that Agency Debit Memos have been discovered as unjustified, an Agency Credit Memo will be issued to credit the respective amount. This only applies, if the ADM has already been billed. Otherwise, the ADM will be cancelled.

In the event that over-collection in fare has been discovered with a ticket or ticket reissue/exchange which requires corrections in favor of the customer, an Agency Credit Memo can be issued upon request by the Agent.

For LX: Such ACM request will be issued against a fee.

3.8. Main reasons for ADM based on Audit Results

All Lufthansa Group airlines inform that these are the main reasons for ADM⁴.

1. Booking

- Booking Manipulation (e.g. O&D Bypass/Marriage breaks/Inactive Segments)
- DOB entry missing in PNR:
All ticket issuing offices are responsible for carefully checking all eligibility requirements according to fare rules. In order to avoid misuse and in respect of revenue integrity the DOB (date of birth) information is mandatory for the following discount/fare types:
 - Infant Discounts (IN)
 - Children Discounts (CH)
 - Student Fares (ZZ)
 - Senior Citizen Fares (CD)

Infant/Child Passenger: There is a special type code for infants (INF) and children (CHD) traveling with an adult passenger. The date of birth of the infant/child must always be included.

Example 1A: NM1LEAVEY/PATRICK(INF/MICHAEL/01AUG18)
 NM1SIMPSON/MAGGIE(CHD/05APR08)

Student/Senior Citizen Passenger: In order to avoid any misuse a verification of the proof of eligibility is mandatory at the time of check in. Therefore, it is mandatory for all offices to insert following SSR entry as soon as the ticket is issued.

Example 1A: SR_CKIN_OS_NN1- DOB 24MAY1935

- Inactive Segments
- Fictitious Names
- Fictitious, Speculative, Test Bookings
- Fake Ticket Number
- Churning
- Hidden Groups
- No-show without ticket, refunded or voided ticket

⁴ Lufthansa Group airlines reserve the right to issue ADMs also for reasons not specified in this document due to misuses not (yet) specified here.

2. Fare Audit

- Incorrect fare application and combinability (e.g. routing or sales restrictions)
- Incorrect fare value (under-collection)
- Non-compliance of fare rules e.g. minimum/maximum stay, advanced purchase rules
- Seasonality, flight applications
- Codeshare flights not allowed on specified routings, fares
- Stopovers, transfers and surcharges
- Incorrect Fare Base Code, Ticket Designator & incorrect or missing Tour Code
- Open or waitlisted sectors (where reservation is required)
- Eligibility and Applicability of fare issuance (e.g. Seamen, Global Products, AD/PEP offers)
- Free baggage allowance discrepancies
- Incorrect form of payment according to contract

3. Exchange Audit

- Missing rebooking fee, calculated per transaction
- Incorrect calculations of reissue/rerouting
- Involuntary reissue in case of long-term SKCHG which is not in line with the Austrian Airlines, Lufthansa, SWISS and Brussels Airlines own policies.
For LX: Schedule change is defined as changes and/or cancellation to an LX flight outside 48h before flight departure.
- Missing name corrections fees

4. Plating Violation

Lufthansa Group airlines will raise an ADM for plating violation (IATA resolution 852, Designation and selection of ticketing airline) ticket violation; kindly refer to chapter 3.1 of the ticketing policy and the overview about Lufthansa Group penalty and fees for details and amounts.

5. Commission Audit

- Over-collection of commission (standard & supplementary)
- Incorrect application

6. Taxes, fees and surcharge Audit

- Incorrect collection and/or refund of taxes, fees and surcharges namely
- missing or altered taxes, fees and surcharges
- wrongly collected or under collected taxes, fees and surcharges
- wrongly refunded taxes, fees and surcharges
- already used taxes refunded by mistake

7. Refund Audit

- Incorrect calculation of refund amount, taxes, fees and surcharges
- Incorrect application of cancellation penalty (e.g. in case of no-show)
- Incorrect calculation of refunds commission amount
- Incorrect form of payment on refunds (versus sale)
- For LX: if two tickets are issued for the same dates/same flights/same classes/same fares, an administration fee will be charged to the Travel Agent via the GDS refund system.

8. Unreported Sales/Double Usage

- Tickets which are sold, but not reported and later flown, are charged to the Travel Agent up to applicable fare
- Tickets which are flown, but voided/refunded, will be charged according to issued fare/refund

9. Usage

- Coupon Sequence/Incomplete Usage
- Marine/Seamen/Offshore Fare
- Booking Class Mismatch (RBD)
- Rebooking Fee missing
- Downsell to lower fare with fictitious roundtrip
- Downsell to lower fare with fictitious first/last coupon

Amendments

The Lufthansa Group airlines reserve the right to amend and/or to adapt and/or to partially delete the ADM policy at any time. We always aim to grant enough lead-time to ensure manageable implementation by the Travel Agents.

4. Overview of Fees and Charges

Booking	OS	LH	LX	SN
Booking manipulation (e.g. Marriage Breaks, O&D Bypass)	Per passenger and per remaining manipulated O&D: Economy Class (CH/EU Cont) EUR150 Economy Class (IC/Intercont) EUR250 Business Class (CH/EU/Cont) EUR250 First/Business Class (IC/Intercont) EUR400			
Inactive Segments	EUR5 per passenger & segment		n/a	EUR5 per passenger & segment
Fictitious, Speculative, Test Bookings	EUR5 per passenger & segment		n/a	EUR5 per passenger & segment
Fake Ticket Number	EUR5 per passenger & segment		n/a	EUR5 per passenger & segment
Churning	EUR5 per passenger & segment		n/a	EUR5 per passenger & segment
Hidden Groups	EUR5 per passenger & segment		n/a	EUR5 per passenger & segment
No-show without ticket, refunded or voided ticket	EUR10 per passenger and segment		Automatic fee issued by BSP	EUR10 per passenger and segment
Open or waitlisted sectors (for which reservation is required)	Difference to next applicable fare for which confirmed reservation is not required will be issued to those tickets in which condition "reservations are required for all sectors" is not observed.			

Ticketing	OS	LH	LX	SN
Fare Audit	Difference to applicable fare applies			
Exchange audit	Fare/Fee/Condition according to applicable fare rules		According fares/refund rules Cat 16/31 (No fee).	Fare/Fee/Condition according to applicable fare rules
Refund audit	Fee/Condition according to applicable fare rules		According to fare/refund rules Cat 16/33. ADM fee as per country specific ADM policy	Fee/Condition according to applicable fare rules
Refund for dupe	n/a		CHF25, EUR25, USD25, CAD25 per ticket handled by LX	n/a
ACM Fee for incorrect form of payment on Refund vs Sales	n/a		Fee 20% of ADM amount max CHF/USD/EUR/CAD 150.00 only in case of ADM reversal	n/a
Name correction fee (ticket already issued)	CAD/CHF/EUR/USD25 per passenger effective 06NOV18			EUR30 or equivalent per passenger
Plating violation	EUR200 (or equivalent local currency) flat "Plating-violation penalty" per ticket.			

Usage	OS	LH	LX	SN
Marine/offshore - missing SSR-CKIN element	ADM is issued with a contract violation fee of USD75 per ticket if the mandatory SSR-CKIN element according to Global Marine NetFare/Offshore Fare Conditions is missing or inserted in wrong format. Furthermore, this may result in a retroactive document check. If the required documentation is subsequently provided and is satisfactory, the contract violation fee (ADM for USD75) remains valid.		n/a	
DOB - missing DOB-entry in PNR	If an infant/child discounts or student/senior, citizen fare was used and no DOB information according to above procedure was entered in the PNR a fee of EUR20 will be applied by means of an ADM or SDA for each booking. Passengers travelling with this discount/fare type even not entitled to, ADM or SDA will be charged by raising the fare to next applicable fare.		n/a	
Rebooking fee missing	Rebooking fee as per fare rule			
Incomplete use/out of sequence/Cross ticketing	Per passenger and per remaining manipulated O&D Economy Class (CH/EU Cont) EUR150 Economy Class (IC/Intercont) EUR250 Business Class (CH/EU/Cont) EUR250 First/Business Class (IC/Intercont) EUR400		n/a	
Class difference/Booking Class Mismatch	Fare difference to applicable fare			
Wrong tariff	Fare difference to applicable fare			

General	OS	LH	LX	SN
ADM (Administrative) Fee	An ADM (administration) fee of EUR35 or USD35 will be added to each ADM to cover administrative costs of OS	An ADM (administration) fee of EUR20 or equivalent local currency amount Exception: in US - USD20 and in CH - CHF20) will be added to each ADM to cover administrative costs of LH, LX and SN. The new ADM fee is valid as of 01 FEB 2019, Exception: in CH the fee applies as of 01 APR 19)		
			Additional charges might apply to specific audits (incorrect RF, commission, etc.). Please refer to the respective local ADM policy filed in BSP.	
Refund requests (RA) via BSP Link	Market AT: EUR35 per refund done via BSP Link application	n/a	CHF25, EUR25, USD25, CAD25 per ticket handled by LX.	SN charges an admin fee of EUR40.00 per refund done via BSP link

Currencies not specifically mentioned will be converted from the EUR amount mentioned above.
Lufthansa Group airlines reserve the right to implement additional checks, as well as to change the penalty amounts.

5. Glossary

Abbreviation	Description
1A	Amadeus
1B	Abacus
1E	Travelsky
1F	Infini
1G	Galileo (Travelport Inc.)
1J	Axess
1P	Worldspan (Travelport Inc.)
1S	Sabre
1V	Apollo (Travelport Inc.)
ACM	Agency Credit Memo
ADM	Agency Debit Memo
AIL	Automated Issuance Limit
ASR	Advance Seat Reservation
AX	American Express Card
B2B	Business to Business
BSP	Billing and Settlement Plan
BT Fares	Bulk Tour Fares
CA/MC	Master card
CAT	Fare Note Category
CHF	Swiss Franc
CIP	Carrier Identification Plate
CoC	(Carrier's) Conditions of Carriage
CUG	Closed User Group
DC	Diners credit card
DOB	Date of birth
DS	Discover
EMD-S/EMD-A	Electronic Miscellaneous Document S = Standalone; A = Associated
ET	End of Transaction
ETKT	Electronic Ticket
etix	Electronic Ticket
EUR	Euro
FBAG	First Bag
GDS	Global Distribution System
GSA	General Sales Agent
IATA	International Air Transport Association
INVOL	Involuntary
IT Fares	Inclusive Tour Fares
JC	Japan Credit Bureau
LX	Swiss International Air Lines Ltd.
LH	Lufthansa German Airlines
NDC API	New Distribution Channels
NUC	Neutral Unit of Construction
NVA	Not Valid After
NVB	Not Valid Before
OAL	Other Airlines (other than OS, LH, LX or SN)
O&D	Origin & Destination
OS	Austrian Airlines
PNR	Passenger Name Record
RBD	Reservation Booking Designator
RFIC	Reason for Issuance Code
RFICS	Reason for Issuance Sub code
SDC	Service Deadline Control
SKCHG	Schedule Change (as per IATA definition)
SN	Brussels Airlines
SSR	Special Service Request
TTL	Ticket Time Limit

Abbreviation	Description
UMNR	Unaccompanied Minor
USD	US Dollar
VAN	Virtual Account Numbers
VI	Visa credit card
WL	Waitlist

6. IATA Resolutions supporting this Booking & Ticketing Policy

All the defined terms in the below IATA Resolutions shall apply, even though Lufthansa Group airlines do not always copy the entire resolution but sometimes mention salient features. For EMD the IATA policies are not copied but they apply.

IATA Resolution 824, §3.1 and §3.2 Passenger Sales Agency Agreements

“[...]”

“§3.1 “the Agent is authorized to sell air passenger transportation on the services of the Carrier and on the service of other air carriers as authorized by the Carrier. The sale of air passenger transportation means all activities necessary to provide passenger with a valid contract of carriage. The sale of air passenger transportation means all activities necessary to provide a passenger with a valid contract of carriage including but not limited to the issuance of a valid Traffic Document and the collection of monies therefor. The agent is also authorized to sell such ancillary and other services as the Carrier may authorize;”

§3.2 “all services sold pursuant to this Agreement shall be sold on behalf of the Carrier and in compliance with Carrier’s tariffs, conditions of carriage and the written instruction of the Carrier as provided to the Agent. The Agent shall not in any way vary or modify the terms and conditions set forth in any Traffic Document used for services provided by the Carrier, and the agent shall complete these documents in the manner prescribed by the Carrier;”

“[...]”

IATA Resolution 830a, §1 Consequences of Violation of Ticketing and Reservation Procedures

WHEREAS IATA Members are granting IATA Accredited Agents access to Standard Traffic Documents; and

WHEREAS custody, completion, issue, reissue, validation and revalidation of such traffic documents are governed by Members' tariffs and the ticketing procedures furnished to Agents through ticketing systems, and as described in the Travel Agent's Handbook, copies of which are furnished to Agents by the Agency Administrator and compliance with which is mandatory upon each Agent under the terms of the Passenger Sales Agency Agreement; it is

RESOLVED that,

1. all Agents be reminded that practices such as those listed herein, in other applicable Resolutions, or in Carriers written instructions, but not limited thereto, violate the governing conditions referred to above. They harm Members' legitimate interests and can accordingly result in action being taken under the provisions of the Sales Agency Rules and Passenger Sales Agency Agreement. e.g. charging the Agent with the difference between the fare applied and the fare applicable to the service in accordance with Members' tariffs.

- 1.1** entering incomplete or incorrect reservation entries, such as reservation booking designators that do not correspond to the fare paid, or reservation requests on a ticket/miscellaneous charges order (MCO), thereby allowing travel at less than the applicable fare,
- 1.2** inaccurately completing or omitting to complete the ‘not valid before’ and/or ‘not valid after’ boxes on a ticket
contrary to the conditions governing the fare applied, thereby allowing travel at less than the applicable fare,
- 1.3** issuing a ticket or MCO for more than one passenger, except as authorized for certain MCOs,
- 1.4** changing or omitting the name of the passenger,
- 1.5** changing the “Form of Payment” or failing to carry this forward to the new ticket or MCO,
- 1.6** changing the currency of payment or failing to carry this forward to the new ticket or MCO,
- 1.7** failing to carry forward all restrictions to the new ticket or MCO,
- 1.8** failing to obtain endorsement(s) from carriers when required,
- 1.9** failing to complete correctly the “Issued in Exchange For” entries and/or the “Original Issue” entries, and/or
failing to carry these forward to the new ticket or MCO,
- 1.10** failing to ensure that when conjunction tickets or MCOs are issued, the conjunction ticket or MCO numbers
are shown on all conjunction tickets or MCOs,
- 1.11** changing the point of origin,
- 1.12** issuing/selling a ticket with a fictitious point of origin or destination in order to undercut the applicable fare
(cross border selling)
- 1.13** failing to observe the applicable rules for Designation and Selection of Ticketing Airline (Resolution 852)
and/or designating transportation on such parties' services where a valid interline agreement between the
ticketing airline and the transporting party does not exist,
- 1.14** cancelling or amending a customer booking and/or Electronic Ticket without the express permission of that customer,
- 1.15** deliberately making duplicate reservations for the same customer,
- 1.16** when reservations for a group are not confirmed, attempting to secure the required service by requesting this in smaller numbers in individual transactions,
- 1.17** making reservation transactions without the specific request of a customer and/or,
- 1.18** making an amendment to a booking that has previously been issued as an e-ticket without either revalidating or reissuing, as applicable, the original ticket to reflect the new itinerary and/or,
- 1.19** voiding tickets without cancelling corresponding reservations and/or,
- 1.20** failing to split PNRs in cases where not all passengers included in the PNR are ticketed and/or,
- 1.21** failing to observe the prescribed minimum connecting times.

IATA Resolution 850m, Issue and Processing of Agency Debit Memos (ADMs)

WHEREAS the Passenger Agency Conference (“the Conference”) wishes to promote a consistent and standard set of rules for BSP practices,

1. INTRODUCTION

- 1.1** The ADM serves to notify an Agent that unless there is some justification to the contrary, the Agent owes the issuing BSP airline the amount shown on the ADM for the reasons indicated.
- 1.2** ADMs are a legitimate accounting tool for use by all BSP airlines to collect amounts or make adjustments to Agent transactions in respect of the issuance and use of Standard Traffic Documents issued by the Agent. Alternative uses of ADMs may exist provided that consultation

has taken place either individually with the Agent or a local representation of Agents, or through the applicable local joint consultative forum.

1.3 ADMs are to be specific in their detail as to why a charge is being made.

2. AIRLINE POLICY

2.1 Airlines are required to publish their ADM policies to Agents through BSP Link (ASD in China) in advance of Implementation.

2.2 Where possible the model shown in the Attachment to this Resolution should be applied.

3. BSP PROCESSING OF ADMS

3.1 ADMs shall only be processed through the BSP if issued within nine months of the final travel date. ADMs referring to refunds made by the Agent shall be processed through the BSP if issued within nine months after such refund has been made by the Agent. Any debit action initiated beyond this period shall be handled directly between the BSP airline and the Agent.

3.2 ADMs/ACMs may be processed through the BSP, for a maximum period of 30 days following default action taken against an Agent in accordance with Resolution 818g, Attachment 'A', Section 1.10.

4. ISSUANCE PRINCIPLES

4.1 Airlines should consider establishing policies for a minimum value for the issuance of a single ADM. Where such minimum is established it may be published to Agents.

4.2 In principle ADMs should not be raised for the collection of administrative fees.

4.3 If there is an administrative cost associated with the raising of an ADM it should be incorporated in the same ADM document raised for the adjustment. The inclusion of the administration fee must be communicated to the agent.

4.4 Airlines shall provide Agents with the phone or fax number and email address of a person or department that has knowledge of the concerned ADM.

4.4.1 Whenever a Fare Calculation Mode Indicator (FCMI) has been provided by a ticketing system to the Airline, the Airline shall include the FCMI in any ADM raised to an Agent.

4.5 An Agent shall have a maximum of 15 days in which to review and dispute an ADM prior to its submission to BSP for processing.

4.6 all disputes are to be settled by the Airline within 60 days of receipt.

4.7 If it is established that an ADM is not valid it must be cancelled.

4.8 Where ADMs are withdrawn by BSP airlines, any administration fee that may have been levied will be withdrawn, or refunded to the Agent. In the event the ADM is refunded to the Agent, the Airline cannot charge an administrative fee associated to the refund.

4.9 Following consultation and if both parties agree a disputed ADM may be referred to the Travel Agency Commissioner to be resolved.

4.10 An ADM that has been included in the BSP billing will be processed for payment. Any subsequent dispute of such ADM, if it is upheld by the Airline, will be dealt with directly and where applicable may result in the issue of an Agency Credit Memo (ACM).

ISSUE AND PROCESSING OF AGENCY DEBIT MEMOS (ADMS)

It is RESOLVED that the following principles will be

MODEL ADM INDUSTRY PROCEDURES

1. DESCRIPTION

1.1 ADMs are a legitimate accounting tool for use by all BSP airlines and should only be used to collect amounts or make adjustments to agent transactions in respect of the issuance and use of Traffic Documents issued by or at the request of the Agent.

- 1.2** Alternative uses of ADMs may exist provided that consultation has taken place either individually with the Agent or through the applicable local joint consultative forum
- 1.3** ADMs are to be specific in their detail as to why a charge is being made.
- 1.4** Any ADM relates to a specific transaction only, and may not be used to group unrelated transactions together, however, more than one charge can be included on one ADM if the reason for the charge is the same, and a detailed supporting list is provided with the ADM.
- 1.5** In the event an airline decides to apply a charge for under-collection or incorrect ticketing on a sale or for the adjustment of a refund issued incorrectly or incorrectly calculated, such charges must be clearly explained in the carriers published ADM policy or must be agreed with Agents bilaterally in writing.
- 1.6** No more than one ADM should be raised in relation to the same original ticket issuance. When more than one ADM is raised in relation to the same ticket it shall be specified for a different adjustment to previous issues.
- 1.7** All rejected or disputed ADMs must be handled by BSP airlines in a timely manner.
- 1.8** Except where otherwise agreed in a market ADMs should not be used to collect third party costs not directly associated with the initial ticket issuance of a passenger journey.
- 1.9** When ADMs are raised for administration fees the level of such fees should be commensurate with the cost of the work incurred.
- 1.10** When the Agent has used an automated pricing system to generate the total ticket price including fare, tax, fees and charges specific to the purchase, and subsequent issuance, of a ticket for a journey, and there has been absolutely no manipulation by the Agent, on such price the ticketing systems shall send a Fare Calculation Mode Indicator (FCMI) to the airline, in accordance with the provisions of IATA PSC Resolutions 722f and 722g, to identify automated pricing has been used. The airline shall ensure the FCMI indicator is passed to an Agent in the event an ADM is issued.

IATA Resolution 852 Designation and Selection of Ticketing Airline

1. METHOD OF DESIGNATING A TICKETING AIRLINE

1.1 For issue of electronic tickets designation of the ticketing airline shall be accomplished by specifying to the ticketing system, either prior to or at the time of requesting generation of the ticket(s), the identity of the airline selected.

2. ORDER OF PRIORITY IN SELECTION OF THE TICKETING AIRLINE

The selection of the ticketing airline shall be governed by the following strict order of priority, which must be observed at all times:

2.1 the ticketing airline shall be any BSP airline participating in the transportation, or a BSP airline acting as the General Sales Agent for any airline participating in any sector of the transportation in the country of ticket issuance, provided that the selection of Validating Carrier conforms to the requirements of the fare rules where applicable and subject to the existence of a valid interline agreement between the ticketing airline and each transporting airline,

2.2 if none of the situations described in Subparagraph 2.1 apply, the ticketing airline may be any other BSP airline providing the Agent has received written authorization from that BSP airline to issue Standard Traffic Documents for such transportation.

2.3 When an Electronic Miscellaneous Document (EMD) is issued, the ticketing airline shall be any BSP airline, or a BSP airline acting as the General Sales Agent for the Airline, delivering a service on the EMD. In the event that none of these situations apply, the provisions documented in paragraph 2.2 shall apply.

Note: Where a BSP airline has given written authority to use its ticketing authority under the alternative in Subparagraph 2.2 of this Attachment, STDs may be used for all airline passenger transportation and associated services.

IATA Resolution 838 Change of Traffic Documents by agents

'[...]'

3.2 in all other cases, an Agent may reissue a traffic document, provided authorization to do so has been requested from and given by the issuing airline shown on the document presented for reissuance, or by the airline shown in the 'Original Issue' box. Such authorization is not required if a document is reissued, without changing

3.3 the reissued document shall be issued only in the name of the carrier which issued the document presented for reissue, or the carrier shown in the 'Original Issue'

IATA Resolution 890, Card Sales Rules

"[...]'

1. CARD ACCEPTANCE

1.4 No Card issued in the name of the Agent, or in the name of a person permitted to act on behalf of the Agent, or in the name of the Agent's office, partner or employee, shall be used in connection with the sale of Members' or Airlines' Traffic Documents to any customer of the Agent.

IATA Resolution 049x, Fare Changes

"Resolved that:

1. Transportation shall be subject to the fares and charges in effect on the date on which full payment is made, for travel on the specific dates and journey shown on the ticket
2. Provided no voluntary change is made to the originating flight, no increase in fare effected through a change in fare level, a change in conditions governing the fare, or cancellation of the fare itself, shall apply
- 3.** In the event of a voluntary change to the originating flight, the fares and charges for the passenger's journey shall be recalculated in accordance with the fares and charges in effect on the date on which the change is made and is reflected on the ticket. in the event payment is made prior to confirmation of reservations for the originating flight, the fares and charges for the passenger's journey shall be recalculated in accordance with the fares and charges in effect on the date on which the confirmation is made"

IATA Resolution related to EMDs which apply

Below are IATA resolutions related to EMD which apply to the Lufthansa Group airlines.

725f Electronic Miscellaneous Document – Airline

725g Electronic Miscellaneous Document – Neutral

725h Electronic Miscellaneous Document – Ground Handling

In case of questions please contact your Lufthansa Group airlines representation. Thank you.