



Duluth Travel Agency
219 West First Street
Skywalk Level
Duluth MN 55802

October 01, 2002

Fax (218) 727-3838

WorldFile/Ticket Designator NYRWZ

IATA/ARC #2463287

Attn: Mr. Earl Rogers

Thank you for selecting Northwest/KLM Airlines for your round-trip transportation for the Society for Conservation Biology Conference. We have received your signature and your Ticket Designator has been assigned as above.

Event Dates: June 28, 2003 - July 02, 2003
Travel Window: June 21, 2003 - July 09, 2003
Estimated # of Individual NW/KLM Passengers: 200
Endorsement Box to Read: Valid NW only / penalties may apply

(Commission not applicable)

Please Note: This agreement relates to travel to Duluth with a minimum of 20 individual Northwest/KLM passengers if using the Zone product; 10 passengers if using the discount below off of the published fare; or 20 passengers if using a combination of the zone product and the published fare.

Passengers must originate from various airports

Fare type -26/-27 discounts also applicable for -26/-27ap3, -26/-27fast, -26/-27mdw, -10biz..., -10bizn..., -14biz..., -e7nr and -up fares.

Net Zone Fares: Do not allow for any further discount

U.S. / Canada Originating Passengers using the Published Fare

Type of Fare	Discount	Ticketing Days Before Departure	Fare Basis/Ticket Designator
Appl Pub. Fare	5% (except-up fares)	0-29 Days	Pub. Fare Basis/ NYRWZ
Appl Pub. Fare	10% (except-up fares)	30 + Days	Pub. Fare Basis/ NYRWZ
-26/-27	10%	0-29 Days	Pub. Fare Basis/ NYRWZ
-26/-27	15%	30 + Days	Pub. Fare Basis/ NYRWZ

U.S./Canada originating passengers discount percentages for Northwest code share flights operated by Continental or Continental Express using Published Fare

Type of Fare	Discount	Ticketing Days Before Departure	Fare Basis/Ticket Designator
Appl Pub. Fare	5% (except-up fares)	0-29 Days	Pub. Fare Basis/ NYRWZ
Appl Pub. Fare	10% (except-up fares)	30 + Days	Pub. Fare Basis/ NYRWZ
-26/-27	10%	0-29 Days	Pub. Fare Basis/ NYRWZ
-26/-27	15%	30 + Days	Pub. Fare Basis/ NYRWZ

Agreed To And Accepted By

Countersigned By NORTHWEST/KLM AIRLINES, INC.

Signature:

Patricia Murzyn

***** SIGNATURE ON FILE*****

Patricia Murzyn

Date Countersigned: October 01, 2002

1-800-328-2216 ext. 7109

E-mail: patricia.murzyn@nwa.com

Fax: 612-727-4557

Net Zone Fares below are for Individual and Group Blocks if applicable

NET ZONE FARES 2003

Destination: IA/IL/IN/KY/MI/MN/ND/NE/OH/SD/WI (Zone 4)

Origin:

Zone 1 AL/FL/GA/KY/MS/NC/SC/TN/WV
\$460

Zone 2 CT/DC/MA/MD/ME/NH/NJ/NY/PA/RI/VA/VT
\$428

Zone 3 AR/CO/KS/LA/MO/NM/OK/TX
\$418

Zone 4 IA/IL/IN/MI/MN/ND/NE/OH/SD/WI
\$388

Zone 5 AZ/CA/ID/MT/NV/OR/UT/WA/WY
\$513

Zone 6 AK
\$826

Zone 7 HNL
\$796 Offpeak
\$885 Peak

Zone 8 Hawaii (Outer Islands, HA)
\$894 Offpeak
\$983 Peak

Zone 8 Hawaii (Outer Islands, AQ)
\$920 Offpeak
\$1,009 Peak

Zone 9 * BC/AB/SK/MB
\$572CAD

Zone 10 * ON/QC/NS
\$428CAD

Hawaii Seasons:

Offpeak 01Jan2001-02Jun2001; 13Aug2001-13Dec2001
01Jan2002-07Jun2002; 12Aug2002-12Dec2002
01Jan2003-04Jun2003; 11Aug2003-10Dec2003
Peak 03Jun2001-12Aug2001; 14Dec2001-31Dec2001
08Jun2002-11Aug2002; 13Dec2002-31Dec2002
05Jun2003-10Aug2003; 09Dec2003-31Dec2003

NOTES:

1.) Fares are NET-NET FARES - Tax/Fuel/Terminal/PFC surcharges are NOT included in the price and MUST be collected.
Fares NON-COMMISSIONABLE.

2.) For an additional \$70ow / \$140rt USD (\$108ow / \$216rt CAD):
a.) fareclass B may be used for travel when the destination is zone 1-6 or 9-11 (US48/AK/CAN/MEX).
b.) fareclass M may be used for travel when the destination is zone 7, 8 or 12 (Hawaii/Caribbean).

*** CAD = CANADIAN CURRENCY****Fare Basis Code(s)** M7MW7N or MH/L7MW7N**NOTE:** If Fare Basis Code(s) H7MW7N or HH/L7MW7N are used, the following pricing may be applied in lieu of above:**Zone 2** CT/DC/MA/MD/ME/NH/NJ/NY/PA/RI/VA/VT
\$407**Zone 3** AR/CO/KS/LA/MO/NM/OK/TX
\$375**Minimum Usage Fee**

\$40.00USD/\$62.00CAD per seat will be assessed for failure to meet 20 passenger minimum usage.

Fare Basis/Ticket Designator M7MW7N / NYRWZ
or B7MW7N / NYRWZ

To avoid loss of productivity tickets and debit memos, tickets must be issued on Northwest (012) ticket stock and reflect fare basis/ticket designator as indicated above not to exceed 13 characters including the slash.

This code applies to this event only and **MUST** appear on each ticket issued.

- Restrictions**
- Minimum stay - 2 night/s
 - Maximum stay 30 days
 - Waitlist, one-ways, circle trips, stopovers - not permitted.
 - Open jaws - One permitted at either end within the same zone.
 - Routing via Northwest/KLM published Y class fare.
 - Standby permitted on same day as flights ticketed.

This program cannot be used with other certificate, coupon, paid upgrades, discount, bonus, promotional offers, WorldPerks air travel awards or with other discounted fares (i.e., Military, Government, Senior, Child, International and under \$100 round trip fares).

Reissue**PRIOR TO ORIGINATION:** Must be handled by the issuing agency.

- Voluntary re-route permitted, including origin, destination, or connecting points with a \$100.00USD/156.00CAD fee providing that the new itinerary meets the provisions of this fare including advance purchase requirement.

AFTER TRAVEL COMMENCES.

- Voluntary re-routing is not permitted except changes in day, time, or connecting point, providing there is no change in origin/destination and the charges meet the minimum/maximum stay provision. A fee of \$100.00USD/156.00CAD will be collected.

Agency may retain \$25.00USD/\$33.75CAD of the change fee only and \$5.00USD/\$8.00CAD of the cancellation fee.

Unused Tickets

The difference between the incentive zone fare less a \$100.00USD/156.00CAD fee may be applied towards the purchase of a new non-refundable ticket or refunded less a \$100.00USD/156.00CAD fee.

Approved Carriers Travel applies solely on Northwest/KLM Airlines and NW code share flights operated by Northwest AirlinK partners Pinnacle (9E), Mesaba (XJ), Continental Express and Continental (CO), AA Eagle (AA) in ROC/SYR/ALB/HPN/ISP/BOS/PWM/BTV/BGR and Select California markets.**Note:** Use only flights that are NW designated in conjunction with a NW flight, except travel on Mesaba and Pinnacle. Travel on Northwest affiliate flights is not permitted.**Exception:** When using Zone Fare product only, you may use - Hawaiian (HA) code share flights, Aloha (AQ) and Island Air (VWP).**Offline Carriers** Not permitted except for Approved Carriers above.**Reservation/Ticketing Instructions for Individual Bookings**

- Ten or more attendees on the same Northwest/KLM flight will be required to be booked as a group. Terms and conditions may vary.

- Northwest/KLM will provide reservations and ticketing assistance from the Meeting Services Reservations Desk (1-800-328-1111) M-F 7:30am to 7:30pm (CT). Refer to WorldFile number indicated on page 1, once contract is countersigned.

Booking Class U.S. 48/Alaska/Canada/Mexico M
Hawaii/Caribbean H

Exception: NW to HA connections - book HA in Y**
NW to AQ connections - book AQ in H**

**On code share flight(s) OK to use 'H' class all the way through.

Name Change For zone product only, one name change is permitted per original ticket without penalty through the ticketing agent and direct ticketing with no change to dates, origin, destination, or stopover points. All other rules in this agreement must be adhered to for the replacement passenger. Additional name changes or changes made by NWA will be issued for a \$100.00USD/156.00CAD service fee.

Reservations/Ticketing Instructions for Zone Fare

Reservations may be made up to 7 days prior to departure. Tickets must be issued at least 7 days prior to departure or 14 days after reservations are made, whichever occurs first.

EXCEPTION: For reservations made within 14 days of departure, tickets must be issued within 72 hours of booking or 7 days prior to departure, whichever occurs first.

Reservations/Ticketing Instructions for Published Fare

All tariff rules apply. The ticket designator must be entered on these tickets to be credited toward productivity accrual.

Tickets may be purchased at any Northwest/KLM ticketing location or your travel agency.

Terms of Agreement for Contract

In exchange for the above, all promotional materials will name Northwest/KLM as the Preferred Airlines and include information on these discounts. Any copy promoting Northwest/KLM would require our approval prior to printing and release.

Tickets written under this contract DO NOT generate industry commission.

Use of this contract by anyone other than Society for Conservation Biology Conference is strictly prohibited. This contract may not be conveyed or sold to any other person or group.

Duluth Travel Agency is fully responsible for ensuring that any person or agency contracted on its behalf adheres to all terms and conditions of this contract.

No part of this contract may appear or be distributed via any Internet website.

Violation of these contract terms by Duluth Travel Agency or any agency contracted on its behalf may, among other things, result in the following: contract cancellation, debit memo issuance against Duluth Travel Agency for the difference in fare between the ticket issued improperly and the appropriate valid retail fare and legal action against Duluth Travel Agency seeking recovery of lost profits.

Modifications of this document are not permitted without written consent of both parties.

Northwest/KLM Airlines will not be liable for delays or cancellations caused by strikes, labor disputes, government actions, weather, or any other cause beyond our control. Northwest/KLM reserves the right to change equipment or schedules. The contract hereby releases and waives any claims against Northwest/KLM regarding cancellation or schedule change.

Northwest/KLM shall provide the organization with one free coach class productivity certificate for every 30 round trip tickets used in accordance with this agreement (valid for travel within one year solely on Northwest/KLM within the 48 contiguous states and Canada). Productivity certificates will be based on tickets used versus tickets sold. Earned productivity certificates will be mailed to you within 8-12 weeks of program completion and are subject to blackout dates and -W- class availability.

It is understood that these tickets shall be excluded from the commission base or volume incentive calculation of any pre-existing corporate travel agreements between Northwest/KLM and Organization.

Ticketing agent is responsible for collecting all applicable airport/passenger facility charges/fees/miscellaneous surcharges plus government taxes in effect at ticketing. Miscellaneous surcharges/taxes should be verified prior to ticket issuance.

Space confirmed in this contract may not be released to consolidators. Use of consolidator ticket stock shall be considered a breach of terms and space will be cancelled.

Should group records be created in your CRS prior to Group Desk contact, your agency will be invoiced for the segment fees incurred by Northwest/KLM.

It is the responsibility of the ticketing agent to verify any international documents that may be required.

Your signature will constitute an agreement with Northwest/KLM Airlines for terms outlined in this document.

This agreement and provisions will be effective when countersigned by Northwest/KLM.

Northwest Airlines, Inc.
Meeting Planners - C6350
7500 Airline Drive
Minneapolis, MN 55450-1101 ***Please note 9 digit ZIP Code

We appreciate your business and look forward to working with you on this and future travel arrangements.