

## **RESOLUTION 876**

### **NON-AIRLINE PASSENGER GENERAL SALES AGENTS**

PAC1(38)876(except USA) Expiry: Indefinite  
(amended) Type: B

PAC2(38)876 (amended)

PAC3(38)876 (amended)

RESOLVED that,

#### **1. DEFINITIONS**

The definitions of terms and expressions used in this Resolution are contained in Resolution 866.

#### **2. SEPARATION OF FUNCTIONS**

no location of an Agent shall be appointed Passenger or Cargo General Sales Agent if the Agent has (an) Approved Location(s) within any country included in whole or in part in the proposed territory of the GSA.

#### **3. CRITERIA**

**3.1** the GSA is expected to provide and maintain premises and security for his Principal's Traffic Documents and employ qualified staff to a standard not less than that required to be attained by Accredited Agents in the territory for which the GSA is appointed by the Principal;

**3.2** unless otherwise authorised by any other Resolution of the Passenger Agency Conference the reporting and remitting cycle to be followed by the GSA shall be no less frequent than that applicable to an Accredited Agent located in the territory for which the GSA is appointed by the Principal

#### **4. COMMISSION**

**4.1** for the services provided by the GSA on behalf of the Principal an overriding commission may be paid as authorised from time to time by the Principal on passenger sales of transportation over services of the Principal made within the GSA's territory, except that for sales paid for outside the territory of the GSA, overriding commission need not be paid:

**4.1.1** to a GSA in whose territory the ticket is issued against a prepaid ticket advice (PTA), or

**4.1.2** to a GSA in whose territory the ticket is issued on credit authorised by the Principal for collection outside the territory of the GSA;

**4.2** overriding commissions paid are calculated on the net revenue values of uplifted transportation documents where carriage is performed over one or more sectors of the Principal's routes;

**4.3** for sales services (sales functions normally performed by an Agent), the GSA shall not be entitled to any remuneration in excess of the commission that would have been payable to an Agent as authorised by the Member; provided that the transportation on which such commission may be paid shall not extend beyond transportation over the Principal's services and any connecting through air transportation;

**4.4** the overriding commission referred to in Subparagraph 4.1 of this Paragraph may be paid for all sales made in the GSA's territory for transportation over the services of the Principal;

## **5. RELATIONSHIP OF GSA WITH AGENTS**

the provisions of the applicable Passenger Sales Agency Rules governing the reporting and remitting as well as commission and beneficial services shall apply to the relationship of a GSA with Agents.

## **6. DISBURSEMENT OF COMMISSION (EXCEPT IN AUSTRALIA, EUROPEAN UNION AND EUROPEAN ECONOMIC AREA COUNTRIES)**

**6.1** Members shall authorise disbursement by a GSA of its applicable commission referred to in Subparagraph 4.3 of this Resolution only to the person to whom the GSA has subcontracted its General Sales Agency authority, if any, and to Agents as provided in the Passenger Sales Agency Rules;

**6.2** Members shall prohibit disbursement by a GSA of all or any portion of its overriding commission to any person whatsoever; provided that a GSA who, pursuant to this Resolution has subcontracted its General Sales Agency authority to another GSA, may disburse all or any portion of its overriding commission to such other GSA.

## **7. GENERAL SALES AGENT'S TERRITORY**

**7.1** when a GSA is appointed, the territory in which it may exercise the authority delegated by the appointing Member shall be clearly defined in the agreement between the parties concerned;

**7.2** no Member shall appoint more than one GSA in any given territory.

## **8. NOTIFICATION**

any Member appointing a GSA shall, within 30 days from the date of signing the agreement of appointment, notify the Agency Administrator; such notification shall indicate the name of the GSA and the addresses of all offices where it will perform sales functions on behalf of the Principal in the territory, the effective date of the appointment and the GSA territory; Members shall similarly notify any subsequent changes to the appointment affecting the information supplied in the original notification.

## **9. SUBCONTRACTION**

when a Member subcontracts its appointment as GSA for another Member to its own GSA, the subcontracting Member shall, within 30 days of the Subcontraction, notify the Agency Administrator of such Subcontraction (as well as any further Subcontractions) indicating the name of the appointing Member, the name and address(es) of the GSA to which the appointment is subcontracted, the effective date of the Subcontraction and the GSA territory.

## **10. GENERAL SALES AGENCY**

LIST the Agency Administrator shall maintain a list of GSAs appointed by Members pursuant to Paragraphs 8 and 9 of this Resolution, and shall furnish all Members annually with an up-to-date copy of such list.

## **11. RESPONSIBILITY**

it shall be the responsibility of each Member to see that its GSA does not contravene Members' tariffs and the Resolutions of the Passenger Procedures Conferences.

**GOVERNMENT RESERVATIONS****NEW ZEALAND**

*This approval is governed and conditioned by the New Zealand Government reservation on Resolution 001 to the effect that it must be clearly understood that approval by the New Zealand Government of IATA Resolutions does not exempt operators from their individual obligations to file proposed fares, rates, charges and rates of, and bases of calculating commission (which last term shall include any rewards, rebates, discounts, gifts, prizes or any other inducements) and to apply for approval under the terms of a licence issued under the provisions of an air transport agreement and any New Zealand acts and regulations in force. (16.6.80)*

---

**RESOLUTION 876b****NOTIFICATION OF APPOINTMENT OF AN AIRLINE AS PASSENGER GENERAL SALES AGENT**

PAC1(26)876b(except USA) Expiry: Indefinite  
PAC2(26)876b Type: B  
PAC3(26)876b

**RESOLVED that**

any Member appointing another airline as its Passenger General Sales Agent (GSA) shall, within 30 days from the time of signing the agreement of appointment, notify the Agency Administrator; such notification shall indicate the name of the GSA, the effective date of the appointment and the GSA territory; Members shall similarly notify any subsequent changes to the appointment affecting the information supplied in the original notification.

---