



Steven J. Seiden
Director – Regulatory Affairs

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July 10, 2020

via email and regulations.gov

Todd Homan
Director, Office of Aviation Analysis
U.S. Department of Transportation
1200 New Jersey Ave, SE
Washington, DC 20590

**Re: Delta Air Lines, Inc. – Confidential Document and Data Production
(Docket DOT-OST-2020-0105)**

Dear Mr. Homan:

Delta Air Lines, Inc. (“Delta”) is submitting today in the above-captioned proceeding confidential document and data productions supporting the Joint Application of Delta and LATAM for Approval of and Antitrust Immunity for Alliance Agreements, as filed with the Department on July 8, 2020.

Delta’s document production will be made available, via an online site hosted by Delta, to interested parties who file confidentiality affidavits with the Department and request the appropriate credentials. An index of Delta’s confidential documents is attached to this letter. Delta’s confidential data productions will be delivered to the Department in short order.

Delta adopts and incorporates by reference the Joint Motion for Confidential Treatment filed by the Joint Applicants in this docket on July 8, 2020. Accordingly, Delta requests that its confidential document and data productions receive maximum confidentiality protection under all applicable rules and regulations, including DOT Rules of Conduct and applicable exemptions from the Freedom of Information Act.

Please let me know if you have any questions or concerns.

Sincerely,

Steven J. Seiden

cc: Peter Irvine
Kevin Bryan
Fahad Ahmad
All parties on the attached service list

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Bates Number	Custodian	Date	Subject/Description
DELTA_00000001	Beck, Eric	1/31/2017	AV
DELTA_00000015	Beck, Eric	7/18/2019	QSI Overview
DELTA_00000016	Beck, Eric	4/25/2018	Legend FinCom Materials
DELTA_00000030	Beck, Eric	7/3/2019	LATAM Deck
DELTA_00000062	Beck, Eric	7/11/2019	Enabled Revenue
DELTA_00000064	Beck, Eric	6/26/2019	Brazil OAPM Highlights
DELTA_00000065	Beck, Eric	6/27/2019	High-Level Market Highlights
DELTA_00000066	Esposito, Joe	4/2/2018	LATAM Opportunities
DELTA_00000078	Esposito, Joe	6/29/2019	SAM OAPM Summary
DELTA_00000079	Esposito, Joe	7/12/2019	LATAM Value Capture
DELTA_00000093	Esposito, Joe	8/4/2019	LATAM Partnership
DELTA_00000123	Esposito, Joe	7/20/2019	Corporate Sales Update
DELTA_00000127	Esposito, Joe	5/2/2018	LATAM External Landscape
DELTA_00000145	Esposito, Joe	6/27/2019	LATAM Materials
DELTA_00000151	Williams, Steve	5/8/2018	LATAM Opportunities
DELTA_00000156	Williams, Steve	7/23/2019	Corp Sales
DELTA_00000157	Williams, Steve	7/23/2019	Fleet & Maintenance
DELTA_00000158	Williams, Steve	6/27/2019	LATAM Presentation
DELTA_00000166	Williams, Steve	6/26/2019	LATAM Aircraft
DELTA_00000168	Sear, Steve	9/5/2019	FinCom Supplemental Materials
DELTA_00000176	Beck, Eric	8/15/2019	LATAM Presentation
DELTA_00000204	Bastian, Ed	9/6/2019	DL-LATAM Board Materials
DELTA_00000252	Williams, Steve	6/28/2019	JV Summary
DELTA_00000253	Williams, Steve	8/2/2019	LATAM Slides
DELTA_00000254	Williams, Steve	4/12/2018	DL-LATAM Opportunity
DELTA_00000271	Delta Air Lines	5/9/2018	HSA CPM
DELTA_00000275	Delta Air Lines	4/12/2019	Latin Review
DELTA_00000276	Delta Air Lines	3/7/2018	2018 Brazil CPM - RASM Outlook
DELTA_00000277	Delta Air Lines	6/5/2019	2019 Fall Brazil Planning Session
DELTA_00000291	Delta Air Lines	1/14/2019	2019 Summer Brazil Planning Session
DELTA_00000305	Delta Air Lines	7/31/2018	BR Holiday Planning
DELTA_00000318	Delta Air Lines	12/3/2018	BRAZIL Exceptions
DELTA_00000323	Delta Air Lines	8/27/2019	Holiday & Winter & Carnival Brazil Planning Session
DELTA_00000340	Delta Air Lines	4/26/2018	BR Planning
DELTA_00000351	Delta Air Lines	1/31/2018	BR Planning Summer18
DELTA_00000362	Delta Air Lines	8/29/2018	BR Winter Planning
DELTA_00000381	Delta Air Lines	5/8/2018	Brazil Exceptions
DELTA_00000386	Delta Air Lines	4/25/2019	Brazil CPM
DELTA_00000392	Delta Air Lines	3/7/2018	Brazil Exceptions
DELTA_00000396	Delta Air Lines	9/17/2018	Brazil Exceptions
DELTA_00000400	Delta Air Lines	11/7/2018	Brazil Spring Planning Session
DELTA_00000413	Delta Air Lines	8/28/2019	ATLNYCGIG Market Review
DELTA_00000434	Delta Air Lines	9/17/2019	Brazil Meeting
DELTA_00000435	Delta Air Lines	3/7/2018	Brazil Exceptions
DELTA_00000439	Delta Air Lines	5/8/2018	Brazil Exceptions
DELTA_00000444	Delta Air Lines	7/16/2019	GRUJFK Market Review
DELTA_00000456	Delta Air Lines	2/25/2019	Interline Codeshare
DELTA_00000457	Delta Air Lines	9/21/2018	Brazil CPM
DELTA_00000505	Delta Air Lines	3/12/2018	Brazil CPM Presentation
DELTA_00000556	Delta Air Lines	10/1/2019	BR Corporate Executive Reporting
DELTA_00000559	Delta Air Lines	12/7/2018	Brazil MPM Corporate Update

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DELTA_00000564	Delta Air Lines	10/2/2019	Consolidated Int'l Plan Latin
DELTA_00000574	Delta Air Lines	10/2/2019	2019 Latin America Plan
DELTA_00000589	Delta Air Lines	10/2/2019	BR Commissions
DELTA_00000590	Delta Air Lines	10/2/2019	Latin America BoD Update
DELTA_00000604	Delta Air Lines	10/2/2019	Brazil CPM
DELTA_00000652	Delta Air Lines	10/2/2019	Latin Commercial Update
DELTA_00000653	Delta Air Lines	10/2/2019	DGLT meeting
DELTA_00000710	Delta Air Lines	10/2/2019	DL-G3
DELTA_00000719	Delta Air Lines	10/2/2019	GRU
DELTA_00000726	Delta Air Lines	10/2/2019	GRU
DELTA_00000734	Delta Air Lines	10/2/2019	KLP Discussion Document
DELTA_00000771	Delta Air Lines	10/2/2019	Latin Customer Meeting
DELTA_00000778	Delta Air Lines	10/2/2019	Latin Customer Meeting
DELTA_00000795	Delta Air Lines	10/2/2019	Latin Customer Meeting
DELTA_00000811	Delta Air Lines	10/2/2019	Latin Customer Meeting
DELTA_00000825	Delta Air Lines	10/2/2019	LAC Strategy Session
DELTA_00000838	Delta Air Lines	10/2/2019	Latin Customer Meeting
DELTA_00000856	Delta Air Lines	10/2/2019	Latin Steering Committee Discussion Document
DELTA_00000867	Delta Air Lines	10/2/2019	Latin America Presentation
DELTA_00000869	Delta Air Lines	10/2/2019	Latin OAPM Overview
DELTA_00000886	Delta Air Lines	10/2/2019	BR PL Tracking
DELTA_00000890	Delta Air Lines	10/2/2019	GRUMCO Value
DELTA_00000898	Delta Air Lines	10/2/2019	Latin Market Categorization
DELTA_00000902	Benitez, Alex	10/3/2019	ATLGRU
DELTA_00000903	Williams, Steve	9/27/2019	LATAM Strategic Partnership Presentation
DELTA_00000911	Williams, Steve	9/27/2019	LATAM Strategic Partnership Press Release
DELTA_00000916	Delta Air Lines	11/6/2018	DTWGRU
DELTA_00000917	Delta Air Lines	6/18/2018	G3 Network
DELTA_00000922	Delta Air Lines	1/24/2019	JFKGIG
DELTA_00000923	Delta Air Lines	8/31/2018	AVUACM JV
DELTA_00000924	Delta Air Lines	8/14/2019	ATLGIG Cabin Analysis
DELTA_00000925	Delta Air Lines	9/5/2018	Brazil Capacity Update
DELTA_00000926	Delta Air Lines	2/14/2018	Brazil CPM Network Slides
DELTA_00000933	Delta Air Lines	6/28/2019	DL vs AA in NYC-Latin
DELTA_00000934	Delta Air Lines	1/22/2018	January 2018 G3 Network Meeting
DELTA_00000941	Delta Air Lines	10/1/2019	LA Brazil Banks
DELTA_00000946	Delta Air Lines	9/27/2018	MCOGRU
DELTA_00000947	Delta Air Lines	6/19/2018	MCOGRU Retime
DELTA_00000948	Delta Air Lines	1/11/2019	MIAGRU and Brazil Update
DELTA_00000950	Delta Air Lines	9/12/2018	Brazil Network
DELTA_00000955	Delta Air Lines	8/29/2019	US BR
DELTA_00000956	Delta Air Lines	10/7/2019	LATAM BRM UPDATE
DELTA_00001067	Delta Air Lines	1/10/2017	Latin Bi-Weekly Commercial Meeting
DELTA_00001076	Delta Air Lines	12/13/2017	Latin Bi-Weekly Commercial Meeting
DELTA_00001086	Delta Air Lines	4/12/2017	HSA CPM
DELTA_00001184	Delta Air Lines	4/18/2018	HSA CPM
DELTA_00001228	Delta Air Lines	10/17/2018	HSA CPM
DELTA_00001269	Delta Air Lines	10/18/2017	HSA CPM Presentation
DELTA_00001349	Delta Air Lines	10/11/2019	ATLSCL
DELTA_00001351	Delta Air Lines	10/16/2018	HSA Channel Optimization & Focus Cities
DELTA_00001358	Delta Air Lines	4/17/2018	HSA CPM April 2018 Prem Revenue

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DELTA_00001364	Delta Air Lines	6/21/2018	SCL Update
DELTA_00001368	Delta Air Lines	5/15/2019	HSA CAMR CPM PIM Markets
DELTA_00001428	Delta Air Lines	6/18/2019	KLP Discussion Document
DELTA_00001471	Delta Air Lines	10/22/2019	DeltaOne 4Q Performance Update
DELTA_00001482	Delta Air Lines	10/12/2018	HSA CPM RM
DELTA_00001485	Delta Air Lines	8/23/2017	HSA Regional Meeting
DELTA_00001492	Delta Air Lines	2/15/2018	HSA Regional Meeting
DELTA_00001499	Delta Air Lines	10/17/2017	HAS Spring 18 Planning
DELTA_00001510	Delta Air Lines	6/28/2017	SAMR Winter PM and Planning
DELTA_00001533	Delta Air Lines	6/22/2018	ATLGYE
DELTA_00001538	Delta Air Lines	12/4/2018	BOG
DELTA_00001539	Delta Air Lines	10/23/2018	LAC Performance
DELTA_00001544	Delta Air Lines	4/12/2019	Colombia Market Review
DELTA_00001545	Delta Air Lines	6/7/2019	LAC Next Best Opportunities
DELTA_00001546	Delta Air Lines	5/8/2019	BOG
DELTA_00001547	Delta Air Lines	10/8/2019	ATLGRU
DELTA_00001549	Delta Air Lines	10/28/2019	BOG 2020 Options
DELTA_00001550	Delta Air Lines	9/5/2018	Brazil Capacity Update
DELTA_00001551	Delta Air Lines	10/21/2019	US and SAM gateway MCTs
DELTA_00001554	Delta Air Lines	2/22/2017	GIGJFK
DELTA_00001556	Delta Air Lines	10/13/2017	GRUMIA
DELTA_00001558	Delta Air Lines	11/4/2019	Latin Project Launch
DELTA_00001562	Delta Air Lines	11/4/2019	NYCGRU Competitive Analysis
DELTA_00001568	Delta Air Lines	6/28/2019	Potential Capacity Buildout Timeline
DELTA_00001569	Antilla, Alex	4/24/2020	Interline Tracker
DELTA_00001574	Beck, Eric	11/12/2019	MIA Network Plan 2020
DELTA_00001582	Beck, Eric	2/21/2020	MIA CC by Hour
DELTA_00001583	Beck, Eric	2/25/2020	MIA SkyTeam by Hour
DELTA_00001584	Beck, Eric	10/3/2019	MIA CRE Visit
DELTA_00001590	Beck, Eric	9/30/2019	LATAM Network Overview
DELTA_00001595	Benitez, Alex	10/21/2019	Latam Next Best Opportunities
DELTA_00001604	Benitez, Alex	10/31/2019	Latin Network LATAM Update
DELTA_00001605	Benitez, Alex	8/20/2018	2019 Latin Network
DELTA_00001606	Benitez, Alex	2/25/2020	Network Review
DELTA_00001607	Benitez, Alex	10/16/2019	Commercial Meeting
DELTA_00001611	Benitez, Alex	2/14/2020	DL-LA JV Vision
DELTA_00001615	Benitez, Alex	7/17/2019	Latin 2020 Presentation
DELTA_00001616	Benitez, Alex	10/23/2019	Latin Network LATAM Update
DELTA_00001617	Benitez, Alex	1/28/2020	US to SAMR Markets
DELTA_00001618	Benitez, Alex	2/26/2020	Winter 20-21 Latin Widebody Plan
DELTA_00001620	Chmielewski, Mark	9/16/2019	AR Deck
DELTA_00001630	Chmielewski, Mark	11/14/2018	DL-G3 Review
DELTA_00001634	Chmielewski, Mark	4/13/2020	Delta - LATAM PMO Review
DELTA_00001644	Chmielewski, Mark	9/26/2019	A Historic Day for Delta
DELTA_00001645	Chmielewski, Mark	10/10/2019	Delta-LATAM Joint Sourcing Opportunities
DELTA_00001646	Chmielewski, Mark	10/23/2019	Lounge CRE Discussion
DELTA_00001649	Chmielewski, Mark	1/21/2020	LATAM Co-location
DELTA_00001656	Chmielewski, Mark	1/27/2020	LATAM Business Overview
DELTA_00001671	Chmielewski, Mark	11/22/2019	LATAM JFK T4
DELTA_00001672	Chmielewski, Mark	11/19/2019	2020 Consolidated International Plan
DELTA_00001710	Chmielewski, Mark	10/18/2019	Latin Customer Meeting

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DELTA_00001728	Chmielewski, Mark	10/15/2019	LATAM Business Overview
DELTA_00001742	Chmielewski, Mark	1/10/2017	AV
DELTA_00001750	Young, Jon	4/28/2020	LATAM Agency Opportunities
DELTA_00001754	Young, Jon	4/28/2020	2020 Sales Plan
DELTA_00001755	Young, Jon	4/28/2020	LATAM Presentation
DELTA_00001761	Young, Jon	4/28/2020	LATAM Interline
DELTA_00001769	Young, Jon	4/28/2020	LATAM Partnership
DELTA_00001772	Young, Jon	4/28/2020	G3
DELTA_00001774	Young, Jon	4/28/2020	G3 Corp Update
DELTA_00001779	Young, Jon	4/28/2020	Latin America Business Plan
DELTA_00001794	Young, Jon	4/28/2020	HSA CAMR CPM
DELTA_00001854	Young, Jon	4/28/2020	ATL-GIG
DELTA_00001862	Young, Jon	4/28/2020	LATAM - AA
DELTA_00001864	Young, Jon	4/28/2020	LAC Sales Update
DELTA_00001873	Young, Jon	4/28/2020	LATAM Plan
DELTA_00001876	Young, Jon	4/28/2020	LATAM Opportunities
DELTA_00001877	Young, Jon	4/28/2020	GRUMCO Value
DELTA_00001885	Young, Jon	4/28/2020	Intl Flow Ops
DELTA_00001893	Young, Jon	4/28/2020	Latin Long Term Strategy
DELTA_00001904	Young, Jon	4/28/2020	NYC-Latin Market Review
DELTA_00001936	Young, Jon	4/28/2020	Latin Foreign Flag Earnings
DELTA_00001949	Young, Jon	4/28/2020	Latin Carrier Overview
DELTA_00001964	Young, Jon	4/28/2020	BOG RM
DELTA_00001974	Young, Jon	4/28/2020	HSA Widebody Review
DELTA_00001975	Young, Jon	4/28/2020	Latin Overview Performance
DELTA_00001984	Young, Jon	4/28/2020	BR
DELTA_00001994	Young, Jon	4/28/2020	LA-G3
DELTA_00001995	Young, Jon	12/20/2019	Delta - LATAM PMO Progress Report
DELTA_00002020	Young, Jon	12/6/2019	LATAM ACES Updates
DELTA_00002021	Young, Jon	4/28/2020	East Team Regional Meeting
DELTA_00002030	Young, Jon	4/28/2020	SOSD
DELTA_00002032	Young, Jon	4/28/2020	LATAM Codeshare Launch
DELTA_00002036	Young, Jon	4/28/2020	Americas Meeting Latin Revenue Update
DELTA_00002037	Young, Jon	4/28/2020	Brazil CPM
DELTA_00002050	Young, Jon	4/28/2020	Sales Innovation Overview, LATAM Kickoff
DELTA_00002062	Delta Air Lines	6/19/2020	McKinsey Report
DELTA_00002144	Williams, Steve	9/27/2019	Framework Agreement
DELTA_00002273	Delta Air Lines	3/19/2020	DL - 4C Amendment to Codeshare Agreement
DELTA_00002280	Chmielewski, Mark	3/13/2020	DL - JJ CDSH
DELTA_00002329	Delta Air Lines	12/2/2019	DL-LATAM Colombia CDSH
DELTA_00002367	Delta Air Lines	2/12/2019	DL-LATAM Ecuador CDSH
DELTA_00002411	Delta Air Lines	2/12/2019	DL-LATAM Peru CDSH
DELTA_00002455	Delta Air Lines	2/27/2020	Reciprocal Frequent Flyer Program Agreement
DELTA_00002497	Delta Air Lines	2/27/2020	DL - XL Amendment to Codeshare Agreement
DELTA_00002504	Delta Air Lines	3/6/2020	Data Security Processing Agreement
DELTA_00002539	Delta Air Lines	3/24/2020	DL-LATAM SPA
DELTA_00002559	Delta Air Lines	4/23/2020	Framework Agreement (Amendment)
DELTA_00002562	Delta Air Lines	5/25/2020	DL-4C Amendment No. 2
DELTA_00002574	Delta Air Lines	5/25/2020	DL-JJ Amendment No. 1
DELTA_00002589	Delta Air Lines	5/25/2020	DL-LA CDSH
DELTA_00002636	Delta Air Lines	5/25/2020	DL-XL Amendment No. 2

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DELTA_00002648	Delta Air Lines	6/1/2020	JVA DL-LA Brasil
DELTA_00002672	Delta Air Lines	5/7/2020	JVA DL-LA North America - Chile
DELTA_00002696	Delta Air Lines	2/27/2020	DL - LP Amendment to Codeshare Agreement
DELTA_00002703	Delta Air Lines	6/8/2020	DL-LP Amendment No. 2
DELTA_00002716	Delta Air Lines	7/8/2020	Confidential Delta/LATAM ATI Application w/ attachments

CERTIFICATE OF SERVICE

A copy of the foregoing document has been served this 10th day of July, 2020, upon the following persons via email:

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