



To: NLCA & Membership
From: Cheryl Nash
Date: December 22, 2020
Re: Rates for 2021

PAL Airlines Sales Department has set up the following corporate rates for the Newfoundland & Labrador Construction Association and its membership. Below is an outline of the rates per routing as well as the contract number to quote at time of booking through either your Travel Agency of choice or directly with the PAL Airlines reservations office Toll-free at 1.800.563.2800, local 709.576.1666. Online access to these private fares is also available and can be granted by an email request to Cheryl Nash; cheryl.nash@palairlines.ca

Contract Number: **21NLCA709**

PAL Airlines will provide to the Client a designated corporate rate (“Corporate Fares”). The Corporate Fares for the Client offer the following benefits:

- PAL Airlines offers discounted rates that are fully flexible to the Client on all routes serviced by PAL Airlines. All rates can be found in Appendix A – 2021 Fares.
- PAL Airlines offers the Client a 10% discount off fares on all routes serviced by Air Borealis.
- Advance Booking – No applicable advance booking restrictions required on these Corporate Fares. Bookings, subject to availability, may be made at these fares at any time prior to flight departure.
- Transferable – Tickets may be transferred to another employee of the Client without an extra charge or change in fares at any time prior to scheduled departure.
- No Shows – Should a no show occur the value of the ticket is lost.
- Allowable Flight Cancellations per company at a \$0 Fee:
 - Between 1-3 cancellations can be made within 24 hours
 - Between 4-7 cancellations can be made within 48 hours
 - Between 8-12 cancellations can be made within 72 hours.
 - Above 12 cancellations can be made within 7 days
- Allowable Flight Changes per company at a \$0 Fee:
 - Between 1-3 flight changes can be made within 24 hours
 - Between 4-7 flight changes can be made within 48 hours
 - Between 8-12 flight changes can be made within 72 hours
 - Above 12 flight changes can be made within 7 days
- The value of the ticket will be lost for any cancellations or changes outside of the limits noted above.

RATES & PAYMENT TERMS

- Appendix A – 2021 Fares, reflects one-way fares taxes and fees included.
- Passenger fees and expenses are subject to change based on changes imposed by applicable government entities.
- Terms of payment are net thirty (30) days from the date of booking.
- Flex Plus Program is conditional on Customer paying the total amount invoiced within the agreed terms of the Agreement.
- For invoice accounts, interest will be accrued at 1.5% per month for all past due balances.
- Credit Limits and terms are subject to PAL's credit policies and procedures, as amended from time to time. PAL reserves the right to reduce or eliminate credit offered to Customer. If PAL determines in its sole discretion that the credit risk is unacceptable/if credit terms are no longer available, Customer will be obligated to pay in advance for all purchases under this Agreement.
- For any account balances, acceptable payments include cheque, electronic funds transfer (EFT), wire transfer, or cash.
- In the event of disagreement on any portion of an invoice, the undisputed portion of the invoice shall be paid within terms.

Thank you for your business!

Kind Regards,

Cheryl Nash

Commercial Fares and Support Administrator

PAL Airlines

(b) (709) 576-2025

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Appendix A – 2021 Fares

Atlantic Canada

One Way (Fees and Taxes Included)		Going To:								
		St. John's, NL	Gander, NL	Deer Lake, NL	St. Anthony, NL	Blanc-Sablon, QC	Goose Bay, NL	Churchill Falls, NL	Wabush, NL	Moncton, NB
Leaving From:	St. John's, NL		429.57	446.11	502.59	557.25	607.44	708.69	753.64	453.50
	Gander, NL	421.52		544.72	645.09	646.99	589.57	674.29	736.17	602.06
	Deer Lake, NL	426.56	533.22		602.22	592.37	533.22	615.66	701.27	509.48
	St. Anthony, NL	454.29	604.84	573.47		275.97	485.22	545.69	647.43	773.59
	Blanc-Sablon, QC	508.84	606.61	563.49	275.91		449.71	499.88	582.07	
	Goose Bay, NL	582.13	572.32	527.47	508.22	472.82		409.19	581.74	908.15
	Churchill Falls, NL	660.40	634.04	586.92	545.70	499.99	386.19		376.34	928.83
	Wabush, NL	705.33	695.92	672.51	647.43	582.20	558.74	376.34		673.83
	Moncton, NB	438.55	595.16	514.08	806.94		918.50	962.18	707.18	

Quebec

One Way (Fees and Taxes Included)		Going To:						
		Montreal, QC	Quebec City, QC	Sept-Iles, QC	Wabush, NL	Mont-Joli, QC	Saguenay-Bagotville, QC	Charlo, NB
Leaving From:	Montreal, QC		350.72	621.95	820.15	520.22	530.17	
	Quebec City, QC	350.72		599.25	764.10	1,130.89	470.30	350.72
	Sept-Iles, QC	581.70	559.01		404.02	894.97	817.88	581.70
	Wabush, NL	780.08	724.02	404.11		498.21	515.45	780.08
	Mont-Joli, QC	494.92	1,105.59	909.92	513.05		503.71	494.92
	Saguenay-Bagotville, QC	518.67	458.80	846.63	544.08	517.50		518.67
	Charlo, NB		350.72	621.95	820.15	520.22	530.17	

Taxes and Fees

City	Airport Improvement Fee (AIF)	Air Travellers Security Charge (ATSC)
St. John's, NL	42	7.12
Gander, NL	35	7.12
Deer Lake, NL	25	7.12
St. Anthony, NL	0	7.12
Blanc-Sablon, QC	0	7.12
Goose Bay, NL	20	7.12
Churchill Falls, NL	0	7.12
Wabush, NL	0	7.12
Moncton, NB	29	7.12
Montreal, QC	35	7.12
Quebec City, QC	35	7.12
Saguenay-Bagotville, QC	25	7.12
Mont-Joli, QC	13	7.12
Sept-Iles, QC	0	7.12

Province	Tax Rate
NL	15%
NB	15%
QC	14.98%