

FHTA Business/Marketing Fares

Effective From: 01Jan18 – 31Dec18

Who	<ul style="list-style-type: none">• 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• Owner, Non Independent Director, General Manager, Head of Operations, Head of Sales/Marketing, Sales Executives, Marketing Executives• Spouse – when accompanying above
Purpose	<ul style="list-style-type: none">• Business related travel only
Offer	Economy: <ul style="list-style-type: none">• 30% of all fares booked in or above V class.• 10% of all fares booked in sale fare classes N/T/R Business: <ul style="list-style-type: none">• 40% of all fares booked in or above D class.• 20% of all fares booked in sale fare classes Z/C
Note	<ul style="list-style-type: none">• Discounts apply to base fare only. Taxes and surcharges to be collected without discount.
Baggage	<ul style="list-style-type: none">• All PNRs automatically remarked for additional 7kg allowance per passenger.
Control	<ul style="list-style-type: none">• FHTA maintained master list of current eligible employees and spouses
Bookings	<ul style="list-style-type: none">• Via FJ NAN Sales office
Scope	<ul style="list-style-type: none">• 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	<ul style="list-style-type: none">• For sale from on/after 01 January 2018 until on/before 31December 2018
Travel Validity	<ul style="list-style-type: none">• For travel on/after 01 January 2018 and to be completed on/ before 31 December 2019.
Restrictions	<ul style="list-style-type: none">• Limited to 20 trips per FHTA Member per year for Large properties• Limited to 10 trips per FHTA Member per year for Small properties

FHTA Staff Recreation Fares

Effective From: 01Jan18 – 31Dec18

Who	<ul style="list-style-type: none">• 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	<ul style="list-style-type: none">• Recreational Travel
Offer	Economy: <ul style="list-style-type: none">• 5% of all fares Business: <ul style="list-style-type: none">• 10% of all fares
Note	<ul style="list-style-type: none">• Discounts apply to base fare only. Taxes and surcharges to be collected without discount.
Baggage	<ul style="list-style-type: none">• All PNRs automatically remarked for additional 7kg allowance per passenger.
Control	<ul style="list-style-type: none">• FHTA maintained master list of current eligible employees and spouses
Bookings	<ul style="list-style-type: none">• Via FJ NAN Sales office
Scope	<ul style="list-style-type: none">• 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	<ul style="list-style-type: none">• For sale from on/after 01 January 2018 until on/before 31December 2018
Travel Validity	<ul style="list-style-type: none">• For travel on/after 01 January 2018 and to be completed on/ before 31 December 2019.
Restrictions	<ul style="list-style-type: none">• 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%)

Year 2018	Su	M	Tu	W	Th	F	Sa	Su	M	Tu	W	Th	F	Sa	Su	M	Tu	W	Th	F	Sa	Su	M	Tu	W	Th	F	Sa	Su	M	Tu	W	Th	F	Sa			
January		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31						
February					1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28						
March					1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31			
April	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30								
May		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31						
June				1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30					
July						1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31		
August			1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31					
September					1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30				
October	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31							
November			1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30						
December					1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31			

Year 2019	Su	M	Tu	W	Th	F	Sa	Su	M	Tu	W	Th	F	Sa	Su	M	Tu	W	Th	F	Sa	Su	M	Tu	W	Th	F	Sa	Su	M	Tu	W	Th	F	Sa			
January			1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31					
February						1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28					
March						1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31		
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May			1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31					
June				1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30					
July		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31						
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September	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30								
October		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30							
November					1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30				
December	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31							

- 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.