# FHTA Business/Marketing Fares

### Effective From: 01Jan18 – 31Dec18

	-
Who	<ul> <li>Full Time Permanent Employees of Full members of FHTA in good standing with FHTA (i.e. no dues owed etc). Associate members do not qualify</li> </ul>
	<ul> <li>Owner, Non Independent Director, General Manager, Head of Operations,</li> </ul>
	Head of Sales/Marketing, Sales Executives, Marketing Executives
	<ul> <li>Spouse – when accompanying above</li> </ul>
Purpose	Business related travel only
	•
Offer	Economy:
	• 30% of all fares booked in or above V class.
	<ul> <li>10% of all fares booked in sale fare classes N/T/R</li> </ul>
	Rusiness
	<ul> <li>Business:</li> <li>40% of all fares booked in or above D class.</li> </ul>
	20% of all fares booked in sale fare classes Z/C
Note	• Discounts apply to base fare only. Taxes and surcharges to be collected
	without discount.
Baggage	• All PNRs automatically remarked for additional 7kg allowance per passenger.
Control	<ul> <li>FHTA maintained master list of current eligible employees and spouses</li> </ul>
Bookings	Via FJ NAN Sales office
Scope	All International routes operated by Fiji Airways or Fiji Link
	Can include Fiji Link segments connecting to Fiji Airways international
	segments ticketed as a thru fare. (e.g. Suva-Nadi-Sydney)
Sale Validity	• For sale from on/after 01 January 2018 until on/before 31December 2018
Travel Validity	• For travel on/after 01 January 2018 and to be completed on/ before 31
	December 2019.
Restrictions	Limited to 20 trips per FHTA Member per year for Large properties
Restrictions	

# **FHTA Staff Recreation Fares**

## Effective From: 01Jan18 – 31Dec18

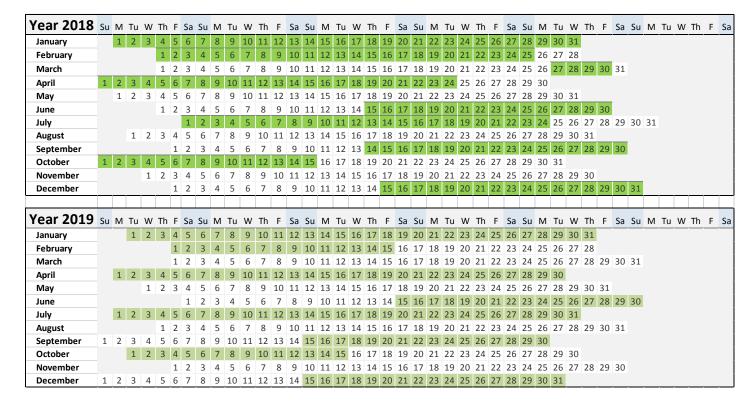
Who	Qualifying Personnel of Full members of FHTA in good standing with FHTA
_	(i.e. no dues owed etc). Associate members do not qualify
	Spouse – when accompanying above
Purpose	Recreational Travel
Offer	Economy:
	• 5% of all fares
	Business:
	• 10% of all fares
Note	• Discounts apply to base fare only. Taxes and surcharges to be collected
	without discount.
Baggage	• All PNRs automatically remarked for additional 7kg allowance per passenger.
Control	<ul> <li>FHTA maintained master list of current eligible employees and spouses</li> </ul>
Bookings	Via FJ NAN Sales office
Scope	All International routes operated by Fiji Airways or Fiji Link
	Can include Fiji Link segments connecting to Fiji Airways international
	segments ticketed as a thru fare. (e.g. Suva-Nadi-Sydney)
Sale Validity	• For sale from on/after 01 January 2018 until on/before 31December 2018
Travel Validity	• For travel on/after 01 January 2018 and to be completed on/ before 31
	December 2019.
Restrictions	Nil

### FHTA Offer to Fiji Airways - Corporate (Suggested)

- 1. 10 FOC room nights Large Properties
- 2. 5 FOC room night Small Properties
- 3. One Marketing Promotion activity per year per property (Tent cards etc)

To be used for Fiji Airways Rewards Program or Marketing Promotions.

### Proposed Availability and Blackouts: (~110/365 days = 30%)



- Inventory availability should be the same as Revenue Availability except for blackout dates.
- Require one blackout period for all FHTA properties controlled by above grid. Individual blackouts are too difficult to manage.

### FHTA Offer to Fiji Airways Staff - Recreational (Suggested)

- 20% discount of the lowest available room rate (eliminate "typical" wholesaler commission) of the day to Fiji Airways (Fiji Link included) employees with valid ID's.
- To be booked by FJ employee directly with the FHTA property.