



## *Southwest Airlines, Co.*



- ✓ **Participating Addendum**
- ✓ **Booking Discount Airfares**
- ✓ **Travel Management Companies**
- ✓ **Pricing Sheet**
- ✓ **Definitions**



**COLORADO**  
Division of Finance & Procurement  
Department of Personnel  
& Administration

**PROCUREMENT**Colorado

The Programs of the State Purchasing Office  
1525 Sherman Street  
Denver, CO 80203  
(303) 866 – 6100  
[www.colorado.gov/spo](http://www.colorado.gov/spo)

The State of Colorado executed a Participating Addendum (PA) with the WSCA-NASPO Cooperative Purchasing Organization for Discounted Air Fares with Southwest Airlines, Co. The State of Colorado PA was executed February 2014 and implemented in conjunction with the new Travel Management Company agreements.

Use of the **Southwest Airlines, Co.** discounted airfares requires booking through one of the awarded Travel Management Companies as indicated below:

**6. Authorized Travel Management Contractor:** To access the discounts under this Participating Addendum, Participating State / Entity **MUST** have an existing Travel Management Contractor (Travel Agency) or **MUST** use the WSCA-NASPO Travel Center. Participating State / Entity must indicate this below.

**[x] Existing Contracted Travel Agency.** Participating State / Entity will access the discounts using an existing contracted Travel Management Contractor. Participating State / Entity shall enter the valid and dedicated ARC and dedicated Pseudo City Code in Exhibit H.1 (below). The pseudo city code shall be dedicated for use by the Participating State / Entity only.

The State of Colorado has agreements with the following Travel Management Companies, all of whom are authorized to book the discounted airfares through **Southwest Airlines, Co.**

Travel Management Company Representatives
<p><b>Boersma Travel Services</b>                      Gerri Kitts, Project Manager                      7879 Jackson Rd STE A                      Ann Arbor, MI 48103                      888-281-6558  <a href="mailto:gkitts@boersmatravel.com">gkitts@boersmatravel.com</a></p>
<p><b>Christoperson Business Travel</b>                      Sam Bond, Account Manager Client Consulting                      5680 Greenwood Plaza Blvd, STE 300                      Greenwood Village, CO 80111                      303-694-8751  <a href="mailto:sam.bond@cbtravel.com">sam.bond@cbtravel.com</a></p>
<p><b>Frosch Travel</b>                      Cheryl Kerbs, Regional Operations Manager                      6070 Greenwood Plaza Blvd                      Greenwood Village, CO 80111                      303-874-7177  <a href="mailto:cotravel@frosch.com">cotravel@frosch.com</a></p>
<p><b>New Horizons Travel</b>                      Dale Clarken, President                      300 Boardwalk Drive                      Fort Collins, CO 80525                      970-223-7400  <a href="mailto:dalec@travelnewhorizons.com">dalec@travelnewhorizons.com</a></p>
<p><b>Pan Am Travel</b>                      Cass Clements, Strategic Alliance Manager                      600 17th Street, STE 2800                      Denver, CO 80202                      888-726-2645 x 410  <a href="mailto:sam@panam.travel">sam@panam.travel</a></p>



## Southwest Airlines, Co. Pricing Sheet

Market(s) and Carrier Combinations	Discount(s)*	1 <sup>st</sup> Ticketing/1 <sup>st</sup> Travel Date	Last Ticketing Date**	Last Travel Date**
USA and International to Systemwide  Valid on any FL, WN marketed and operated flights.	5% off the following fares: K, Y	2/01/2013	1/31/2015	3/30/2015
USA and International to Systemwide  Valid on any FL, WN marketed and operated flights. Travel must occur 0 to 7 days from ticketing.	3% off the following fares: B,H,L,M,N, O,Q,R,S,T, W	2/01/2013	1/31/2015	3/30/2015

WN = Southwest Airlines    FL = AirTran Airlines

Discounted fares are subject to all rules, terms and conditions of the original fare to which the Discount is applied, unless otherwise indicated above.

Tickets issued or traveled after the above noted dates will result in debit memos issued to the ticketing travel agency location for the difference between the actual fare and the discounted fare if the Discount is applied to such ticket.

### Definitions:

**Net of Any Agency Compensation:** Tickets issued pursuant to a corporate airfare discount agreement where said agreement provides said discount net of all travel agency time-of-ticketing (base) compensation and back-end (override/incentive) compensation.

**Point-to-point Discount:** Example: If the passenger's Trip is SYR/BNA connecting at CLE, but the itinerary is priced based upon the point-to-point fares of SYR/CLE and CLE/BNA, then the SYR/BNA discount will not apply. The SYR/CLE and CLE/BNA Discounts (if any) will apply respectively.

