



IAAI Newsletter

May 2016, IInd Fortnight Issue

Index

Topics	Page Nos.
IAAI Column	2
Aviation News	3 & 4
Hospitality News	5 & 6
Railway News	7
Photo Feature (Hotel La Montana Magica, Huilo, Chile)	8
Lighter moment & thought	9

IAAI Column

Travel Agents being fooled again !

Dear All,

It is an accepted practice to pull practical jokes and "April Fool" one another in the month of April. As we are now in the month of May, why are Travel Agents associations following this practice and making the Indian Travel Agents "fools" again and again?

Look at point (a) in the TAAI circular dated 14th May 2016 ([Click here](#) to read the circular) regarding Jet Airways proposal to reduce present one percent commission to 0.25% effective 1st June. Everyone is supposed to believe that, as a result of the vehement reaction and opposition from the TAAI Management Team, Jet Airways has been pressurized to agree "*not to implement the reduction in commission and defer the same*" as Jet Airways is deeply obligated to support the Travel Agents!!

HIP, HIP, HURRAY! Three cheers for the TAAI Management Team for coming to the "timely rescue" of the Travel Agents !

Now, consider the fact that the Hon'ble Kerala High Court has passed an interim Order dated 3rd July 2012 in the IAAI Writ Appeal numbered WP(C)15462 of 2012 directing DGCA to direct the Respondents Air India and Jet Airways to maintain *status quo* and keep in abeyance the referred decision to reduce the commission payable to Travel Agents as per their Circulars dated 12th June 2012 and 13th June 2012 respectively, till such time as the Hon'ble Kerala High Court takes a decision in the issue.

Under such circumstances, how can Jet Airways even consider the reduction of the present rate of commission??!!

By the grace of the Almighty, the Case kept for judgment has got re-opened and is very active in the Kerala High Court with the hearing to be continued immediately now that the Court vacations are over. To be very precise, you are all aware that IAAI has been after this "commission" issue from 2008 and will not leave any stones unturned till we succeed.

Now take a look at point (c) of the same TAAI circular regarding Jet Airways "offer" to review the levying of Service fee/surcharge on debit and credit card payments.

When the Union Cabinet chaired by Prime Minister Narendra Modi had already scrapped the levy of the service fee and surcharge on credit and debit card payments on 24th February, 2016, where is the need for the TAAI Management Team to request Jet Airways for removal of these charges at the 13th April, 2016, at Mumbai??!!

Under the pretence of 'fighting for the rights of the Travel Agents', how are such interesting and bewildering stories being brewed by these Associations??!! Now, the question is whether the Associations are fooling the Industry or the Associations are being fooled by the vested interests??!!

From the above facts, is it not evident that the Travel Agents in India are being misguided and misled every day??!!

Regards,
for The IATA Agents Association of India

Biji Eapen
National President

Aviation News

Air India to fly to small cities; add 20 small planes to fleet



In a big push for regional connectivity, national carrier Air India (AI) has announced plans to start operations to virgin routes having no flight connectivity using smaller turboprop planes. AI will also lease bigger wide-body jets to expand its international network. AI is considering connecting cities within Rajasthan, Karnataka, Chattisgarh, Gujarat, Punjab, Uttarakhand and Maharashtra. AI through its subsidiary Alliance Air operates to 34 stations at present. It has a fleet of seven ATRs and two CRJ planes. By March, AI will add ten more ATRs and will get another ten in 2017-18. AI, which plans to add 100 planes to its fleet in the next four years, will take five wide-body jets on lease in addition to the nine it has on order.

Hahn Air Systems marks significant milestone with SpiceJet as its 50th partner



Hahn Air

Hahn Air Systems, the global consolidation service connecting small, medium and low-cost airlines to all major GDSs worldwide has reached 50 H1-Air partners, nearly doubling its network of regional, low-cost airlines and tour operators since the beginning of 2015. The 50th carrier to take advantage of Hahn Air System's indirect distribution capabilities is India's low-cost-carrier, SpiceJet. The H1-Air network is an innovative distribution solution with the potential to accelerate SpiceJet's sales by linking it to global markets. As a result, SpiceJet's domestic and international services will be available in all GDSs and will be issuable on the Hahn Air HR-169 document. Established in 2012, Hahn Air Systems, the sister company of airline and distribution specialist Hahn Air, offers its H1-Air product to non-GDS airlines enabling them to be booked through over 95,000 travel agencies in 190 markets. These non-GDS airlines can benefit from Hahn Air's economies of scale and have the potential to increase their revenue streams by being able to penetrate new markets and expand their reach to even more travel agencies.

Aviation News

GoAir announces special fares for students



GoAir announces special fares and additional baggage allowance for students who travel extensively at this time of the year to appear for exams or are returning back and changing cities to join new colleges and schools, in the current season. According to the release, students with valid college identity cards can avail this offer across GoAir network of 22 cities. Apart from the fare concession, students will also benefit from additional baggage allowance of 10 kg (Total 25 kg) making it easier to pack more requirements without worrying about paying excess baggage charges.

Asiana Airlines increases frequency between Incheon, Seoul & New Delhi

ASIANA AIRLINES



Asiana Airlines is pleased to announce the expansion of its non-stop Incheon (Seoul) to New Delhi service from current three to five flights per week. The additional flight will begin on July 3, 2016 on Airbus 300-330 with configuration of Business Class 30 seats and Travel Class 260 seats. This additional flight demonstrates both the growing market for leisure and business travelers as well as Asiana Airlines ongoing commitment to expanding connectivity between Korea and India.

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Hospitality News

J&K Tourism re-launches 100 cottages for MICE & Golf travellers



100 room cottages have been re-launched last month at Chashme Shahi, Srinagar, especially for conference and Golf travellers, including tourists. Located at a five-minute driving distance from SKICC and Royal Springs Golf Course, Srinagar, the 100-room inventory includes single room, double room and four bedroom cottages which have been opened after a period of three decades. This is expected to give the much needed push to the MICE and Golf Tourism offerings in the state. The location and facilities provided are ideal for quality tourists. The same are luxury cottages housing a separate kitchen area and can be booked at a modest rate of INR 3,000 (single room), INR 6,000 (double room) and INR 12,000 (four bedroom) per night on a bed and breakfast model. Adjacent to the cottages is the Zaika Restaurant operated by Jammu & Kashmir Tourism Development Corporation (JKTDC) housing the finest chefs offering authentic local food.

ITDC's Sound & Light Division eyes 100 shows in next 3 years



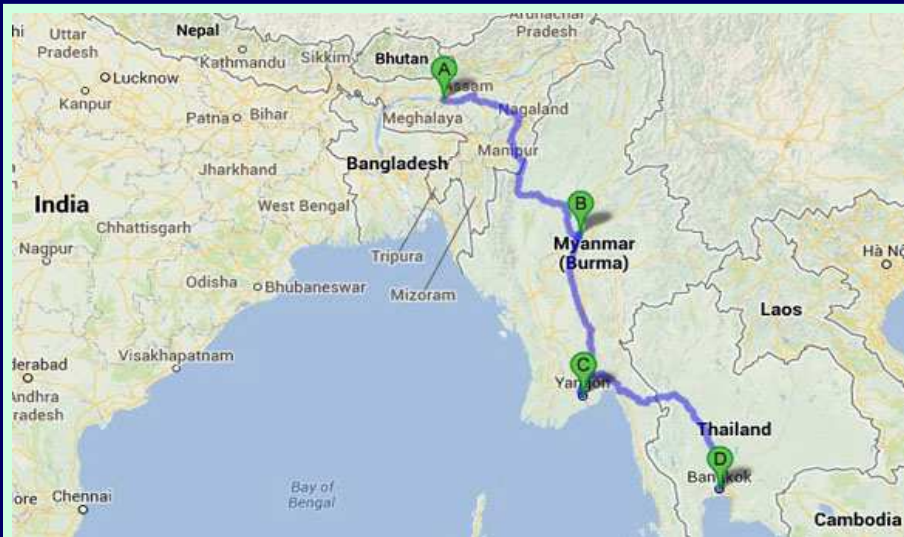
भारत पर्यटन विकास निगम लि.
India Tourism Development Corporation Ltd.

The Sound and Light Show Division of the India Tourism Development Corporation Ltd (ITDC) plans to conceptualize and launch 100 sound and light shows in the three years and upgrade the conventional shows. The upcoming shows will be launched at places such as Tilyar Lake in Rohtak, Karlke Dam in Ranchi, Dal Lake in Srinagar, Diu Fort in Diu and Konark Sun Temple in Odisha, to name a few. An illumination of Stupas in Sarnath and Man Mahal Ghat in Varanasi is also planned. ITDC is planning to introduce simultaneous operation of shows in multiple languages and this will be altogether a new presentation of its own kind.

Currently, the division has identified 11 sites among "Adarsh Smarak" monuments in India in consultation with Archaeological Survey of India (ASI) to boost overnight stays at the particular destination. The proposal is currently subject to the approval of Ministry of Tourism (MoT), Government of India.

Hospitality News

India-Myanmar-Thailand trilateral highway agreement soon



The dream of a seamless travel in Southeast Asian countries will soon be reality with India all set to sign a strategic trilateral highway agreement connecting India-Myanmar-Thailand via road which is expected to give a big boost to trade and economy in ASEAN countries.

The IMT trial run under the aegis of proposed IMT MVA was held during December 9-14, 2015 from Imphal in India to Mandalay in Myanmar. Thereafter, Thailand proposed the Mae sot- Phitsanulok route for plying of vehicles while Myanmar suggested extending the route up to Bangkok. The IMT will open the way for movement of cargo and passengers (including personal vehicles) from South to South East Asia up to Thailand. Once BBIN (Bangladesh, Bhutan, India and Nepal) and IMT agreements are operationalised, the dream of seamless movement of all types of vehicles between South East Asia which is SAARC countries and ASEAN countries will become a reality. The IMT will open up India's landlocked north east to south east Asia, and allow freight and container trucks to move from Imphal to Mandalay. India has already built 160 kms. to this highway and has invited tender for upgradation of bridges and roads.

There will be around 69 Bridges including approach roads on the Tamu-Kyigone-Kalewa Road Section of the Trilateral Highway in Myanmar. The Trilateral highway will also open up access for goods from north eastern region and other parts of India to other ASEAN countries through a land route once Myanmar is connected by road to Thailand.

There are already excellent transportation corridors linking ASEAN countries including the East West Economic Corridor (EWEC) which connects Thailand to the Danang port in Vietnam through Laos and Vietnam, North South Economic Corridor (NSEC), facilitating seamless movement of goods all across ASEAN through integrated customs stations. This forms a safer and shorter land route in comparison to the insecure and piracy affected Straits of Malacca.

Railway News

New special fast train announced between Mumbai & Pune



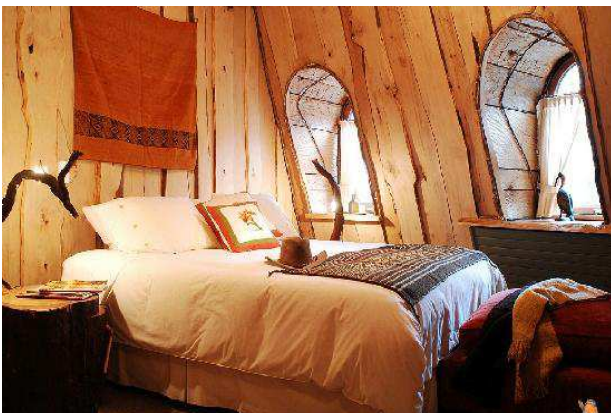
Railway Minister announced a special fast train between Mumbai and Pune. The Railway Minister dedicated the AC-DC conversion and the Harbour line 12-compartment local trains to the nation, and further announced a new long distance train 'Tejas' between Mumbai and Pune.

There was an announcement of four long distance trains Tejas, Uday, Humsafar and an unreserved long distance train for the general public. The design of all the trains are ready and will soon be put on the Indian Railway's official website, where people can put in their suggestions, recommendations and any additional inputs they would like to give.

PHOTO FEATURE

Hotel La Montana Magica

Huilo, Chile



In the middle of a native forest in Chile (a UNESCO biosphere reserve) lies this very unique hotel, covered in moss and vines. It is built inside a man-made volcano that erupts water from the top which flows down the sides. It might be completely artificial but the lodge actually 'erupts' every day, sending water running down the outside of the 13-room guest house. Among the activities on offer are a wild-course mini-golf, where the holes form part of the natural terrain, hiking and access to the longest zip wire in South America, which run through the grounds at a height of 1,500ft. And, if you're lucky, you might catch a glimpse of a pudu - the world's smallest deer which is just 13 inches tall.

Open Space

Lighter Moments

A defendant isn't happy with how things are going in court, so he gives the judge a hard time.

Judge : "Where do you work?"

Defendant : "Here & there"

Judge : "What do you do for living?"

Defendant : "This & that"

Judge : "Take him away"

Defendant : "Wait ! When will I get out?"

Judge : "Sooner or later"

Thought for the Fortnight

Anything you learn becomes your wealth, that cannot be taken away from you; whether this learning is from the school, or from the school of life. Also, not all things you learn are taught to you, you will realize that there are several things that you have taught yourself.

— C Joy Bell

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We welcome your suggestions to improve this newsletter.

The same may be forwarded to iaai.pune@iaai.in

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