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Wednesday 21st December 2011



Aussie NZ visits soar

THE Aussie market now accounts for about 44% of all visitor arrivals to New Zealand, with Statistics New Zealand today reporting a 7.6% vear on vear increase for the month of Nov.

"The work being done by the Tourism New Zealand team in Australia, in collaboration with our partners, is undoubtedly contributing to these numbers," said TNZ chief Kevin Bowler.

He said that campaigns are taking advantage of the interest in the country on the back of the recent Rugby World Cup, and promoting all aspects of the NZ holiday experience.

Five pages of news

Travel Daily today has five pages of news and photos, plus full pages from: (click)

- AA Appointments jobs
- AA Appointments temp jobs

Air Australia challenges FC

AIR Australia is believed to be furious with Flight Centre about a 'Special Product Disclosure' sent to its consultants this week telling them that after a "review" of the carrier, the FC joint venture with insurance subsidiary, Cover-More, will no longer include coverage should VC become insolvent.

Air Australia is understood to have contacted Flight Centre requesting an explanation prior to examining its legal position.

The airline says the review "appears to have been triggered by Flight Centre during commercial negotiations which have subsequently stalled."

VC told **TD** "no full and proper due diligence of Air Australia has vet been completed by any of the parties despite offering three times to meet with FC, IPP or Cover-More, and that door still remains open."

The SPD requires agents to ask clients booking Air Australia and Cover-More policies to sign a waiver in relation to the coverage, and the airline is incensed at the "unfounded and damaging" move.

The controversy was exclusively revealed by TD earlier this month (TD 02 Dec) when Cover-More's insolvency reinsurance provider, IPP London, asked for details of the airline's finances.

With this information deemed to be confidential, Air Australia declined to provide detailed financial profiles by email but airline ceo Michael James told TD "we offered to fly to the UK to provide any information required.

"We have no issue in briefing any party who legitimately requires such information, however we stand by our position that as a private company we are not in the business of emailing our commercially sensitive financial profiles, capital position, sales figures and forward plans to unfamiliar parties in the industry.

"The result of our caution has produced a dismissive response & the issuing of yesterday's damaging correspondence," he said.

James said that linking any brand name with a suggestion of insolvency is a "very serious matter" and said that there have already been reports from clients who have been given incorrect information about the company.

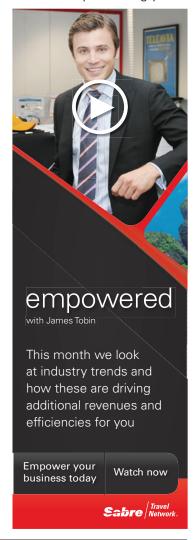
Air Australia says it's the only low cost international airline offering agents 5% commission to sell its flights, and James warned that the insurance controversy could end up "painting it into a corner" of a direct sales strategy.

EK A380s for MEL

EMIRATES will ramp up capacity to Melbourne from early Oct by deploying its flagship Airbus A380 on the route from Dubai and onto Auckland (TD breaking news).

Its launch will mean Victorian travellers can experience shorthaul A380 flights across the 'ditch'.

The superjumbo will service the existing direct Dubai-Melbourne-Auckland route (EK406/407), joining EK's other two daily flights to the Victorian capital, operating via Kuala Lumpur and Singapore.



BCD travel

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TA's Sydney NYE app

TOURISM Australia is encouraging people to record a short film showcasing how they spent New Year's Eve in Sydney through a new iPhone app.

Project:12 is free through iTunes and will allow people to see their films on TA's YouTube channel.



Christmas and New Year!

Ski resorts next for Merlin

UK-BASED Merlin Entertainment is set to further boost its portfolio of Australian businesses, this week launching a formal takeover offer for the owner of Falls Creek and Mount Hotham exactly a year after buying Sydney Attractions Group (*TD* 20 Dec 2010).

As well as the Vic ski resorts, Living and Leisure Australia (LLA) also owns the Oceanis Group, operator of Melbourne Aquarium, Underwater World on the Sunshine Coast as well as aquariums in Bangkok, Shanghai, Dubai and Busan, South Korea.

The deal also includes LLA's Otway Fly and Illawarra Fly treetop adventure walks.

Living and Leisure Australia was formerly part of the MFS group before its spectacular collapse, and has remained a separately listed company with a current capitalisation of around \$100m.

Merlin ceo Nick Varney said the deal was "a unique opportunity for Merlin to acquire not just a group of high quality attractions which complement our existing portfolio of iconic global attraction brands, but which also increases our interests and exposure to Asia and Australia.

"Completion of this deal, together with our existing ongoing development, would represent an important step in our growth strategy for the region which we believe is full of opportunities and prospects".

Merlin's Australian projects include the much-vaunted new

Madame Tussaud's attraction in Sydney (*TD* 11 Aug) which is set to launch in May next year.

LLA is recommending that shareholders accept the 5.14c per share offer, which is a 157% premium to the volume weighted average price of 2.02c in the three months to 20 Oct.

It's subject to a 90% acceptance threshold as well as already granted Foreign Investment Review Board approval.

The offer looks certain to succeed, being supported by LLA's three biggest shareholders, who together account for 87.87% of the securities on issue.

One of the shareholders is Arctic Capital, which is a subsidiary of James Packer's privately held Consolidated Press.

Merlin said the deal would open up new markets and "facilitate the continuing rollout of Sea Life, Madame Tussauds, Eye and Legoland brands" in Asia Pacific.

GSR extra services

GREAT Southern Rail says it will offer additional frequencies on The Indian Pacific and The Ghan season should their be a need to add extra capacity.

Earlier this week GSR confirmed it was scaling back frequencies in low season to as little as once a fortnight, and once a week in the shoulder season (*TD* yesterday).

"We would absolutely look to increase frequency if demand was there," a spokesperson for GSR told *Travel Daily* yesterday.

Club Med clarifies

CLUB Med Australia has moved to assure local travel agents they remain a crucial component in the firm's local business model after its ceo outlined plans for a more direct approach (*TD* 12 Dec).

"This does not apply to our Australian business model, where 80% of our leisure results is indirect business through various important partners," Club Med said.

Account Manager Melbourne



FCm are thrilled to receive **Australasia's Leading Business Travel Agent** - **2011** award. We are currently looking for an Account Manager to join us on the path to success in our expanding Melbourne team.

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TRATLOCOX

Pacific Blue Australia Fiji extension

VIRGIN Australia short-haul international operations Pacific Blue Australia has won approval for a 5 year extension to operate services from Australia to Fiji.

In its determination, the Int'l Air Services Commission said PBA "has been servicing the route effectively" since transferring capacity from Virgin's long haul operation (until recently known as V Australia) late last year.

Initially, V Australia was granted an "interim" determination of 907 seats on the Fiji route for a three year period due to "concerns about the possible effect of the balance of public benefits if circumstances changed materially," the IASC said.

There were no other applicants for the capacity and the IASC said

authorising the extension "is of benefit to the public."

The determination is valid from 05 Nov 2012.

PBA also received a 5 year determination extension of 360 seats on the Australia-Solomon Islands route, from 10 Dec 2012.

AAT Kings upgrades

AAT Kings is offering hotel upgrades in the Red Centre when booking select three-day Red Centre Short Breaks before 31 Dec, for travel before 31 Mar.

Upgrades will see budget accom bookings get standard rooms, standard accom bookings moved to superior rooms and superior accom moved to first class.

Illawarra Fly wet deal

ILLAWARRA Fly in the NSW Southern Highlands has introduced a 50% discount on the regular admission price on rainy days.

Belgium rail chaos

EUROSTAR is advising pax of disruptions to its rail network to Brussels, Belgium on Thu 22 Dec due to a general strike beginning at 10pm on 21 Dec.

The strike will mean all other domestic and international connecting services to and from Brussels will be unable to operate.

During the period, Eurostar services to and from Brussels will end at Lille Europe station.

A limited replacement coach service will operate between Lille Europe and Brussels Midi stations in both directions to cater for Eurostar passengers, but demand "is likely to be extremely high.

Cruiseabout growth

FLIGHT Centre Ltd has added an additional three Cruiseabout store locations nationwide this month, along with three Flight Centre branches and a Student Flights store, according to the latest TCF participant update.

It brings the total number of Cruiseabout offices nationally to 26, and includes the first branch in Tasmania.

Among the new additions admitted since 01 Dec by the Travel Compensation Fund is a head office for Viking River Cruises Australia in North Sydney NSW (ABN: 81 131 274 372).

Other new additions include Bhorer Pakhie Travel of Footscray (ABN:49 006 745 692); Rahal Travel of Thomastown (ABN:57 153 812 536) and Harvey World Travel Ocean Grove (ABN:42 153 850 992), all of Victoria; Valet Travel Company of Randwick (ABN:68 152 537 267); Flying High Travel of Kings Cross (ABN:32 153 467 817); Master Tours Group of Sydney (ABN:42 153 850 992) in NSW; Australian Tours & Cruises of Cairns (ABN:16 032 956 836) Qld; and Go Global Travel of Wayville (ABN:26 151 371 872) in SA.

QF OzHarvest cookoff

QANTAS has partnered with OzHarvest to present the inaugural CEO CookOff on 06 Feb 2012 at Cathedral Square, Sydney to help feed Sydney's homeless and disadvantaged.

Bentours Scandi brox

BENTOURS has launched its 2012 Scandinavia and Russia brochure featuring 11 new itineraries and a number of independent and specialty tours.



Window Seat

QUEANBEYAN City Travel and Cruise has set yet another industry benchmark, with the top Travellers Choice agency expanding its range of in-store services to now become a wedding venue.

Dennis, a long-time client who had been booking with the agency for more than 15 years, met his new bride Darina and popped the question earlier this year - and agency owners Jim and Jenny Cooper said they were quite stunned when the couple asked if they could marry in their office.

"But we were only too happy to oblige - it seems that they think of us as family and love the atmosphere in our office," said Jenny Cooper.

Darina had her family watch the ceremony from Vienna by Skype, with three other guests invited along with two of the agency's staff Chloe and Luke.

The happy couple are now honeymooning in the Whitsundays, and are pictured below on the happy day with the Coopers, who described the event as "TOO BLOODY FUNNY".





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Air NZ seat upgrade auction NZ trials

AIR New Zealand is extending its trial of an auction-like upgrade called OneUp which enables pax to bid for a better seat on longhaul services to the NZ market.

The option is available to passengers who have booked directly through its website, via the Contact Centre or at an Air New Zealand Holidays store.

Air NZ announced today it would allow pax ex New Zealand on flights to the US, Hong Kong, Shanghai and Beijing to begin trialling the upgrade offer too, after successful trials for pax who purchased tickets in North America, the UK and Australia.

It's on offer for select pax booking in Economy or Premium Economy, who are sent an email



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inviting them to "make an offer" to upgrade to the next cabin class on their flight.

The bartering option is offered after Air New Zealand Airpoints upgrades have already been accounted for.

Successful bidders will be sent an email confirmation a few days prior to travel, with higher tiered frequent flyers given priority when bids are similar in price.

Christopher Luxon, NZ gm Int'l Airline said the trial gives pax a "unique way" to upgrade while enabling it to earn additional revenue from seats that would previously travel empty.

Contiki Rio Carnival

CONTIKI is offering a five-night Rio Extravaganza that will take in the Rio de Janiero Carnival in Feb, priced from \$1559, plus optional trip add-ons for pax to participate in The Samba Parade.

VS Heathrow bargain

VIRGIN Atlantic has new sale fares to London Heathrow priced from \$1798 in Economy & \$8000 in Upper Class when travelling from 16 Jan to 31 Mar and \$3672 in Premium Econ. for travel 01 Apr to 31 May & 24 Aug to 15 Oct.

IR 4 rail classes

INTERNATIONAL Rail is now selling four classes of travel on Italy's Trenitalia trains through a new system that will be rolled out service wide in the future, but is currently available on schedules between Rome, Milan & Naples.

The classes include executive, business, premium and standard and are priced from \$270, \$155, \$135 and \$115 between Rome and Milan respectively.

International Rail ce Jonathan Hume said the new rail service in Italy will offer a strong alternative to business air travel.



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MEL Ring and Ride

MELBOURNE Airport has introduced a new free 'waiting zone' at the airport's terminal forecourt area, enabling up to 20 minutes of free parking.

'Ring & Ride' is aimed at drivers collecting passengers to prevent them circling the carpark while they await an arriving person.

Finding the key to the Rockies

SYDNEY's World Square has been sporting a number of Canadian imports this month in support of Rocky Mountaineer's 'Canada's 7 Days of Christmas' campaign.

The promo will see five finalists today try to unlock the cabin door with one of five keys to win, with the major prize being a seven day Canadian Highlights Vacation package for two.

Pictured in front of the locked



cabin are: Robert A Halfpenny and Dianna Schinella.





ABOVE: APT thanked a select group of its Platinum and Gold preferred partners in Victoria



2012 brings an exciting time for TIME.

Not only are we receiving more Mentees and Mentors but 2012 starts with the launch of the Alumni.

Being mentored and being a Mentor is addictive and after every Graduation every Mentor and Mentee still want to be part of the program is some form or another.

Just like Universities we felt it was important to have Alumni so that anyone that has graduated from the program can still be part of TIME.

The Alumni will have access to the Networking sessions, where they get to meet high profile Industry people. They will assist incoming Mentees and advise the Board and Committee on improvements to the existing program.

The best part of the Alumni is they will promote TIME to their peers and one day may then become a Mentor themselves. TIME is growing and after one year we have put 40 Mentees through the program all with great success.

Next step for TIME is to increase that number per annum and ensure professionalism & retain people within the travel Industry -travelindustrymentor.com.au.

while celebrating the release of its first Africa brochure with a recent trip to Werribee Open Range Zoo.

Highlights of the day included a private behind the scenes visit of the serval cat whilst locked in its enclosure and a guided walking tour of the tourist attraction.

The participants are pictured above enjoying the day trip.

Tiger on top for time

TIGER Airways Australia scored the best on time departure and arrivals performance among the major domestic carriers in Nov, with 88% of flights departing on time and 87.6% arriving as scheduled, latest stats show.

Qantas was ranked second, followed by Virgin Australia and then Jetstar.

Tiger operated 643 of its 644 flights during the month, while Qantas flew 10,000 services and Virgin Australia around 11,350.

QantasLink had the highest number of flight cancellations, at 140 (1.5%) of its scheduled 9,242 services, while DJ's ATR operation with Skywest had 11 cancellations (or 1.8% of its services).

Hilton Frankfurt x2

HILTON Worldwide has opened two new hotels in Frankfurt, Germany as part of the city's The Squaire complex that will see both hotels under the same roof.

The Hilton Frankfurt Airport and the Hilton Garden Inn Frankfurt Airport offers 249 and 334 rooms respectively.

Tempo Italy program

TEMPO Holidays has combined Central Europe and Italy in the one brochure for the first time in 2012, adding eight new tours too.

New trips include the Italian Discovery with Cinque Terre itinerary and 12 day The Best of Ukraine, Poland & Hungary tour.

Sabre Specific fares

SABRE Pacific has launched its Shop by Specific Fares function that enables users to search, compare and purchase flights across a 90 day calendar for outbound services and 60 days for inbound travellers.

A full rollout is planned for Jan.

Brisbane Airport sings into Xmas!

Staff from Brisbane Airport Corporation has sent in the photos below for entry into our Christmas photo competition, where our good friends at Fraser Suites Sydney are giving away an overnight's stay in a Two Bedroom Suite, sparkling wine & a fruit bowl upon arrival and complimentary car parking to the best photo received by 31st Dec, with bonus points awarded to entries featuring a copy of the Travel Daily newsletter.





ABOVE: Christmas all wrapped up!
Pictured above dressed up as Christmas presents are: Jane Alexander, Erin Hansen, and Toni Kasch.

LEFT: Brisbane
Airport's Corporate
Relations team in
full Christmas spirit.
Pictured left are:
Erin Hansen and
Jane Alexander.

You too could be in the running to win. All you need to do is email your festive photos (including names

of the people pictured) to: xmasphotos@traveldaily.com.au







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From all the team at AA, we would like to sincerely thank each of our Clients and Candidates for making 2011 one of our best ever. We look forward to assisting you all in the New Year.



AA wishes you all a Merry Christmas and a prosperous New Year.

2012 WILL BE YOUR YEAR TO SHINE

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