



**SCHEDULE B**

**COMMISSION STRUCTURE – TRANSAT TOURS CANADA INC.**

For reservations starting November 1<sup>st</sup>, 2016 and departures as of November 1<sup>st</sup>, 2016 onwards

<b>PRODUCT DETAILS</b>	<b>ACROSS CANADA</b>
<b>SUN</b>	
ITC Packages	9% (List 1), 8% (List 2)
Land Only	10%
Cars	8%
Transfers	10%
Prepaid Excursions	8%
<b>FLORIDA</b>	
ITC Packages	8%
Land Only	10%
Cars	8%
Transfers	10%
Prepaid Excursions, Disney passes, Universal passes	8%
<b>EUROPE</b>	
ITC Packages	12%
Land Only	10%
Cars	13%
Transfers	10%
Prepaid Excursions	10%
<b>GUIDED TOURS</b>	
South	10%
Europe	13%
FIT & Groups (custom made)	NET
Trafalgar packages (Quebec Only)	13%
<b>GDS – AIR ONLY</b>	
	5%
<b>ABC – AIR ONLY</b>	
Sun	8%
United States	8%
Great Britain	5%
Europe - Transatlantic	5%
Europe – Domestic	5%
<b>CRUISE – ITC CRUISE PACKAGES</b>	
South (Caribbean) Departures (DR, Cuba, Guadeloupe)	9% (List 1), 8% (List 2)
Florida Departures (Introductory commission for the 16/17 fiscal)	12%
Europe Departures (Introductory commission for the 16/17 fiscal)	12%
<b>OTHER – LAND ONLY</b>	
Canada, N. America, S. America, Asia, Africa, Middle East, etc.	10%