



IAAI Newsletter

August 2017 — IInd Fortnight Issue



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IAAI National Convention (ICON 2017)

ICON 2017
IAAI

**THE IATA AGENTS
ASSOCIATION
OF INDIA**

14 - 17 September 2017, Cherai Beach Resort, Kochi
"Travel Agents by 2030 - Protocols Redefined"



**IAAI
NATIONAL
CONVENTION**

The IAAI National Convention (ICON 2017) will be held as a 3 nights/4 days' event from 14th to 17th September at the picturesque Cherai Beach located just 25 km from Kochi.

The Theme for the Convention is - *"Travel Agents by 2030 - Protocols Redefined"*. Accordingly, the business sessions are being so structured that well-formulated strategies will evolve for the sustenance, survival and future growth of Revenue for the Travel Agents Fraternity and the Aviation Industry at large.

With IAAI having a pan-India membership strength of around 1300, it is expected that over 600 delegates will participate in ICON 2017. The participants will include Owners / Key Decision Makers of the respective Companies/Agencies drawn from the various sectors of the Travel & Tourism Industry.

As implied by the ICON 2017 Theme, IAAI is all set to launch 'i-Top' (Indian Travel-Agents Own Portal), a new revenue model that would safeguard the interests of its Members in the present challenging Market conditions and truly redefine the protocols as per the Theme. The Portal has the facility to integrate any API or online portal.

Venue for ICON 2017



IAAI News

IAAI participation at GPS Pune

IAAI participated in the Global Panorama Showcase Pune held at Hotel JW Marriott from 10th August to 12th August 2017. The IAAI team was led by Mr Devendra Ghule, Vice-President, IAAI (Maharashtra).



Launching of IAAI's Exclusive Portal for Travel Agents *i-TOP*



IAAI is happy to announce the launch of *i-TOP (Indian Travel Agent's Own Portal)* during its convention at Cherai Beach resort near Kochi from 14th to 17th September 2017.

Best possible offers from Airlines, Hotels, Cruise companies, Insurance companies, Portals, Rail Passes, Cosmos Global packages etc. will be available to IAAI members at an extremely attractive Early Bird offer as follows :-

- A. Rs. 20,000/- one time Joining Fee upto 14th September. This will subsequently be raised to Rs. 25,000/-.
- B. Yearly portal updation fees at Rs. 5000/- per annum, payable from next year onwards.

The deal in i-TOP will be unbeatable & agents can expect to recover their amount & start making profits in quick time. One important point to be noted for i-TOP members is that they can themselves start functioning as consolidators & offer the wide range of services to their sub-agents, retaining some commission for themselves & thus increasing their business volume. Also newer services & additional service providers will be added on a continuous basis from time to time, giving a wider choice to Travel Agents.

Reader's Letters

Starting this fortnight, we are introducing a new column 'Reader's Letters'. Travel Agents are requested to send their thoughts / views along with their name / Agency name / city, along with his / her photograph. We also request all agents to forward any article / news item that they feel should reach the entire travel fraternity. We are thankful to Mr. Sekhar Rao V from M/s Om Tours & Travels, Hyderabad for sending the first letter, which is reproduced here-with. While we totally agree with his views, at times it is the passengers who do not wish to travel on Air India. However as Travel Consultants it is our duty to inform the travellers about recent positive developments at Air India. They need to be convinced about the new routes, good connectivity & through fares from several Tier 2 & Tier 3 cities via Delhi & better commission to agents than most of the airlines. Probably the proposed privatisation, once done will change the mindset & the airline can get back to achieving its past glory in the near future.

Devendra Ghule
Editor

Dear Mr Devendra ghule

You may be aware about the commission our National Carrier Air india giving 3% commission to agents which is great thing even though as Air India running under loss with service inflight.right.

Why you are not exposing much and encourage the members to promote more and more Air Indiaas IAAI fighting for the commission.

Not only on domestic ,on all international sectors they are givign3 % commission.right with food etc.

Why should we as the agents should promote the Airlines which are not either giving commission nor service inflight to the pax and the fares are abnormal some times.

i sincerely regeest you to encourage all our members to promote more Air India not only domestic but international sectors also please.

End of the day my feeling is wherever and whenever possibility is there first priority should give preference to Air India irrespective whether it is domestic or International by which agents get 3 % commission and GDS sector payment and on the other side pax gets inflight service which low cost carriers not offering.right.

As on today agent need financial help from the Airlines as all these years their growth was purely with the help of agents not on their own right?.

I hope you understand my felings.

Thank you

Sekhar Rao.V
Managing partner

SpiceJet hikes excess baggage fee on local fights



Economy class passengers carrying more than 15kg check-in baggage on domestic flights may now have to pay almost thrice as much for the first five kilos. Low cost carrier (LCC) Spice Jet is considering raising the INR 500 pre-booking charge for carrying 20kg to INR 1,425. Hikes are also being contemplated for pre-booking in other weight bands beyond 20kg. Moreover, those checking-in more than 15kg without pre-booking may end up shelling out INR 300 per kg. The move comes after the Delhi high court stuck down DGCA's order of INR 100 per kg cap on excess baggage fee for the 15-20kg band recently. Other airlines are likely to follow suit. Only Air India said that economy class domestic flyers can check-in up to 25kg without a charge. Even if airlines do not hike their existing charges, the impact on flyers checking-in 20kg can be significant if they implement the charge kept for beyond 20kg to beyond 15kg now. For instance, two low cost carriers (LCC) charge INR 300 and INR 350 per kg as excess baggage fee for domestic travel beyond the allowed limit. A full service airline charges INR 500 per kg from economy passengers carrying beyond 20kg. The higher charges used to start from over 20 kg due to the DGCA cap of INR 100 on the 15-20 kg band. Now with that set aside, airlines are free to charge the higher fees they had for over 20 kg check-in baggage from over 15 kg itself now.

Thai AirAsia To Connect Jaipur And Tiruchirappalli



Thai AirAsia is preparing to launch two new routes between Thailand and India. The airline will operate flights between Bangkok and Jaipur four times per week every Tuesday, Wednesday, Friday and Sunday, starting September 29, 2017. Thai AirAsia Airbus A320-216 HS-BBP s/n 6405 at Don Mueang Airport in Bangkok, Thailand and, starting September 28, 2017, Thai AirAsia will launch flights between Bangkok and Tiruchirappalli in southern India. The airline will operate the route four times per week every Monday, Tuesday, Thursday and Saturday. Thai AirAsia currently flies direct from Thailand to India's four cities of Chennai, Bangalore, Kolkata and Kochi, maintaining a load factor average of 80 per cent, with 80-85 per cent of passengers coming from India.

Brussels Airlines Increases Frequency To Mumbai



Following high demand, Brussels Airlines is adding one weekly flight to its Mumbai schedule just 6 months after launch. As from the winter season, starting on October 29, the airline will fly six times per week to and from Mumbai, adding more than 500 seats to its Mumbai-Brussels offer. In the winter season, flights to Mumbai operate on Monday, Wednesday, Thursday, Friday, Saturday (new) and Sunday. The flights from Mumbai to Brussels depart on Monday, Tuesday, Thursday, Friday, Saturday and Sunday (new).

Two rapid exit taxiways to be commissioned at Bengaluru airport



Airlines can now add more flights from the Bengaluru airport with the commissioning of two rapid exit taxiways (RETs) from 17th August 2017, which will increase aircraft movement capacity to 38 per hour from 34 movements per hour at present. The runway upgradation work at the Kempegowda International Airport at Bengaluru, which included construction of two additional RETs, has been completed and the taxiways are set to be commissioned. The runway upgradation work had commenced in February this year to cater to the growing air traffic at the Bengaluru airport. The upgradation work was carried out in a phased manner in certain parts, involving closure of the runway, and in other parts, partial closure of facilities without any impact on airport operations. This takes into view the long-term benefit of increased capacity for the upcoming seasons till the second runway becomes available, which is expected to be functional by September 2019.

Oman Air launches third daily flight from Muscat to Mumbai



Oman Air, the national carrier of the Sultanate of Oman, is delighted to announce the launch of a third daily flight on its popular Muscat to Mumbai route. Launched on August 1 this year, the two hour 50 minutes flight departs Muscat at 22.40 hrs and arrives in Mumbai at 03.00hrs. The return flight leaves Mumbai at 04.05 hrs and reaches Muscat at 05.15 hrs.

Oman Air already has two daily return flights between Muscat and Mumbai – the outgoing flights depart Muscat at 01.20hrs and 9.00 hrs, arriving in Mumbai at 05.40hrs and 13.20 hrs respectively. The returning flights leave Mumbai at 16.15hrs and 6.55hrs, reaching to Muscat at 17.30 hrs and 08.10 hrs.

Many convenient connections are also on offer for GCC travellers. The airline is growing its weekly capacity to India with frequencies increasing on five of the airline's eleven key Indian destinations. Mumbai, Delhi and Hyderabad increase from twice daily to three times daily. Calicut increases from once daily to three times daily and Lucknow increases from once daily to twice daily. This latest addition from Mumbai to Muscat increases the overall weekly frequency of flights to India from 154 to 161. In addition, towards the beginning of the year the airline launched direct daily flights between Salalah and Calicut.

UP Govt concessions for new flights



New flights connecting Lucknow, Varanasi & Gorakhpur are likely to start soon following the UP Govt's decision to offer several concessions to Airline operators. The State has proposed to reimburse its State GST share on tickets to share on tickets to the first airline which offers inter connectivity on a route between these centres. The VAT on air turbine fuel (ATF) for these routes will also be waived off by UP. The airline will also get compensation equivalent to the state's viability gap funding (VGF) share of `400 per seat on half of the seats in the flight and UP will be underwriting `2,500 per vacant seat up to total 15% of seats on the flight. These incentives will be "initially" offered for a year. The first two incentives-SGST reimbursement and VAT waiver -will also apply to any airline offering a new direct flight from Lucknow, Varanasi or Gorakhpur to major airports in other states.

TruJet to increase number of flights & expand fleet



regional carrier TruJet, which has bagged 18 routes under the Centre's UDAN scheme, aims to raise its fleet size to up to eight aircraft by March 2018 besides increasing the number of flights to nearly 50 per day by this year end. the Hyderabad-based airline currently operates 31 flights, including four under Ude Desh Ka Aam Nagrik (UDAN) scheme, to eight destinations with a fleet of five ATR planes. the airline was not looking to add flights or any new destination in the forthcoming winter season other than what is in the current schedule, which has taken into account the flights to be launched by September on UDAN routes. The winter schedule of the airlines in India begins from October-end and goes up to March-end. In the first round of bidding under UDAN, TruJet was one of the five operators who have been awarded 128 routes.

Lemon Tree Hotels Launches First Sandal Suites In Noida



The launch of Sandal Suites, operated by Lemon Tree Hotels, marked the opening of Noida's first upscale serviced suites. These serviced apartments, situated just off the Noida-Greater Noida Expressway, are located within Assotech Business Cresterra. Best suited for extended stays, Sandal Suites features 195 suites, extensive banqueting facilities, numerous dining options, and an array of recreational facilities, in a contemporary setting.

Each of the elegantly designed and furnished Studio, Standard and Deluxe suites, ranging from 225 sq. ft. to 515 sq. ft., feature an independent balcony, a separate living area, a well-appointed workstation, and a kitchenette featuring a tea/coffee maker, a microwave and a mini-bar. Deluxe Suites, designed with a focus on extended stays, include a separate dining area, a kitchen equipped with a hob and chimney and a large refrigerator, and washrooms with a separate bathtub and shower area. In addition to this, smoking, non-smoking and interconnecting suites are available in order to provide convenient accommodation solutions.

IHG signs two new properties in Dubai Business Bay



InterContinental Hotels Group

InterContinental Hotels Group (IHG), today announced the signing two new properties in Dubai: Crowne Plaza Dubai Business Bay and InterContinental Residence Suites Dubai Business Bay. Both properties are in partnership with API Hotels & Resorts, and are located in Dubai's Business Bay area, the planned business capital of the region, in line with IHG's strategy to grow these brands in emerging business epicentres. Expected to open in 2019, Crowne Plaza Dubai Business Bay will be situated on the Business Bay Canal, near the Burj Khalifa and The Dubai Mall, as well as other developing commercial and residential communities.

With 290 rooms and suites, the hotel will offer guests all day dining options, as well as a gym and an outdoor infinity pool. As a major draw for business bookers and travellers, Crowne Plaza Dubai Business Bay will include a ballroom as well as several meeting rooms to host conferences and events. The InterContinental Residence Suites Dubai Business Bay will be situated on the Business Bay canal extension of the Dubai Creek, across from the Crowne Plaza Dubai Business Bay. The area, currently under development as part of Marasi Business Bay, is an ideal location set to become one of Dubai's most iconic areas featuring the region's first purpose-built yachting destination, floating restaurants and cafes across 5 marinas, over 1250 berths, onshore boutiques and entertainment facilities.

Australia commences online visa applications for Indians



The Australian Government has started online visa applications for Indian nationals wef 1 July 2017. The online application option would make applying for the country's visitor visas easier and enhance the experience for Indians. There has been a significant increase in demand for Australian visas in India with the rising popularity of Australia as a holiday destination. It will offer benefits like 24/7 accessibility, electronic payment of the visa application charge and the ability to check the status of applications lodged online, all through the department's ImmiAccount portal. Being able to check the status of an application online, as soon as it is finalised, will allow Indian applicants to finalise their travel arrangements as soon as possible. The current processing times for Visitor (Tourist stream) visas range from 48 hours to more than 20 days, depending on a range of factors, including peak processing periods in certain locations and overall growth in the number of applications received. Applications that are lodged electronically, as well as those that provide all required information and supporting documentation at the time of lodgment, are generally processed quicker than incomplete applications or applications requiring further information.

Indian Railways to provide onboard video entertainment via Wi-Fi soon



Moving a step ahead towards digitalization, the Indian Railways have come up with a new idea and project. Already there is Wi-Fi facility at rail stations, but now the passenger can access the free Indian Railways Wi-Fi in trains also. Indian railways have planned to provide the connection in each coach of the train.

To carry on with the new entertainment venture Major video content players like Viacom18, Zee, Hungama, and Shemaroo have shown interest in this project. Now there will be Wi-Fi connection available in each compartment of a train so that there will not be any limitations. Passengers have to log in to the station Wi-Fi to utilize the Indian Railways Wi-Fi entertainment provided by the networks.

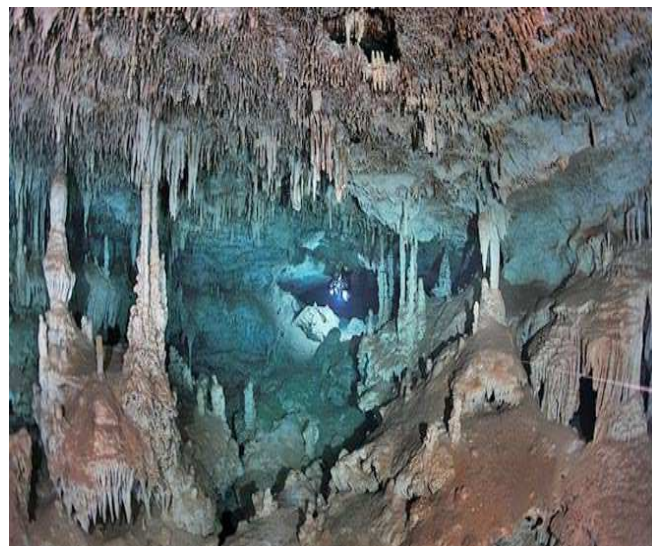
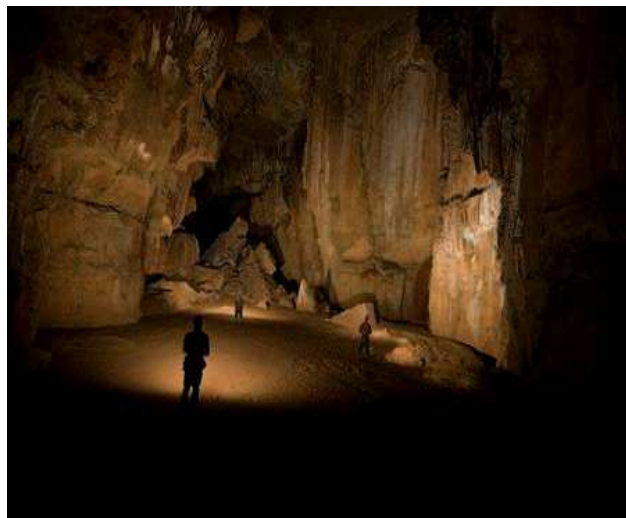
There will be an availability of certain channels and programs that can be watched. Only certain channels will be accessible through the system. The passenger can access the channels by connecting their smart phones. Hot spot facility is obtainable. Once connected, they will be able to view movies, entertainment videos, and programs. Indian Railways Wi-Fi video content will be in availability.

The management team will be uploading new data every week to make entertainment possible for the passengers in regional languages. The content will be bought into access to the passenger by installing a Distribution Box in each coach.

That is another possible way for earning revenue. For example lending space on the platform for advertisement, Shops, ATMs, etc. are a source of income. Now the Wi-Fi entertainment project will be handled under Indian Railways Non-Fare revenue policy.

Krem Liat Prah Cave, Meghalaya, India

PHOTO FEATURE



Krem Liat Prah is the longest natural cave in India. Prah (*Krem* is the Khasi word for "cave") is one of approximately 150 known caves in the Shnongrim Ridge of the East Jaintia Hills district in the state of Meghalaya, northeast India. Explored and surveyed as part of the ongoing Abode of the Clouds Expedition project, its current length of about 34 kilometers will likely be increased as nearby caves continue to be connected. Liat Prah's dominant feature is its enormous trunk passage, the Aircraft Hangar.

Lighter Moments

Doing the rounds of his farms in a remote country area, a farmer came across a parachutist who had landed in hay.

“What happened?” asked the farmer.

“My chute failed to open.” replied parachutist.

Farmer replied, “Ah, well, if you’d asked the locals before making your jump, you would’ve known that nothing around here opens on a Sunday.”

Thought for the Fortnight

Definiteness of purpose is the starting point of all achievement.

— Albert Einstein

IAAI Director Board

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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/-

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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***

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