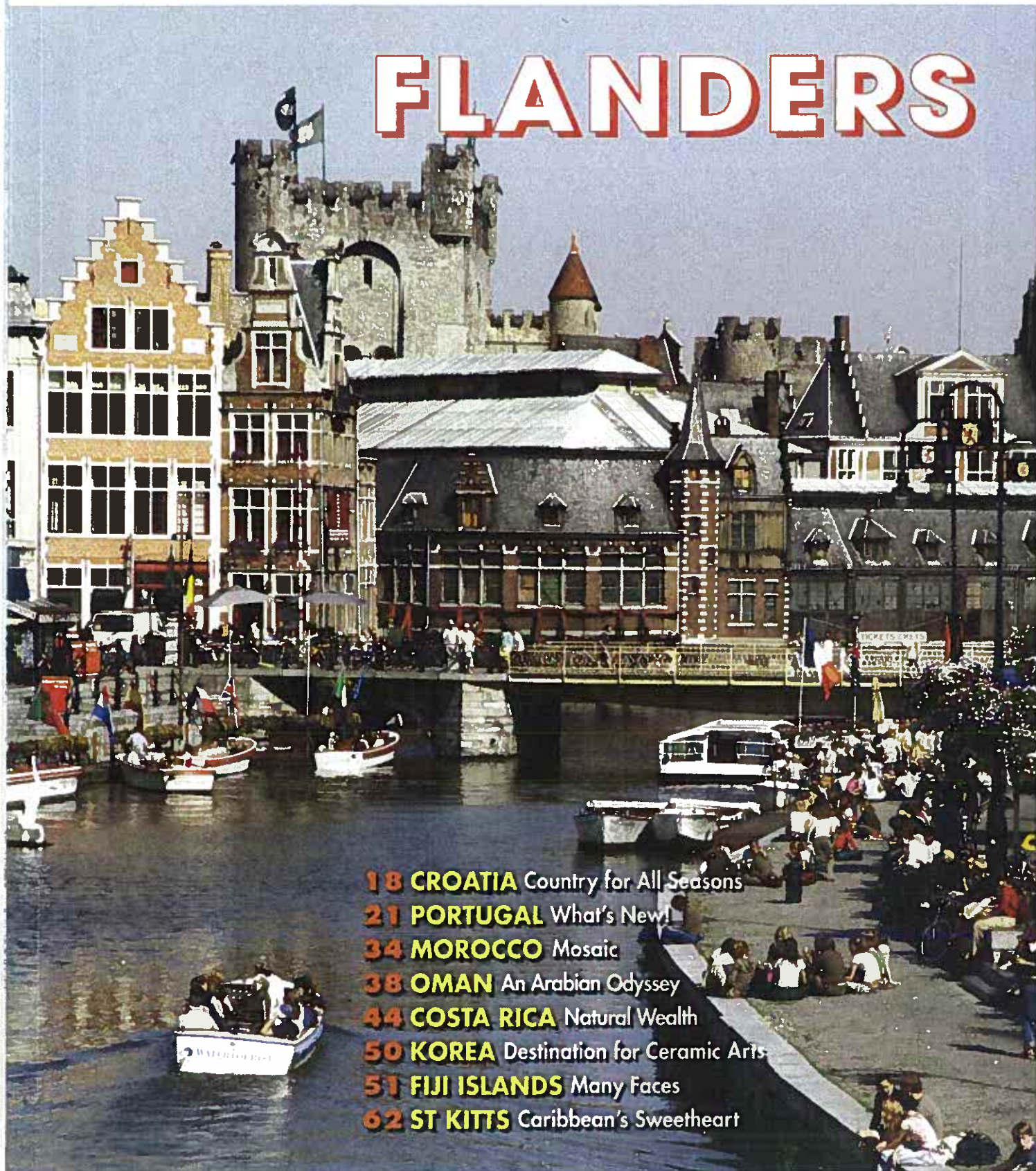


# JAXFAX<sup>®</sup> Travel Marketing

SEPTEMBER 2010  
MAGAZINE

The Travel Agents' Path to Profits

## FLANDERS



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**\$1899 VIETNAM**

The 8-day "Classic Vietnam Getaway" from **GoWay Travel** offers a truly impressive value for an air-included package. Vietnam is emerging as a major tourist attraction with its legacy of Colonialism and War. With its two main cities, the political capital Hanoi and the economic capital Ho Chi Minh City (also known as Saigon), Vietnam is fast becoming a traveler's paradise. This tour also includes Danang, Hoi An and Hue. Prices include round trip air from LAX on Eva Airways, transfers, accommodation, daily breakfast, 3 lunches and all touring with English speaking guides. Valid for travel through Sept. 30, 2010. Price is per person, twin share. Add on Laos, Cambodia, Thailand or Myanmar side trips! Excludes taxes of \$71. (Fuel surcharge included in the base price.) Call Goway Travel at 800-387-8850 or visit [www.goway.com](http://www.goway.com)

**\$999 CHINA**

**Champion Holidays** launched a special promotion of its popular 9-day "China Discovery" tour at a specially discounted bargain price of \$999 per person for the coming fall/winter season. This heavily discounted price includes round trip international airfare to China from LAX, all domestic flight and ground transportation in China, 7 night plush deluxe hotel accommodations with buffet American breakfast daily, escorted tours with highly proficient English tour guide, admissions, plus almost all meals. The trip covers popular cities such as Beijing, with visits to the Great Wall of China, Forbidden City, Summer Palace and Suzhou with visits to landscaped classic gardens and a cruise on the ancient Grand Canal, and Shanghai with tours to the Bund, bustling Nanjing Road and well-known Shanghai Museum of Art & History. Departures will be every other Monday starting from Nov. 8, 2010 through Feb. 21, 2011. The special promotional tour fare of \$999 P/P (double occupancy) is based on departure from LAX. For JFK, NYC departure, the additional cost will be \$100 P/P with non-stop flight service to China. Additional airport taxes for both international flight and Chinese flights are \$375, subject to change. Call 800-868-7658 or visit [www.china-discovery.com](http://www.china-discovery.com)

**Wendy Wu's China Comes To North America**

Wendy Wu Tours, well known in both the UK and Australia as the largest tour operator to China, has announced the opening of North American operations beginning September 9, 2010. The company's new headquarters and reservations center is located in NYC and travel agents across the country will receive its new 68-page color brochure. Prices are inclusive of everything – meals, international airfare, escort and guides, fuel surcharges/taxes, shows, excursions, even VISA costs – and travel agents are paid commissions on the entire amount. Single travelers do not need to pay single supplement if willing to share. The only additional cost is the gratuity. All-inclusive Group tours of nine to 29 days and Private tours of nine to 14 days are capped at 28 people and offer two levels: Classic Tours visit the most popular sites of China, and Adventurous Tours go beyond the expected – visiting remote and undeveloped regions. Pricing starts at \$140 to \$285 per day – all-inclusive. Accommodations can also be upgraded. The Private Tours can be booked with as few as two participants – solo guests pay a single supplement. Prices start at \$280 to \$388 per day all-inclusive. Visit [www.wendywutours.com](http://www.wendywutours.com)

**New Air Astana Hotel Booking Tool**

As part of the re-launch of [www.airastana.com](http://www.airastana.com), **Air Astana** is delighted to be able to unveil its new online booking tool for worldwide hotel reservations. In partnership with and powered by **HRS**, this real time booking facility allows agents to access more than 250,000 hotels in 180 countries. At over 6,500 of the hotel properties on offer, this booking tool can provide exclusive prices, which are at least 10% lower than other online providers. Many properties also include "Hot Deals" which offer even better value for money. And in addition, Air Astana Nomad Club members, once logged in, will be able to view thousands of special corporate rates worldwide, designed specifically for our highly valued customers. A simple interface allows sorting the suggested hotels by available rates and distances to city landmarks. In choosing a hotel, you can compare the different rates and room types the property can offer, as well as view images of the rooms and facilities, and locate the property on a digital map. Visit [www.airastana.com](http://www.airastana.com)

**Celebrity Cruises' New AUS/NZ Voyages**

Travelers eager to experience Australia and New Zealand in Celebrity style can make their plans now, as bookings have opened for **Celebrity Cruises'** new lineup of exotic voyages in the land Down Under, complete with special offers available for a limited time. Celebrity also has introduced a new slate of Cruisetours in Australia, packaging the cruise experience with a land tour, allowing vacationers to even more fully immerse themselves in the region's natural beauty and rich culture. Celebrity is offering limited-time special savings for guests booking back-to-back sailings, and an onboard credit on new reservations made between until December 31, 2010. Call 800-437-3111 or visit [www.celebritycruises.com](http://www.celebritycruises.com)

**Sunshine Travel —New Join-in Coach Tour**

**Sunshine Travel** announced the China Join-in Coach Tour year-round program for individual travelers. With this fully guided tour package, visitors will get to experience the best China has to offer by traveling in small groups. This program covers major popular destinations in China such as Yangtze River Cruise Tour, Silk Road Tour and Tibet Tour, focusing on Chinese rich culture and heritage, dynamic natural beauty & ethnics with carefully selected sightseeing, plus all 4-star deluxe hotel accommodations through the whole trip. Prices include all China domestic flights, hotels, most meals and popular cultural shows in the evening, and are guaranteed departure every Saturday based on a minimum of 2 passengers on tour. Call 800-850-2958 or visit [www.sunshinetravelusa.com](http://www.sunshinetravelusa.com)

**Air Pacific Extends 'Kids Fly Free'**

Air Pacific has extended their "Kids Fly Free" program to Fiji. On sale now until September 30th and valid for travel until February 28, 2011, this offer allows one child or one infant per accompanying adult on a qualifying ticket to receive free roundtrip airfare. Air Pacific has also launched a series of special airfares. For \$650 fly roundtrip from Los Angeles to Fiji. For \$700, fly roundtrip from Los Angeles to Sydney or Brisbane, Australia; Auckland, New Zealand and Apia, Western Samoa, with free stopovers in Fiji. For \$800, fly roundtrip from Los Angeles to Melbourne, Australia and Christchurch, New Zealand with option for free stopover in Fiji. Fares are on sale now until October 31, 2010 and valid for travel until the end of March 2011. Call 800-227-4446 or visit [www.airpacific.com](http://www.airpacific.com)