
尊敬的各位代理人朋友们：

American Global Sales Update

American Airlines continues to work to provide additional value to our corporate customers. In addition to your existing contracted pricing, we are excited to provide you with more fares, discounts, and savings with the introduction of a new fare class in the international business and domestic first cabins.

美国航空公司致力于为我们的客户提供额外的价值。除了现有的 **contract price** 之外，我们很高兴为您提供更多的票价、折扣和优惠，并在国际商务舱和国内头等舱引入新的舱等。

On October 27, 2020 American will introduce C fare class and discounts to all corporate contracts. We will match the new C fare class discount with your current R fare class discounts. C fare class will reside below J in the fare ladder display, providing more price

points, availability, and savings from our partnership. Your pricing will be updated **in the coming days** to reflect this additional offering in all markets (US Domestic & International).

2020 年 10 月 27 日起, 美国航空公司将在所有 **corporate contracts** 中引入 C 舱的折扣。新的 C 舱折扣将与目前的 R 舱折扣相匹配, C 舱将显示在系统 J 舱之后, 会提供更多的价格折扣及可能性。此价格将在未来几天内更新运用到所有市场 (美国国内和国际)。

Atlantic, Mexico, Caribbean and Latin America markets update

[大西洋、墨西哥、加勒比海和拉丁美洲市场更新](#)

American has also partnered with our joint business partners British Airways, Iberia, and Finnair to achieve fare alignment and consistency in the Trans-Atlantic premium cabin. American will be switching the D & R fare class price points along with contracted discounts in the Atlantic, Mexico, Caribbean, and Latin America markets.

美国航空公司还与我们的联合商业伙伴 British Airways, Iberia, and Finnair 合作, 以实现跨大西洋 premium cabin 票价的一致性为目的, 在大西洋、墨西哥、加勒比海和拉丁美洲市场改变 D&R 舱的价格和合同折扣。

We are making this easy for you

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No additional steps are required by you at this time. These new and updated discounts will auto-price with your existing designated travel agencies. Please contact your account manager if you have any additional questions.

无须其他操作。这些新的折扣将直接上载到代理人系统, 可自动定价。如果您有任何其他问题, 请联系您的客户经理

As always, thank you for your business.

Sincerely,

Pomela

American Airlines