



FROM THE DESK OF THE ACTING PRESIDENT

Are we ready to re-engineer? Will our Children take over? Where do we begin?

The order of the day is to “**re-engineer to stay relevant**”. In a fast changing world, inability to cope-up with the demands of environment can deprive us from the thrill of that market beat. In “**how to drive your competition crazy**”, author Guy Kawasaki says – “**Greatness is won. Not rewarded!**” Most of us in the industry, especially entrepreneurs; have **invested years** to create what we have. The big question – are there takers in our family? Are our children ready to join? Are we ready to get re-crafted? Do we relate with the future? Can we win over the “Challenge of relevance”?

Re-engineering implies radical thinking; re-inventing; relating with future challenges. Do we need to re-engineer our current? How easy is it to re-engineer?

It all begins with our unlearning. To exit that growing garbage from our minds! Strengths in people turn garbage when they are irrelevant. Founder of VISA, Dee Hock, is apt. “**The problem is never how to get new, innovative thoughts into your mind, but how to get old ones out.**”

There are “**few fortunate parents**”. Their children are ready for the mantle of leadership to continue the travel business to next generation. Unfortunately, there are “**many parents**” who gave most of their life to this industry. But their children are not ready to succeed or are not encouraged to continue the investment / take the business forward.

Are we saying that the industry isn't as good to allow our children to support our investment and seek a career? or Are we trying to cover this embarrassing fact by saying, that as parents, it is our duty to grant freedom to our children to seek better or bigger vocations? Whatever defense we offer – the fact is clear. The generations next are not excited to follow our path, despite years of investment. Its unbearable when our children flatly refuse to be involved and desire to move away.

In India “Family business” had caught up over generations. It is considered as the lifeline of India's Economy. The success of the family business comes from decision making process which is influenced by multiple generations of a family. The challenge - Different persons seeing the world differently need to work together; identify common comfort levels and envision a bright future.

Some interesting facts - 90% of Indian Businesses are family owned. A Morgan Stanley study suggests that family firms generated return on equity of 18.5% as compared to 14.1% from non-family corporations. One-third of all companies in the S&P 500 index and 40 percent of the 250 largest companies in France and Germany are defined as family businesses, meaning that a family owns a significant share and can influence important decisions.

The current situation in Travel Industry requires review. I asked several friends about their succession plan favouring their children. In most cases the response has been “**why drag them into this mess**”. Sad isn't it! **What can we do about this?**

Keen to do a small survey, I sought responses from friends on the TAAI Managing Committee. An interesting study! Lokesh Bettaiah & his brother Rajesh succeeded the 1984 business of their father Mr Bettaiah. They are aggressively involved in its

success, today. About their children's plans, says Lokesh – *out of two girls, elder one said NO while he has to wait and watch on the younger one.*

Jyoti Mayal started 30 years ago. She and her husband are into travel, actively. When asked about her son and daughter joining them – she said “no way”. They earn much more.

Mukesh Patel has a different story and is a happy man. He started in 1972. His only son, Ronak, is now the Managing Director. So is Kirti Vyas. Started in 1988 and went big in Central India. He is delighted that son Tanmay joined him to handle “Leisure”.

Marzban Antia got into travel after serving the Airlines. His daughter, Piloo, is now very actively involved.

Harmandeep heads an agency started in 1978 by his family, jointly (Father and uncle). Today, he and his brother are actively involved as second generation leaders. Too early to comment on children! Jay Bhatia, belongs to a large family-business background. Started fresh with Travel. One has to wait to see what course the newly arrived daughter would take.

Imtiaz Qureshi – has twin sons. The elder one did post-graduation in dentistry and thus ruled out succession, having opted to be a famous Doctor. The second one did “management” from London. Briefly joined Amazon and is now exploring whether to continue the travel. *A doubt again!*

Vijay Mohan Raj too has two brilliant children – A daughter and a son. But both have gone professional with higher studies from overseas and both prefer a career beyond Travel. There's a NO, here.

My story - A similar situation. Both sons did Masters in Science in USA and Masters in Business Administration from USA & Canada. They are very clear. It is a big NO as of now.

There are ways to conclude. One can be content by saying – let the children go their way and be comfortable. *Is that covering up? Does it happen this way in large business families in other industries?* Or do we need to do something about making our businesses / industry, attractive to our own children? The challenge of a family business is to get the next generation relate with success and life-style of their parents business. While life-style may be promising; what about business prospects?

The message is clear. We must turn relevant to attract the future. Unless we master the market beat and ready to re-engineer, succession plans may fail. We can benefit immensely in creating that attraction. A large industry with consistent growth in customers; high talents; quality ambience; good life-style and big turnovers – cannot be viewed wretchedly or as pitiable. There is an urgent need to boost up levels and push for future success. **There is plenty of unexplored value on this subject for the travel media to take this forward in support of a great cause.**

A message from Gandhi is pertinent. “*If we are to teach real peace in this world, and if we are to carry on a real war against war, we shall have to begin with the children.*”

Let us explore in creating greater relevance. TAAI can be a great forum for us to explore and to share our best practices. We have a great resource within to study and prodigious and countless success stories to emulate. Let us do it. Let us go published.

All the very best!

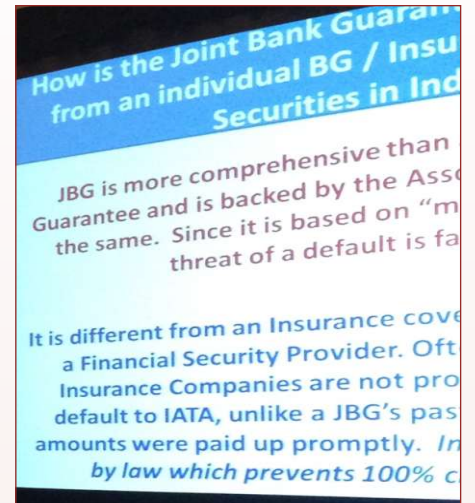
With warm regards

Sunil Kumar
Acting President
sunilkindia@gmail.com

TAAI - IATA JOINT BANK GUARANTEE SCHEME : INDIA'S SUCCESS STORY GOES GLOBAL! PA CONFERENCE SAYS YES TO OUR PRESENTATION!



Mr. Sunil Kumar at PACONF



It was a great day for India at San Diego, USA on the 16th & 17th October 2014. The success of our Joint Bank Guarantee (JBG) Scheme is globally acknowledged, with its principle approval at the Passenger Agency Conference (PACONF) of IATA – An Annual meeting of all the IATA Airlines of the World to consider proposals to amend/review Agency Program of IATA).

The JBG was discontinued by IATA effective 31st December 2013. IATA was unwilling to continue unless an approval is sought from PA Conference. Over 300+ members had benefitted from the Scheme, since 1992 under the TAAI JBG Scheme.

TAAI's acting President Sunil Kumar, who participated in the Passenger Agency Program Global Joint Council (PAPGJC) through UFTAA, had debated with the Airline Representatives and IATA about the consideration of the APJC India's proposal of re-introducing the Joint Bank Guarantee in India. This reintroduction is necessitated due to several changes that are coming up with Insurance and the complexity and costs in getting Individual Bank Guarantees, thereby making it very difficult for the Agencies. TAFI's representative to PAPGJC had also joined through WTAAA in supporting this cause.

The Challenge before us was that despite the unanimity of APJC-India in forwarding this resolution to PACONF, even ONE Negative Vote by any of the 200+ Airline members can defeat the proposal before PACONF. On invitation by the Chairman of the PA Conference Mr Chris Gilbey, a presentation at the PACONF was created and presented by TAAI's Acting President

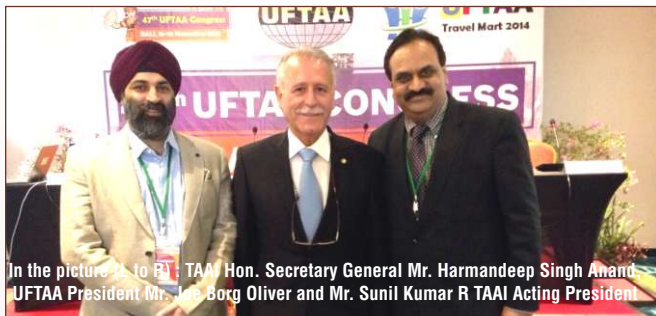
Sunil Kumar on behalf of TAAI & TAFI, on 17th October 2014. It was a presentation that addressed several queries that were raised by the Airlines and also to establish the need for the reintroduction of the JBG in India. Mrs Seema Srivastava from Air India (also Chairman of APJC – India) briefed that this matter came up in the APJC and shared with the house the preamble to the recommendation. It was a new subject for the world. The JBG is "unknown to most parts of the world". One worry IATA & Airlines perhaps had was other associations, globally, may also demand its introduction.

The 30+ minutes Q&A Session that followed the presentation was another big challenge. Questions from Airlines & IATA sought clarifications on several aspects of the JBG. However, every question was answered with spontaneity and addressed the core of the questions.

The applause was evident. There was a big change in the tide. It was a positive signal. THE PACONF HAS APPROVED (without any SINGLE NEGATIVE VOTE) the Joint Bank Guarantee Scheme as an exception for INDIA. THIS IS GREAT NEWS. IATA LEGAL is asked to review the legal aspects and may ask APJC India to create norms and review its working. We acknowledge the extensive support from UFTAA – and our colleague Association TAFI, who partnered with us in the APJC as well as being present at the PAPGJC & PA Conference.

Congratulations to the Travel Industry in India. There will be plenty of coordination with IATA to have the scheme reintroduced in India, soon.

UFTAA'S 47TH CONGRESS AND GENERAL ASSEMBLY WITH B2B EVENT



Sunil Kumar elected to UFTAA Board
UFTAA's 47th Congress and General Assembly 16-20 November 2014 – Bali, Indonesia

TAAI's role in UFTAA contributed tremendous strength to UFTAA, particularly after the success at the PA Conference. The 47th UFTAA Congress and General Assembly was held in Bali, Indonesia from the 16th to 20th November 2014. TAAI was represented by Acting President Sunil Kumar & HSG Harmandeep Singh Anand. The four day event was packed with meetings of the Board; General Assembly; Open Forum with IATA; Presentations by Speakers from DSF & Insurance and a B2B experience. Here are some hi-lights.

a) Acting President Sunil Kumar was the only association leader to have been given invited to make a presentation on Training – the role of UFTAA in serving members and helping them upgrade their practices – IATA UFTAA Foundation Program and several other related matters. This presentation was the highlight of UFTAA. It drew tremendous appreciation from UFTAA, from the members and also from IATA's Regional Director.

b) The General Assembly became interactive due to the various



debates initiated by both the Indian Leaders at the General Assembly.

c) President Joe Borg Olivier shared with happiness to the house about the success of TAAI in the PA Conference.

d) President Joe invited Mr Sunil Kumar to join the UFTAA Board. The recommendation was unanimously adopted by the UFTAA General Assembly.

e) Mr Sunil Kumar's assignments at UFTAA :

(i) Chairman – Global Training Committee of UFTAA to pursue all matters on Training; member of the IATA UFTAA Training Committee; to promote IATA UFTAA Training programs and establishment of IATA's Authorized Training Centers. To develop strategies for UFTAA to forge ahead in the area of Training.

(ii) Chairman of Membership Development Committee for the world (except Europe) including value building of the UFTAA ID Card and inviting member associations from all over the world.

(iii) Vice Chairman of Air Matters (Matters with IATA) on behalf of the Member Associations of the World.

f) Mr Harmandeep Singh Anand is appointed as the Internal Auditor for UFTAA.

TAAI TEAM MEETS CONSUL GENERAL OF VIETNAM

TAAI team comprising of Hon. Secretary General Mr. Harmandeep Singh Anand, Tourism Council Chairman Mr. Jay Bhatia, Hon. treasurer Mr. Marzban Antia, Mr Sampat Damani, Western Region Chairman and Mr. Sameer Karnani, W R Treasurer met Consul General of Vietnam, in Mumbai on 10th October, to discuss visa issues and ways to promote tourism from India to Vietnam. H.E. Mr. Vu Son Thuy, Ambassador of Vietnam was very happy with this effort by TAAI and They discussed about various ways to take forward their plans to promote Vietnam as a tourism destination from India. Said HSG Harmandeep Singh Anand, "For mutual beneficial collaboration in tourism industry between India and Vietnam, I think we need to make more promotions and enhancement of product knowledge firstly to all enterprises of the sector. "The Consulate gave a detailed presentation and answered diverse questions about Vietnam tourism in the meeting.



TAAI SIGNS MOU WITH H R COLLEGE TO OFFER DEGREE COURSE IN TOURISM & HOSPITALITY MANAGEMENT



TRAVEL AGENTS ASSOCIATION OF INDIA (TAAI) has signed a MOU with HR College of Commerce & Economics in Mumbai introducing a degree course, Bachelor of Vocation (B. VOC) in Tourism & Hospitality Management. In one of the first in the country, Mumbai University has approved a 3 year degree course (12+3) which shall be conducted by HR College. The MOU was signed on 9th October 2014 during the Orientation ceremony at HR college; by Mr. Jay Bhatia, Tourism Council Chairman who shall also be an Advisory Board Member with the college & Dr. Indu Shahani, Principal, HR College and her team including Prof Ameya Ambulkar who is heading this course is very keen and looking forward to assistance from TAAI. Currently over 50 students have registered for this 3 year degree program also present was Hon. Treasurer Mr. Marzban Antia.



Mr. Jay Bhatia states "TAAI and HR college shall be working jointly in a first Industry – Academia joint collaboration for enhancing skills in the industry through a degree programme. We assisted the HR team in developing the curriculum which was subsequently approved by Mumbai University, making it more industry relevant." TAAI suggested that this course be more Trade / Industry Oriented so that it can generate trade skills and competence in the learners. They shall also assist the students of HR in sourcing internships and final placements through its over 2500 members pan India. Not only in agencies but in airlines, hotels, GDS companies, airports etc. Senior and experienced members of India's premier and nodal association shall also be regularly visiting HR college as guest lecturers. Student of this course shall also be invited to TAAI events and workshops so that they get realistic view rather than only theoretical knowledge. Industrial visits to hotels, tourist attractions, offices of tour operators, airlines, airports, consulates etc. shall be organised to understand the day to day

operations of the industry as a whole. Members shall source live project works to these students enhancing their skills in managements as well.

Principal Dr. Shahani said, "The age of Management in Retail, Hospitality and Tourism is here. We are happy and proud to proceed with these courses and our goal has always been to design an education that helps students to meet the challenges and opportunities that await them in the world a citizens and as leaders. Carrier related course are more relevant and are the need for today." Prof Ameya Ambulkar, Co-ordinator of the Core Faculty who was instrumental in pursuing this initiative along with his team said "We are extremely confident that TAAI's efforts in assisting us with internship and placement of the students will bring forth top -notch performances from them making them thorough tourism professional !" Added Mr. Bhatia, "the best part of this course is that it is a credit based semester with an exit option for the students which is approved by the UGC & the govt." So a student desirous of leaving the course at the end of each year, students will be awarded with a Diploma recognising their efforts, after the second year, an Advanced! Diploma and on completion of three years, students will be given a Degree titled B. Voc (Tourism and Hospitality Management).

HON'BLE MINISTER FOR TOURISM AND CULTURE, GOVT OF CHATTISGARH MEETS TAAI



Mr. Ajay Chandrakar, Hon'ble Minister for Tourism and Culture, Parliamentary Affairs and Panchayat & Rural Development, Govt of Chattisgarh met TAAI HSG Mr. Harmandeep Singh Anand on 9th October in Nagpur, discussed various issues pertaining to the travel and tourism industry with special emphasis on promotion of tourism in Chattisgarh.



HSG - Mr. Harmandeep Singh Anand (Left) and TAAI Member Mr. Raju Akolkar (Right) along with Mr. Ajay Chandrakar, (Centre) Hon'ble Minister for Tourism and Culture, Govt of Chattisgarh, who has invited TAAI MC for a meeting in Raipur. TAAI team to meet him soon for enhancing tourism in Chattisgarh

NEWS FROM TAAI UTTAR PRADESH & UTTARAKHAND CHAPTER

A very successful FIRST meeting of newly constituted 'Uttar Pradesh Tourism Development Board' was held under the Chairmanship of the Hon'ble Chief Minister of UP, Mr. Akhilesh Yadav on October 16th, 2014 at Lucknow.

In attendance were Hon'ble Tourism Minister - Uttar Pradesh, Mr. Om Prakash, Hon'ble Minister of State, Tourism Deptt. Uttar Pradesh, Mr. Mool Chand Chauhan, Cabinet Minister and SP Spokesperson, Mr. Rajendra Chaudhary, Secretary & Director General Tourism, Uttar Pradesh, Mr. Amrit Abhijit Uttar Pradesh and Chief Secretary, Uttar Pradesh, Mr. Alok Ranjan. Besides the Principal Secretaries and Secretaries from various State Govt. Depts., the meeting was well attended by over 12 persons from various walks of society whose suggestions matter for tourism. To name a few, Mr. Muzzaffar Ali (Indian filmmaker, revivalist, and a social worker, who belongs to a royal Muslim Rajput family of Kotwara, a princely state in UP), DG FICCI and his colleagues, representatives of IATO, were present. Chief Minister Akhilesh Yadav on Thursday announced that the tourism sector is on the priority list and the state would hold travel marts to attract national and international tourism investors. On the lines of Golden Triangle, a new route shall come up and be popularized

as Arc Route covering Agra, Lucknow and Varanasi. The UP government on Thursday signed a 5-year-term MoU with Federation of Indian Chambers of Commerce and Industry (FICCI) to hold travel marts in the state. Beginning next February, the yearly affair will promote tourism in the state by inviting international stakeholders to the region for pre-scheduled B2B (business-to-business) meets with state stakeholders from the tourism industry. The fair, the first edition of which will be held at Lucknow from February 22 to February 27 next year, will be managed through a website that FICCI will launch in the coming days. The chief secretary, Alok Ranjan informed the media that a series of travel marts would be organized so that investors and stakeholders can discuss the tourism potential under a single roof. He added that in order to promote tourism in the state, inter-district air services are going to be launched soon and the government has already finalized its MoUs with various airlines.

On behalf of TAAI - UP & Uk Chapter, attendance was appreciated and a few suggestions from us were even acknowledged by Mr. Yadav. Now isn't that very encouraging for a beginning?



S.E.A. AQUARIUM



- Discover more than 100,000 marine animals from over 800 species

+65 6577 8888 www.rwsentosa.com

Marine Life Park™, S.E.A. Aquarium™, Adventure Cove Waterpark™, Resorts World, the Resorts World logo and all Resorts World elements and related indicia™ & © Genting International Management Limited. All rights reserved.

ADVENTURE COVE WATERPARK



- Make a splash at Southeast Asia's first hydro-magnetic coaster
- Snorkel with 20,000 tropical fish

+65 6577 8888 www.rwsentosa.com

NEWS FROM TAAI SOUTHERN REGION



Chairman and his Team

KASHMIR RELIEF FUND - Rs. 2,00,000/- Lakh Fund.

On Behalf of TAAI - SR Chairman " Kalaimamani" V.K.T. Balan, Secretary Mr. Arul Lazaran, Treasurer Mr. Lal ith Kumar Jain, Advisors Christi Rajan, Govinda Raj, Murugesan and other members Handed Over the Cheque for Rs. 2,00,000/- for Kashmir Flood Relief Fund To Mr. Janak Raj Angural Asst. Vice - President J & K Bank at a function held at Ambassador Pallava Hotel. Chennai on Thursday the 16th of October 2014. This picture was taken on that occasion.

NEWS FROM TAAI - SOUTH TAMILNADU CHAPTER



Chapter Meeting



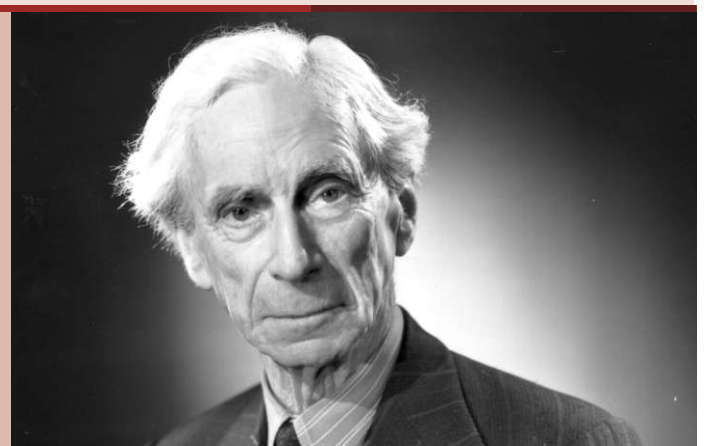
Meeting in Progress

The Chapter Meeting of SOUTH TAMILNADU CHAPTER was held in Trichy on 17th October. Members were present in large numbers along with Chairman M.S. Paramasivam, Hon. Secretary M. Natarajan, Hon. Treasurer H. Peermohamed and Advisor Mr.R.Venkatachalam. Topical issues of the industry were discussed and members interacted well with each other.

QUOTE OF THE MONTH

" To understand the actual world as it is,
not as we wish it to be,
is the beginning of Wisdom "

BERTRAND RUSSELL



HSG AT HILTON CONNECT



TAAI HSG, Mr Harmandeep S Anand attended the Hilton Connect Event of Hilton Worldwide on 14th November in Mumbai. It was a great opportunity to "Connect" and "Celebrate Success" arranged by the group exclusively for the industry.

Mr. Daniel Welk VP India Operations and their 12 International delegates, welcomed all guests and interacted with each and every one of them.

RELIEF IN TERMS OF HARDWARE SUPPORT TO TAAI MEMBERS OF J & K CHAPTER

Our HSG Mr. Harmandeep Singh Anand was in talks with Mr. Anil Parashar and Mr. Sandeep Dwivedi from ITQ for donating the much required and urgently needed hardware that was necessary for travel agents in Jammu and Kashmir to start their offices once again as they were badly affected by the recent floods – a never to be forgotten calamity.

The good news is that they have come forthwith to help our member agents and other travel agents in terms of relief by way of hardware. Around 45 computers were dispatched to the Valley so that these agents could set up their offices in working order once more and earn their livelihood that had come to nil for many days now.

TAAI would like place its appreciation and gratitude to ITQ for this enormous kind gesture on their part

A big thanks also to Indigo Airlines for transporting these computers from Mumbai to Srinagar without any charge on passionate grounds as part of the relief operation. Each hardware would weigh about between 12-15Kg. This act is helping our members and other travel fraternity agents to get back on their feet as fast as they can. Thank You ITQ!

FAITH'S UPDATE ON MEETING WITH REVENUE SECRETARY



FAITH members had a very good meeting with Secretary – Revenue on 14th November where the following points were discussed in detail and sought his advice on how to present these issues to the Government. The Secretary was kind enough to advise us on all the issues and these are being taken forward accordingly.

1. The GST slab for Tourism & Hospitality Industry should be 8% or half of the proposed GST general rate.
2. Zero % GST on the Tourism & Hospitality services rendered to foreign tourists against foreign exchange.
3. The services provided by Tourism & Hospitality sector to foreign tourists against foreign exchange should be exempted from Service Tax.

4. FAITH has requested for Income Tax exemptions for Domestic Tourists to encourage travel within the country.
5. To retain the Indian conventions and incentives going abroad, it is proposed that corporate may be allowed 50% additional weightage under Income Tax on the expenses incurred on conventions & incentives.
6. Under the Section 35AD of Income Tax Act, the benefits should be extended to cover Heritage Hotels, Regular Hotels and Tourist Transport for any capital expense incurred on upgradation/renovation etc.
7. To encourage investment, tourism organizations may be extended income Tax benefits under 80 HHC.

The aforesaid meeting was attended by Sarab Jit Singh, Vice Chairman, FAITH, Mr. Subhash Goyal, Mr Saeed M. Shervani, Mr. Pronab Sarkar & Mr. Aashish Gupta.



SERVICE TAX MATTERS

Members, our HSG Harmandeep S.Anand and CA Manish Gadia have been tackling various queries on Service Tax matters for the past several months, both through direct personal presentations at all TAAI Region and Chapter levels and also through this column in TAAI Newslines. We all know that Tax matters are cumbersome and time consuming. Here is some more information from Mr. Gadia, Please address your queries, if any, to taai@taai.in for responses.



Q.1. We wish to inform you that we are Haj and Umrah tour operators. Provide service to our Haj and Umrah Pilgrims outside India. Is service tax is applicable to us or not?
Regards, S. K.Parekh, Horizon Travels, Hyderabad.

A.1. Notification No. 17/2014 – Service Tax, dated 20th August, 2014 was issued specifically exempting service tax on services in respect of a religious pilgrimage.

The exemption is available for **services provided by The Haj Committee or State Haj Committee for Haj Yatra.**

The aforesaid exemption is available only in respect of a religious pilgrimage facilitated by the Ministry of External Affairs of the Government of India, under bilateral arrangement.

Thus, in the instant case of yours, if you are a Haj Committee or a State Haj Committee for Haj Yatra and the pilgrim is facilitated by the Ministry of External Affairs of the Government of India (under bilateral arrangements) then the services provided by you towards Haj and Umrah Pilgrims outside India shall be exempted services and no service tax will be applicable on the same, otherwise you are liable to pay Service Tax.

Followings are the suggestions given by TAAI to the Finance Minister in respect of Service Tax.

1. Airline shall be made liable to pay Service Tax on commission/PLB given by them to Air Travel agent under Reverse Charge Mechanism instead of Air Travel Agent.
2. Inbound tour for foreign tourist conducted wholly in the state of Jammu and Kashmir shall be exempted from the Service Tax.
3. Out-bound Tours (Services provided to Indian Tourist in

relation to a tour wholly conducted either outside India or in the state of Jammu and Kashmir) should be exempted from service tax.

4. Air travel Agent under Basic Fare are liable to pay Service Tax @ 0.618% in case of domestic bookings and 1.236% in case of International bookings. It is suggested to reduce the same to 0.371% on Basic Fare.
5. The rate of interest for delay in payment of Service Tax is 18% to 30%. It is suggested to reduce the rate of Interest.
6. At present our members are liable to pay service tax under different categories depending on the nature of business. The members are require to register under 5 to 12 categories. It is suggested to remove all the categories.

Scope limitation:

1. Views given above are general purpose views. Views may vary after going through the agreement, invoices etc. Readers are advised to obtain professional opinion or advice before taking any action.
2. The views are not binding on the TAAI or any member of the TAAI and acceptance of it including any subsequent and resultant planning or action will be at TAAI or member of the TAAI's sole discretion and risk, without recourse to the Service Tax Doctor.
3. The views mentioned there in are based on our understanding and interpretation of the legislations, and are not binding on any regulators or court and there can be no assurance that the regulators or court will not take a position, contrary to our opinion and comments.
4. The view given here are the personal view of the Service Tax Doctor. It is not necessary that TAAI concur the same view.

WESTERN REGION MEETING AND NETWORKING EVENT



TAAI Western Region had its meeting for members on 20th November in Mumbai with good attendance. The Meeting was conducted by Mr Chairman Sampat Damani & Hon Treasurer Sameer Karnani. The Hon Secretary was away on Company's assignment. The Chairman informed members about how our Acting President Sunil Kumar's participation at the Passenger Agency Program Global Joint Council (PAPGJC) through UFTAA, and how the acting President managed to convince the Conference to accept & re-introduce the Joint Bank Guarantee in India. The Presentation was very well received and PACONF approved (without any SINGLE NEGATIVE VOTE) the Joint Bank Guarantee Scheme as an exception for INDIA. This is indeed a great victory for us!

Other points of discussion were approval of Minutes of the Annual Meeting of the Western Region for the year 2013-2014 held on 20th August 2014, Mumbai, matters regarding IATA 2015 Annual Agency Fee, Outstation/Oversees Meeting of Western Region and Airline Update & Current Developments in field of Tourism Activity / Consulates. The Chairman invited officials of the Ratnakar Bank Ltd. (RBL) to give their presentation. RBL is keen to work closely with TAAI Members and extend several products which would be of help in our day to day working. The Presentation was well received.

The meeting was followed by dinner and networking with over 20 International Tourism Boards. Mr Jay Bhatia, Tourism



Council Chairman and Mr.Sampat Damani, Chairman TAAI WR alongwith Mr Sameer Karnani, Treasurer TAAI WR welcomed the guests. Members were very happy with this opportunity to network with them all under one roof. Officials from these boards were in turn delighted to meet with all TAAI members at one given time and everyone were able to discuss possibilities of enhancing and exploring new business opportunities 20 local and travel media also attended and interacted with one another. All in all, it was a very successful networking dinner enjoyed by all guests!

TAAI TIES UP WITH:

The Chancery Hotels,
Bangalore, being The Chancery & The Chancery Pavilion for special and exclusive rates for TAAI Members.



For more details members to refer TAAI circular # TAAI/GEN/ALL/260/2014 dated 6th November 2014.



Hotel Mayura, in Raipur for special and exclusive rates for TAAI Members holding valid TAAI Member ID cards

For more details members to refer TAAI circular # TAAI / GEN / ALL / 267 / 2014 dated 19th November, 2014



Exclusive tie-up with Royal Orchid Hotels

28 Hotels In 20 Locations Including: Mahabaleshwar, Mussoorie, Mysore, Navimumbai, Pune, Rajkot, Shimoga, Vadodara, Tanzania, Ahmedabad, Bangalore, Bharuch, Bhuj, Chandigarh, Goa, Gurgaon, Hampi, Haridwar, Jaipur, Kenya. Special, Exclusive & Promotional rates to authorized representatives of TAAI members holding valid TAAI photo ID cards. For more details members to refer TAAI circular # TAAI / GEN / ALL / 266 / 2014 dated 14th November, 2014.

MEMBER ACHIEVEMENTS



WTM 2014 WORLD TRAVEL LEADER AWARD FOR TBI'S JEHANGIR KATGARA



Jehangir Katgara, TAAI Active member and Past President of TAAI and Chairman & Managing Director of TBI Trail Blazer Tours India, has been awarded the prestigious World Travel Market 2014's World Travel Leaders Award in recognition of his outstanding contribution to the travel and tourism industry. Mr Katgara is credited with introducing the concept of air charters to India. In the 1970s as an executive working for Travel Corporation India (TCI), he was instrumental in expanding the TCI overseas network in Canada, Europe, the Far East, Australia and South America..

Mr Katgara now heads Trail Blazer Tours India (TBI), which serves both the leisure and business travel markets, Our Past President strongly believes in giving back to society and is actively involved in the Katgara Foundation, providing aid, grants, meals to school children and donations to worthy causes. An active member and a past president of the Travel Agents Association of India (TAAI), he is on the boards of numerous tourism bodies.

TAAI WEBSITE & SOCIAL MEDIA / NEWSLINE

TAAI activities are regularly updated on its Website, Facebook and Twitter.



Website: www.taai.in



FB id: Travel Agents Association of India



Twitter id : @TAAI1951



MEMBERS, HAVE YOU BEEN VISITING OUR WEBSITE ?

The TAAI website www.taai.in has been a fruitful tool of communication since its launch in 2001.

It is a dynamic site and is user-friendly with lots of news on TAAI happenings and information for others on how to become a TAAI member.

View pictures, paragraphs, slideshows, videos on Association activities and TAAI events, just by clicking on them. Soon, you will be able to view your membership details by logging in with a password.

Read all our past issues of Newslines posted in Archives and go down memory lane !

For Advertising on the TAAI Website and making suggestions for improvement... please contact the TAAI Secretariat or write in to : taai@taai.in

TAAI IS ON FACEBOOK !!

Members, by now you must have viewed our FB Page.

There are regular updates and you must be viewing various TAAI happenings in pictures.

Get connected and views latest updates and happenings in TAAI !!!

We are happy to inform you that our FB Page has over **4488 plus likes !!!**

How about that ?

Follow us on Twitter too !

Our Twitter id : @TAAI1951

TAAI Newsline:

We invite members to write in articles on tourism/ aviation and industry matters and if selected by the Editorial team, we shall publish the same in the Newsline.

Download the latest copy of TAAI Newsline from <http://www.travelagentsofindia.com/newsline.php>



TRADE NEWS

MODI SIGNS MoU ON TOURISM WITH NEPAL PM

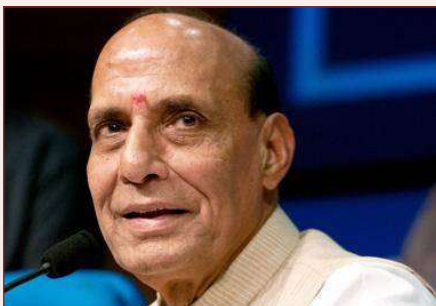
Tourism was one of the agreements that the Prime Minister Narendra Modi signed with his Nepalese counterpart Sushil Koirala yesterday, during his visit to the 18th South Asian Association for Regional Cooperation (SAARC) Summit in Kathmandu. The ministers signed 10 agreements on strategic issues including one on US \$1 billion assistance to Nepal. The Memorandum of Understanding (MoU) on tourism necessitated even cooperation between stakeholders in both the nations to exchange information, market destinations, which may be complementary. Emphasis was laid on developing special spiritual circuits like the Buddhist circuit of Lumbini - Bodh Gaya - Sarnath - Kushinagar, besides mutually promoting adventure, mountaineering and leisure tourism. Also, twin-city pacts were signed for Kathmandu - Varanasi, Janakpur - Ayodhya and Lumbini - Bodh Gaya.

Modi also flagged off the Delhi - Kathmandu bus service which will initially operate on Kathmandu - New Delhi, Kathmandu - Varanasi and Pokhara - New Delhi. It was also announced that Indians travelling to Nepal will now be able to use Indian currency notes of Rs 500 and 1000 denominations. Only Rs 100 denomination notes are allowed presently for Indian visitors, which hampers tourists and remittances alike.

Other agreements signed between the two countries include MoU on training at Nepal Police Academy, MoU Traditional Medicines and MoU on Youth Exchange.

At present, India is the largest source of tourists in Nepal with 1,65,815 Indians visiting the country in 2012. Total tourist inflows into Nepal in 2012 was 803,092. After India, China came second with 71,861, followed by Sri Lanka (69,476), USA (48,985), UK (41,294) and Japan (28,642). Source : Voyagers World

INDIA UNVEILS VISA ON ARRIVAL ENABLED BY ETA FOR 43 COUNTRIES - AN EXCERPT.



In a major decision, which is termed as “historic” by the travel and tourism industry, the India government today officially unveiled Visa on Arrival (VoA) enabled by Electronic Travel Authorisation (ETA) for citizens of 43 countries. Travellers who intend to travel to India can now avail ETA through nine airports in the country by a simplified digitised procedure sitting in their homes. The application received real time will be processed at 40 counters set up by the Immigration Department and ETA will be issued for eligible applicants within 72 hours of the submitting the application. The 43 countries which are eligible for ETA are Australia, Brazil, Cambodia, Cook Islands, Djibouti, Fiji, Finland, Germany, Indonesia, Israel, Japan, Jordan, Kenya, Kiribati, Laos, Luxembourg, Marshall Islands, Mauritius, Mexico, Micronesia, Myanmar, Nauru, New Zealand, Niue, Norway, Oman, Palau, Palestine, Papua New Guinea, Philippines, Republic of Korea, Russia, Samoa, Singapore, Solomon Islands, Thailand, Tonga, Tuvalu, UAE, Ukraine, USA, Vanuatu, Vietnam.

The ETA website: <https://indianvisaonline.gov.in/visa/tvoa.html>:

was launched by Rajnath Singh, Minister for Home Affairs, Government of India, in the presence of Dr Mahesh Sharma, Minister of State with Independent Charge for Tourism & Culture and Minister of State for Civil Aviation, Government of India, in New Delhi. Singh said that tourism has evolved as one of the “sun rise sectors” of the 21st century and the new government has resolved to make India a favourite destination for discerning travellers. However, the country cannot reap benefits of global tourism, unless we create better facilitation for those who want visit the country, he said. India has always fascinated travellers, he said, citing various explorers who visited India to seek spiritual wisdom. “No other country in the world has the kind of geographical diversity India has,” Singh said. He lauded the efforts of various departments who worked tirelessly to implement VoA enabled ETA within a short time frame.

Dr Sharma said that as country has now opened its destinations for global travellers, it is important that we are able to present a clean, safe and hospitable environment for foreign travellers. Instead of framing policies sitting in plush offices, the Minister said that it is imperative to visit the destinations and interact with stakeholders to understand better the ground realities.

The Immigration Department has set up 72 dedicated counters at nine airports—Delhi, Mumbai, Chennai, Kolkata, Hyderabad, Bengaluru, Kochi, Thiruvananthapuram, and Goa – to facilitate and take care of ETA travellers. However, these travellers will be able to depart from any international airport in the country. Source TravelBizMonitor



Fairmont
JAIPUR
INDIA

www.fairmont.com/jaipur

A FEAST FOR ROYALTY

Fairmont Jaipur, a majestic living palace bedecked with antiques, old world chivalry, verdant gardens, gleaming chandeliers, and princely banquets, awaits you.

Weddings, conferences, haute couture evenings, family get togethers et al, at Fairmont Jaipur your celebrations are no less than contemporary epics.

Meetings | Conferences | Celebrations | Weddings | Birthdays | Anniversaries | Parties

Contact:

Ms Shagun Sethi, Director of Sales & Marketing
shagun.sethi@fairmont.com / jai.reservations@fairmont.com
+ 91 11 490 55500 / 01426 420000