



IAAI Newsletter

March 2017 — Ist Fortnight Issue

Index

Content	Page No.
IAAI News	2 & 3
Aviation News	4 to 7
Hospitality News	8 & 9
Railway News	10
Photo Feature (Fjadrargljufur Canyon, Iceland)	11
Open Space	12
IAAI Director Board	13

IAAI Kochi, Kozhikode & Thiruvananthapuram Regional Committees take up EK Commission reduction

The IAAI Kochi, Kozhikode & Thiruvananthapuram Regional Committees Members have met the Emirates Regional Managers in the respective regions and handed over letters requesting them to forward IAAI's appeal to not to reduce the commission to 1% and to continue paying commission at the current level of 3 % to their higher authorities with their recommendation.

In Kochi, an IAAI team headed by the Regional Chairman Mr. Babu Paul handed over the letter to Mr. Jayan Gopinathan, Sales Manager, Emirates, Kochi.

In Thiruvananthapuram, Mr. Manu T.G. Nair, Kerala State President, who is also the Regional Chairman, led the team and handed over the letter to Ms. Asha Subramaniam, Sales Manager – South Kerala, Emirates, Thiruvananthapuram.

In Kozhikode, the letter was handed over to the Airline Manager Mr. Mohammed Ali Cheria by the Kozhikode Regional Committee headed by Mr. M.P.M. Mubashir.

The IAAI letter expresses hope that the matter will be sorted out in a mutually satisfying manner that will not put any further strain on the Airline-Agent future relationship.

IAAI Kerala AGM to be held in this month at the State Capital

The Annual General Body Meeting of IAAI – Kerala State will be held in this month in Thiruvananthapuram. The exact date & venue will be notified later.

This Meeting assumes greater significance with important developments in the Industry in the recent period. s

Welcome New IAAI Members

- M/s. Arabian Tour Services India Pvt. Ltd., Kochi represented by its India Head Mr. Sunil Menon



- M/s. Tour Matrix Travels Pvt. Ltd., Bengaluru represented by its Director Mr. Karthik V.



- M/s. SS Tours and Travels, Nagpur represented by its Partner Mr. Sushant C Shahare



- M/s. Silver Spoon World, Mumbai represented by its Proprietor Mr. Chirag Sanjanwala.



- M/s. Neekke Worlds, Pune represented by its Director Mr. Nitin Ram Takale



Jet Airways signs codeshare with Hong Kong Airlines



JET AIRWAYS



HONGKONG AIRLINES

香港航空

Jet Airways recently signed a codeshare agreement with Hong Kong Airlines to enhance connectivity between India and the Asia-Pacific region. As part of the reciprocal agreement, Jet Airways will place its marketing code on Hong Kong Airlines' flights operating between Hong Kong and Okinawa and Tokyo in Japan; Denpasar in Indonesia; Hanoi in Vietnam; Bangkok in Thailand; and Auckland in New Zealand. Hong Kong Airlines will place its marketing code on Jet Airways' flights between Hong Kong and Mumbai as well as Delhi in India. With the new codeshare, Jet Airways frequent fliers can also avail the benefit of redeeming JP miles on Hong Kong Airlines flights where Jet codes are placed. Hong Kong Airlines currently flies to 36 major cities across the Asia Pacific region, including Gold Coast, Auckland, Beijing, Shanghai, Taipei, Tokyo, Sapporo, Seoul, Bangkok, Bali and Okinawa. With this partnership Hong Kong Airlines will provide additional connectivity from Hong Kong to Delhi and Mumbai to their customers.

Air India to commence flights to Tel Aviv, Israel



Air India announced that it will begin flights between India and Israel by May, 2017. AI is planning to open the New Delhi - Tel Aviv route with three weekly flights. The Israel Ministry of Tourism established their India office in 2014 and since then tourist arrivals from India to Israel has grown by 28%. India and Israel have a long relationship, 2017 marks 25 years of relations between the two young nations, focusing on tourism - Israelis have been visiting India for longer. With the addition of the Delhi - Tel Aviv sector to Air India's roster, travel between the two countries is slated to increase exponentially, strengthening the relationship between the two nations.

SpiceJet to reserve fourth row for women passengers



flying for everyone

SpiceJet Ltd will reserve its fourth row for female passengers travelling alone, following a practice adopted by national carrier Air India Ltd. From March 8 2017 onwards SpiceJet will be reserving the whole of its 4th row for its solo women passengers. The initiative will be observed on all its flights across the fleet inclusive of both Boeings and Q400s (planes).

IndiGo, GoAir to expand in Gulf

IndiGo

Unfazed by the slowdown in West Asia, Indian airlines are expanding their network in the region. IndiGo is launching flights to Sharjah later this month and is



planning to start a service to Doha, its seventh international destination, in April. GoAir is likely to begin its international operations with flights from Kochi to Doha and Dammam in the second half of the year. Around 22 million passengers travelled between India and countries in West Asia in 2016, accounting for nearly 40% of all international air traffic from India last year. This does not include passengers who travelled onward to other destinations from hubs such as Dubai and Doha. This makes the region an attractive bet for Indian airlines. However, business was hit last year, and demand growth did not match the growth in capacity. Airline yields (revenue charged per passenger) came under pressure as low crude oil price impacted local economies.

Air India Express, which earns about 90% of its revenue from Gulf routes, is introducing a Delhi-Bahrain- Doha service in summer. Recently, it added flights to Dubai and Abu Dhabi from Delhi, besides increasing frequencies on Gulf routes from Kerala. Middle-East has been an important market for IndiGo, and expanding operations to Sharjah and Muscat is a testament to the growing demand from the sector.

Air India marks International Women's Day by flying 'All Women Operated' flights



Celebrating International Women's Day in a historic way, Air India did operate more than 10 all women crew flights on its international and domestic routes from February 26 to March 8, 2017. On this occasion, the incredible women of Air India operated all type of wide and narrow body aircraft

in its fleet. In the series to create history, Air India operated a round -the -world flight on Delhi-SFO-Delhi sector with an 'All women crew'. To celebrate this achievement, a ceremony was organized and crew members of these flights were felicitated by the Air India.

Qatar Airways to start domestic airline in India



Doha-based Qatar Airways will be starting a fully owned airline in India. They will have a 100% owned domestic carrier in India that will belong to both QR (Qatar Airways) and their state invest-

ment arm as India has now allowed foreign investment in domestic carriers within India. Qatar Airways is British Airways-owner IAG's (International Airlines Group) biggest shareholder. Qatar Airways also owns stakes in Latam Airlines Group SA, South America's biggest carrier, and Italy's second-largest airline, Meridiana Fly SpA. Foreign airlines are allowed to own as much as 49% in Indian carriers, although overall foreign investment can go up to 100%. Abu Dhabi-based Etihad has bought a 24% stake in Jet Airways.

Singapore Airlines has started Vistara in partnership with Tata Group. AirAsia has started a subsidiary again in partnership with Tata Group. Sovereign wealth fund-backed Istithmar PJSC has held a stake in SpiceJet in the past.

Delhi Govt's VAT reduction to aid UDAN scheme



Flying to smaller towns or remote parts of the country from the national capital is set to become cheaper, with the Delhi government deciding to substantially bring down taxes on jet fuel. The Value Added Tax (VAT) on aviation turbine fuel (ATF) will be brought down from the 25% to 1% for flights to smaller towns and remote areas such as the North-East to complement the Centre's regional connectivity scheme. One of the biggest costs of operating flights is aviation fuel. Adding VAT to the mix makes airfares costlier. Price of jet fuel in Delhi is about INR 54,000 per kilolitre. The drop in jet fuel taxes was proposed to give a boost to civil aviation operators who had opted to operate under the Regional Connectivity Scheme (RCS) called UDAN. They will ply flights on RCS routes (involving Delhi) between an identified pair of origin and destination airports or helipads within the country.

SpiceJet will be the major beneficiary of this move since it is one of the few airlines which has applied for RCS approvals for several sectors.

Vistara announces codeshare with Singapore Airlines and Silkair



Singapore Airlines (SIA) and regional subsidiary SilkAir announced that they have signed an agreement to codeshare on Indian domestic flights operated by Vistara. Under the agreement, SIA will add its 'SQ' designator code to Vistara-operated flights beyond Mumbai and New Delhi to 10 destinations within India. SilkAir will add its 'MI' designator code to Vistara-operated flights beyond Bengaluru and Kolkata to six destinations within India.

The codeshare agreement is Vistara's first with another airline group, as well as SIA's and SilkAir's first with an India-based domestic carrier. As a result of the agreement, four new destinations will be added to the SIA Group's India network, namely Bhubaneswar, Goa, Guwahati and Port Blair. SIA Group airlines currently serve 15 destinations in India from Singapore.

Members of SIA's and Vistara's frequent flyer programmes, KrisFlyer and Club Vistara, will also enjoy additional tier benefits as a result of the new codeshare partnership. PPS Club and KrisFlyer Elite Gold members will enjoy lounge access, increased baggage allowance, and priority baggage handling, check-in and boarding when travelling on Vistara-operated flights. Likewise, Club Vistara Platinum and Gold members will enjoy the same benefits when travelling on SIA-operated flights. PPS Club and KrisFlyer members will also earn Elite miles when travelling on SIA codeshare flights operated by Vistara.

Leela eyes newer markets for expansion



The Leela Palaces, Hotels and Resorts is all set to enter newer markets through management contracts. The Company currently owns and operates nine properties in India. Now the company is aggressively focusing to expand through the asset light model, with immediate plans to expand in the Middle-East. The upcoming projects are all through management contracts, including, a Palace hotel in the historic city of Agra, where every room will have a sweeping vista of The Taj Mahal; a Palace resort in Jaipur; a business hotel at Bhartiya City, Bangalore; internationally - the group is in active discussions for hotels in Maldives, Mauritius, Seychelles, Abu Dhabi and Fujairah. In 2016, the brand has won several accolades, the group also ranked fifth amongst Top 15 brands in the world in 2016.

AccorHotels signs agreement with BHG hotels



AccorHotels has signed an agreement with Brazil Hospitality Group (BHG) in order to take over the management of 26 hotels (c. 4,400 rooms) currently owned or managed by BHG, the third-largest hotel company in Brazil. The portfolio includes economy, midscale and upper upscale hotels in Brazil's major markets, especially in Rio de Janeiro and Sao Paulo, complementing well AccorHotels' existing network in Brazil, and consolidating the Group's leadership across all segments. The hotels will undergo major renovation and repositioning works and shall progressively be reflagged until the end of 2019 under AccorHotels brands, including ibis, ibis Styles, ibis Budget, Mercure, Novotel, Mama Shelter, MGallery and Pullman, under long-term management agreements.

Royal Caribbean unveils Symphony of the Seas



Royal Caribbean International has announced the global cruise line's newest addition, Symphony of the Seas, the world's largest cruise ship. Symphony and Oasis-class sister ship Allure of the Seas, each with a bold and unexpected lineup of experiences, will unite in November 2018 to offer island-hopping adventures through the Caribbean from the Magic City and add Basseterre, St. Kitts & Nevis to other marquee Oasis-class ports of call. The 26th ship in the Royal Caribbean fleet, Symphony of the Seas, will be delivered in April 2018 and spend her inaugural summer season exploring the destinations of the Mediterranean calling on ports in Barcelona, Palma de Mallorca, Spain; Provence, France; Florence/Pisa, Rome and Naples, Italy. Symphony of the Seas will claim the title of the world's largest - and most adventure filled - cruise ship, offering 28 more staterooms than her newest sister ship Harmony of the Seas and encompassing 230,000 gross registered tons.

“Urbanpod” launches in India



Urbanpod @Andheri SEEPZ, Mumbai, the first-of-its-kind Pod Hotel in India indulges the discerning travellers with a ‘Stay Smart’ option. With its GenNext & futuristic concept and catering to the new-age travellers, business and leisure, Urbanpod is modern, stylish and minimalistic. Perfect for anyone seeking luxury-accommodation on a budget, Urbanpod is strategically-located in the heart of Mumbai’s business-hub and closer to the domestic and International airports.

It offers 140-Pods with various upgrades - Suite Pods, Private Pods, Classic Pods for men & an exclusive Ladies-only, Pod categories. The Pods are beautifully-arranged side-by-side and one-upward to form elegant-arrays. Suite-Pod category is suitable for couples; the Private Pods have more room and the exclusive Ladies Pods – gives the ladies added safety and privacy.

The sleek Individual Pods are self-contained with modern, technologically-superior interiors. Each Pod comes with a cosy bed/ bed cover, personal locker with secure keycard access, Plasma TV (with headphone facility), personal reading light, power socket, hangers, a Dresser (Wall mirror), Free Wi-Fi, adjustable air-conditioning facility, Air-purifier (for pure air circulation)& a sliding door (shutter) with locking-facility for added privacy. Each Pod also has a smoke detector & a fire-extinguisher as a safety measure. Guest’s luggage is stored in a separate individual-locker facility so you can be carefree! The non-attached Bathroom suites are separate-facilities that are contemporary & maintain the highest-quality standards. The chic Cafeteria is also a great place to laze around and read a book, network & make new friends from around the globe while having a complimentary breakfast! 24-hour Pod service, laundry & office services are also available as added benefits.

Shatabdi trains to soon have new 'Anubhuti' luxury chair car coaches



After introducing the Humsafar and Antyodaya Express, Indian Railways is looking to introduce luxury chair car 'Anubhuti' coaches in its Shatabdi trains. These new coaches will have a host of new features such as comfortable seats with infotainment screens and attendant calling facility. The coaches will be manufactured at the Integral Coach Factory (ICF) Chennai and should start plying on key Shatabdi routes by the end of 2017.

The 'Anubhuti' luxury high-speed intercity coach will be able to take a maximum speed of 160 kmph and will have a seating capacity of 56 passengers. Apart from seats with infotainment systems and an attendant calling facility, the coaches will boast of LED lighting, GPS information based system, toilet occupancy indicators, FRP panelling, automatic inter-communication sliding doors, modular toilets with touch-free amenities and a composite mini pantry. The coaches will be LHB-type air conditioned executive chair cars.

Premium Rajdhani trains to get more coaches



The Indian Railways has decided to add two more coaches to all Rajdhani trains to accommodate more passengers in the premier service. Currently, Rajdhani trains are having 22 coaches, which will increase to 24 facilitating more passengers to travel at a time. It has been decided to augment capacity of all Linke Hofmann Busch (LHB) trains and it will begin with Rajdhani service. Later on, other trains with German Linke Hofmann Busch (LHB) coaches including Shatabdi, Duronto and Mail/Express service, which have high demand, will also be provided additional coaches to cater to the growing demand of passengers. According to the plan, while two additional coaches would be added in Rajdhani, other Mail/Express trains will be provided three LHB coaches.

Indian Railways explores transcontinental freight service with Iran and Turkey



Indian Railways along with seven other countries including Pakistan, Bangladesh and Afghanistan are exploring the possibility of a transcontinental rail freight service connecting India with Iran and Turkey. While China has already run a freight train connecting Europe and attempts are being made to run a demonstrative run from Dhaka to Istanbul connecting Howrah, Delhi, Lahore and Tehran. Considered to be a major boost for trade and economic development of the Asia Pacific region, a trans-container goods train from Dhaka to Istanbul covering Bangladesh, Bhutan, India, Nepal, Pakistan, Afghanistan, Iran and Turkey is being considered to establish rail connectivity. Strengthening railway connectivity is central to boosting economic growth, enhancing trade and transport connectivity and improving lives in the sub-region.

Fjadrargljufur Canyon, Iceland

PHOTO FEATURE



Fjadrargljufur is a canyon in south east Iceland which is up to 100 m deep^[1] and about 2 kilometres long, with the Fjaðrá river flowing through it. The canyon was created by progressive erosion by flowing water from glaciers through the rocks and palagonite over millennia.

Lighter Moments

At an art gallery, a woman and her ten-year-old son were having a tough time choosing between paintings of different artists. They finally selected one painting. The artist whose painting they selected was very happy.

“I guess you decided you prefer an autumn scene to a floral,” The artist said.

“No,” said the boy. “Your painting’s wider, so it’ll cover three holes in our wall.”

Thought for the Fortnight

You never get a second chance to make a good first impression.

IAAI Director Board

1. Mr Biji Eapen, National President

: Speedwings Travel & Cargo Pvt. Ltd., Kochi

2. Mr H S Chawla, National Treasurer & Director—Northern Region

: Speed Air Travel Agents, New Delhi

3. Mr Naresh Rajkotia, National General Secretary & Director—Western Region

: Madhura Travels & Tours, Mumbai

4. Mr Faisal Sharhabeel, Director—Southern Region

: Magellan Travel Services (P) Ltd., Chennai

Advertising rates for IAAI Newsletter

Size	2 insertions (1 month)	6 insertions (3 months)	12 insertions (6 months)	24 insertions (one year)
Quarter Page	Rs. 5,000/-	Rs. 14,000/-	Rs. 25,000/-	Rs. 45,000/-
Half Page	Rs. 9,000/-	Rs. 25,000/-	Rs. 45,000/-	Rs. 80,000/-
Full Page	Rs. 15,000/-	Rs. 40,000/-	Rs. 75,000/-	Rs. 1,35,000/-
Strips	Rs. 2,000/-	Rs. 5,000/-	Rs. 10,000/-	Rs. 18,000/-

T
H
A
N
K

Y
O
U

Newsletter Editor

Devendra Ghule

Asst Editor

Saras Deshpande**Sudin Travels & Forex Pvt Ltd., Pune**

We welcome your suggestions to improve this Newsletter.

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

In case you do not receive any issue of Newsletter, the same can be viewed on the IAAI website : ***www.iaai.in***