DELTA FARE STRATEGIES

- CORPORATE CONTRACTS
- GROUP FARES
- WWW.DELTA.COM/MEETING
- ZONE FARES

FARES ARE CONSTANTLY MOVING TARGETS.

TIPS

- GREAT COACH SEATS OPEN UP 24 HRS. BEFORE THE FLIGHT
- UPGRADES ARE GIVEN
- FREQUENT FLYER SEATS OPEN UP 331 DAYS BEFORE
- BOOK OFF-PEAK TICKETS

1 IN 40: FREE TICKET MULTI MEETING PROG.
- COUNT ALL FLIGHTS FOR THE YEAR.
- EVENT CODE:
  - GUARANTEED BARGAIN BEST FARE
  - CHECK OTHER EVENTS:
  - COME OFF PEAK
  - GIVE NOTICE 5-6 MONTHS OUT
  - INC. IN PLANE GRADIENT

1¢ INCREASE IN FUEL
COST AIRLINES $25K/MIN.