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## Cebu Pacific wants more

**OFFICIALS** from Cebu Pacific Air will hold talks with the govt in Canberra next week, seeking to increase air seat entitlements into Australia, the airline said today.

Cebu Pacific launched services to Sydney in Sep last year, initially as four weekly and has since been boosted to five weekly, utilizing its full seat allocation to Australia.

The Philippine-based airline will argue that since it commenced operation, passenger traffic on the Sydney-Manila route between Sep-Dec spiked 42%, compared to the compound annual growth rate of 8% over the last five years.

CEB gm long haul division Alex Reyes said the budget carrier is keen to continue to grow inbound tourism into Australia.

"In the first four months of

operations, CEB's low fares and direct, non-stop services significantly stimulated inbound traffic into the Philippines and Australia," Reyes commented.

According to recent government data, Cebu Pacific Air flights into Sydney during the month of Jan operated with a seat utilisation of 91.4%, which is in stark contrast to the woeful loads reported of 41.6% in Dec and 42.4% in Nov.

## italktravel turns one!

**EXPRESS** Travel Group's italktravel brand is thrilled to be celebrating its huge growth, with 30 outlets nationwide after just one year (**TD** 14 Apr).

This week italktravel sent some celebratory first birthday cupcakes (**pictured**) to the **TD** office and we are happy to report they were delicious!

See the **cover page** for more.



### Today's issue of TD

**Travel Daily** today has six pages of news, a front cover page from **italktravel** plus full pages: (**click**)

- AA Appointments jobs
- Switzerland E-learning
- Renault Eurodrive
- NTIA Supper Club

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# Travel Daily

First with the news

Friday 24th April 2015

IT'S  
ROYAL  
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Royal Caribbean  
INTERNATIONAL

## Win an Apple watch!

**THE** outstanding response to **Travel Daily's** inaugural industry salary survey has prompted a last minute push to get even more people to participate, with the prize pool now extended to include an Apple Watch.

Have the opportunity to be among the first people to sport one of these coveted items by completing the survey which is now open until next Wed 29 Apr.

[Click for salary survey](#)

**Q:** What do you get if you mix a sheep & a kangaroo?

**A:** [Click for answer](#) ➔

**50% off**  
second traveller

Jump aboard AAT Kings' Amazing April sale!

Book a Guided Holiday from 5 nights & bring a friend for half price.\*

Spring to it - offer ends 30 April 2015.

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\*Conditions apply.

## Booking's new hotel sites

**ONLINE** accommodation giant Booking.com is extending its tentacles further with the launch of a new unit which will provide no-cost websites to hotels.

The new BookingSuite division aims to "help accommodation providers grow their businesses and brands through next-generation technology and distribution advice".

BookingSuite's first product, dubbed 'WebDirect' are cloud-based mobile-optimised websites which are claimed to drive organic bookings and give hoteliers a "sophisticated web

presence with full content control.

"For the first time accommodation providers in all regions of the world can benefit from a high quality online presence, with no financial risk and no operational or technical headaches," said BookingSuite director Rob Ransom.

Customers who use the new website product only pay (10% per reservation) when a booking is made on the site which results in a stay by guests.

"WebDirect websites include all the essential pages needed to convert visitors to bookers, and are easily updated through one simple-to-use content management system," according to Ransom, with the product including multiple languages, software updates and web hosting.

## ANZ renews Airpoints

**THE** ANZ Bank has signed a new five year agreement with Air New Zealand relating to the carrier's Airpoints loyalty scheme.

Under the extended pact ANZ Airpoints Visa card holders will get a higher rate of points earning on their credit card spend.

NZ also recently signed a major new Airpoints agreement with Westpac (TD 20 Mar) which saw the end of a 16 year partnership with Bank of New Zealand.

## NTIA supper club

**ENTRY** to the new National Travel Industry Awards "Supper Club" will be included with every NTIA ticket, AFTA has confirmed.

The celebration after the awards is once again being sponsored by Singapore Airlines - see **page ten**.

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## QF LAX schedule rejig

**QANTAS** has been forced to replace some of its A380 flights to Los Angeles with Boeing 747s, after one of its superjumbos was damaged during maintenance at the airline's Sydney base.

It is understood the plane may be out of service for six weeks, meaning Qantas will not be able to offer First Class to LAX on selected services from Sydney and Melbourne while the A380 is being repaired.

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First with the news

Friday 24th April 2015



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**www.aaappointments.com.au**

## Amadeus envisions the future

**AMADEUS** overnight released a new report which aims to identify “the different traveller personalities and segments the industry can expect to emerge and become prominent over the next fifteen years”.

Dubbed ‘Future Traveller Tribes 2030’, the study was conducted by consumer trends consultancy The Future Foundation, which based the findings on interviews with “leading futurologists” as well as travel industry experts and travellers from across the globe including in six Asia-Pacific markets.

Six distinct groups were identified in the study: **Social Capital Seekers** who will structure their trips “almost exclusively with online audiences in mind,” while **Cultural Purists** will look at travel as an opportunity to immerse themselves in an alien culture.

**Ethical Travellers** will make travel plans based on moral grounds such as reducing their carbon footprint or improving the lives of others, whereas **Simplicity Searchers** will prefer bundled offers and see holidays as an opportunity for pampering.

**Obligation Meeters** will have a specific purpose for travel and will “seek smart algorithm-based technology that is able to remove the hassle of travel,” and **Reward Hunters** are a group who are interested in indulgent travel, craving something that is a ‘must have’ premium experience.

Amadeus Asia-Pacific president Angel Gallego said with the region set to lead global travel growth it is critical for providers, buyers and sellers of travel to understand the trends and “to make the right investment decisions now to gear towards future traveller preferences”.

## VA S&M tactical fares

**VIRGIN** Australia is reminding the trade of new tactical booking classes that became available in the GDS to book last week.

Classes ‘S’ and ‘M’ have been introduced as bagged tactical Saver fares for the Domestic market and tactical Saver fares for the International Short Haul market, excluding Trans-Tasman.

The class includes 1 piece of checked baggage (up to 23kgs), with fares non-refundable.

VA indicates the new classes may not be available year-round.

For more info, contact your VA Industry Account Manager.

**MEANWHILE**, Virgin Australia has expanded its codeshare network with Singapore Airlines and SilkAir to include two new destinations in Myanmar.

The VA code has been added to SQ’s daily Singapore-Yangon service, SilkAir’s daily Singapore-Yangon direct flights & MI’s thrice weekly tag-on flight to Mandalay.



## Window Seat

**A SHARP-EYED Travel Daily** reader has noticed a very surprising similarity between the TravelManagers logo which launched last year (**TD** 18 Aug 14) and that of a dating app called Clover.

Similar to the wildly popular casual hook-up site Tinder, Clover debuted in the US just over 12 months ago and promotes itself with the tag line “Get Lucky! Clover is the fastest way to meet new people”.



**Spot the difference?**



## Quest Albury on Townsend – opens 4th May

Quest Albury on Townsend is set to continue to deliver the high standard of premium accommodation business and leisure travellers have become accustomed to on the border. Conveniently located on Townsend Street within close proximity of Albury’s vibrant retail, dining and business precincts, the property comprises brand new studio, one and two bedroom serviced apartments, on-site car parking, gymnasium and WiFi.

Visit **questalburyontownsend.com.au**  
or **Search “QG” on the GDS**





Friday 24th Apr 2015

## 4 Points Syd going up

**RE-SUBMITTED** plans for a third tower at the Four Points by Sheraton Sydney, Darling Harbour indicate developers are seeking to add two additional floors.

Papers filed with the NSW Planning & Environment office by Savills Project Management, request permission to elevate the already approved new 25-storey tower to accommodate more space for commercial floorspace.

The tower will also be home to a further 231 hotel rooms (**TD** 19 Feb 2013).

The two additional levels will be “barely perceptible in terms of the additional height and scale & there will be no significant impact on the heritage fabric located at the street level”.

## Calbuco ‘red alert’

**AUTHORITIES** in Chile have issued a red alert for travel to the Calbuco volcano in the Los Lagos region of the country following an eruption of the mountain.

DFAT advises that the eruption has resulted in the closure of several airports and border crossings into Argentina.

## Aussies takeover Bali

**BALI** welcomed close to 8,000 more Australian travellers in Mar this year compared to the same month in 2014, new data shows.

According to Bali Government Tourism Office visitor statistics, over 81,340 Aussies entered Bali last month, up around 10% y-o-y.

Arrivals by Australians for the first three months of 2015 have also surged 13%, now tallying upwards of 237,700 and account for one-quarter of all foreign tourist arrivals into Bali.

The next largest source for Bali from overseas arrivals comes out of China, which at 192,383 for Jan to Mar, now accounts for one-fifth (20.29%) of entries.

## SpaceShipTwo 2.0

**VIRGIN** Galactic chief George Whitesides says the company is hopeful of beginning test flights of a new version of SpaceShipTwo (SST) by the end of the year.

Details were revealed close to six month after the original SST was destroyed when it crashed in the Mojave Desert on 31 Oct, killing co-pilot Michael Alsbury.

Assembly of the SpaceShipTwo Serial 2 is 75% complete, a spokesperson for Virgin Galactic commented this week.

“We are on track to start the vehicle’s test program this year,” the spokesperson told the UK’s *Daily Mail Online*.

## OS relay team takes on the world!



## NZ bike, drive module

**TOURISM** New Zealand are developing new modules for its 100% Pure New Zealand Specialist Program focused on cycling and mountain biking and international driver safety.

Chief executive Kevin Bowler said the cycling module would equip agents with the knowledge to sell New Zealand’s “world-class cycling experiences”.

Bowler said the development of an interactive driver safety training module would mean travel sellers can provide “crucial information about New Zealand’s road rules and driving culture to those planning a self-drive holiday.”

The 100% Pure NZ Specialist Program has over 1,000 fully fledged gurus worldwide.

**ABOVE:** Austrian Airlines recruited this crack force team of runners to compete in the 2015 Vienna City Marathon this month.

Through a competition featured in *Travel Daily*’s sister publication *travelBulletin*, three experienced runners were handpicked to fly from Sydney to Vienna to compete in the relay challenge with Lufthansa Group Australia sales manager, Gianni Di Stefano.

Each participant needed to run a section of the 42.2km marathon.

**Pictured** pre-race from left are Jess Bradley, Flight Centre (who ran 11.295kms), Gianni Di Stefano (ran 5.7kms), Dina Head, helloworld Middle Brighton (ran 16.1kms) and Elinor Prevost, America Express Global Business Travel (ran 9.1kms).

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# But who's flying the plane?!!



**ABOVE:** These lucky agents inspected LAN Airlines' Boeing 787 yesterday, a week after the new plane debuted on the Sydney-Auckland-Santiago route.

The launch sees the *Dreamliner* operate all of LAN's daily flights on the route, initially with the 787-8 while later in the year the larger 787-9 will enter the carrier's Australasian schedule.

The flight crew and LATAM md Asia Pacific Patricio Aylwin are **pictured** above during yesterday's special celebration are the flight with Timothy Cavie of STA Travel; Martin Delcanho from Helloworld; Louise Hill of Scenic; Cherrie Drummond from Corporate Travel Management; and Leanne Woolstencroft of Flight Centre.



## Travel Specials

**WELCOME** to Travel Specials, *Travel Daily's* Friday feature. If your firm has released a travel special you'd like to make the industry aware of, send the details to [specials@traveldaily.com.au](mailto:specials@traveldaily.com.au).

**On The Go Tours** is running a 50% off sale on tours of Egypt and Jordan, with the discount applicable to the 14 day King Ramses and 11 day Egypt Unplugged trips departing in Sep, as well as the six day Passage to Petra tour departing 01 Jun-30 Aug. Tours to Egypt and Jordan between Jun and Sep also attract a 25% discount - [onthegotours.com](http://onthegotours.com) or 1300 855 684.

**Falls Creek Country Club** is offering school holiday ski season holidays for just \$377 per night for a couple and up to two school age children. The self-contained apartment complex has a heated pool, in-house restaurant and bar with the deal valid for minimum 2 night stays between 26 Jun and 17 Jul - see [fallscreekcountryclub.com.au](http://fallscreekcountryclub.com.au).

**SeaLink** has released a range of special winter deals including a five day break with return ferry fares for a passenger and car plus accommodation priced from \$300 ppts - see [www.sealink.com.au](http://www.sealink.com.au).

**Jetstar** has launched an International Business Class sale, with fares up the front between Sydney and Bali from \$449 one way. There are also Phuket business class flights from \$599 one way and Sydney-Honolulu starting at \$749 - see [www.jetstar.com](http://www.jetstar.com).

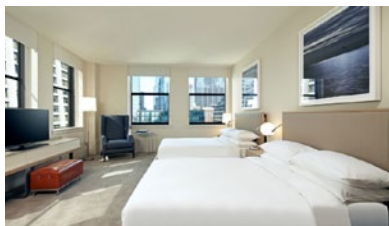
## Hyatt Centric debuts in Chicago

**THE** first of Hyatt Corporation's new "lifestyle brand for modern explorers" (*TD* 28 Jan) has opened this week in Chicago.

Hyatt Centric The Loop has 257 rooms and is located in a 22 storey 1927 art deco office building which has been transformed into an iconic new property showcasing the brand.

Multiple dining options are on offer, along with "modern and urban guest rooms" (**pictured**).

Hyatt Centric targets travellers



who view their hotel as "a hub which connects them to the best of what their destination has to offer" with eclectic and fun design, streamlined service and a "human touch in a digital world".

## Travel Daily

First with the news

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### Oman Air SIN link

**OMAN** Tourism is heralding the launch of new air services by national carrier Oman Air through Singapore which further enhance connectivity to the Sultanate from Australia and New Zealand.

Flights depart Singapore at 0920 and arrive into Muscat at 1215, with the return service departing MCT at 0945, landing at SIN at 2100 the same day.

Country manager for ANZ Mona Tannous said Oman Tourism was thrilled by the recent flight debut, saying it provides a "brilliant" option for travellers to Oman.

The new Singapore service complements Oman Air's existing options via Kuala Lumpur, Manila, Bangkok and Jakarta.

### Expedia wrist app

**EXPEDIA.COM.AU** has joined the throngs of travel companies to roll out an Apple Watch app that goes on sale tomorrow.

The online travel company's app features more than 20 different types of alert for flight status, gate changes, hotel check-in and check-out, car rental pick-up and drop-off times.

'Glance' technology is also offered to provide the most relevant information of a booking.

Expedia says its app will "give people the facts and confidence they need for a better overall travel experience".

### Cricket tonks NZ stats

**NEW** Zealand achieved record visitor numbers for a Mar month this year, with overseas arrivals totalling 291,800 - up 15% on the corresponding period in 2014.

Statistics New Zealand yesterday said inbound visitor numbers were boosted by the Cricket World Cup, the earlier timing of Easter & overseas school holidays.

Arrivals from Australia increased by 13,900 movements, while China and the United Kingdom was up 7,700 and 3,800.

The organisation highlighted that the figure was somewhat skewed by the timing of Easter & school holidays, with arrivals up 8% on the Mar 2013 figure.

## Technology Update

Today's Technology Update is brought to you by  
**Tramada Systems Pty Ltd.**

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*Tramada recognised that if travel agents were going to survive and compete in an increasingly*

*digital world, where the demand for data is relentless, they required an innovative tool to meet that need – we knew we could produce a business intelligence module to do just that:*

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- ✓ Provide predesigned reports based on our knowledge, client feedback and industry needs
- ✓ And of course at a price point that makes sense for our industry and market....

*Tramada has developed a new module that can be activated on an agent's Tramada system that gives them these tools and the capability to use their data and compete on the global stage. It is easy to use, delivers a unique way of producing information that no one else is offering and uses real-time data by being embedded in your tramada® system.*

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Jo O'Brien, Chief Executive Officer, Tramada – your technology partner





## VA top place to work

**VIRGIN** Australia has trumped Qantas in the 2015 Randstand Awards which gauge the most attractive organisations to work for in Australia.

VA claimed the top spot in the survey of 12,000 Aussies who said who they would like to work for.

Qantas was ranked fifth in the poll, while the aviation sector was deemed the most attractive sector to be employed.

## Tennant Crk stopover

**TOURISM** NT and the Tennant/Barkley tourism industry have launched a new TV campaign to promote stopovers at Tennant Creek to the self-drive market.

The campaign encourages the "older" market to take a Battery Hill mine tour which restart soon.

## Granite Is venture

**A MARINE** tourism venture has been proposed for the waters off Granite Island Nature Park at Victor Harbour, South Australia.

Granite Island is accessed from Victor Harbour by bridge & offers guided penguin tours.

The proposal by Oceanic Victor Pty Ltd would enable visitors to swim with fish, handfeed fish from a viewing platform and view sealife from an underwater observatory.

"This proposal has the potential to promote Granite Island and the Fleurieu region and develop an exciting visitor experience that works hand-in-hand with the region's marine park," said SA Sustainability, Environment and Conservation Minister Ian Hunter.

A preliminary assessment of the proposal has already been passed.

## AW free city stays

**CLIENTS** booking itineraries in Canada, India, South America and Africa through Adventure World will be eligible to obtain a free city stay package that includes a night's accom in a four-star property, sightseeing tour and airport transfer.

To qualify, packages need to have a minimum value of \$3,400 in India, \$5,000 in Canada and/or South America and \$7,000 in Africa - call 1300 369 751.

## SWAPA into coalition

**THE** Southwest Airlines Pilots' Association in the USA has joined the Partnership for Open & Fair Skies which is calling for a level playing field against Emirates, Etihad Airways & Qatar Airways.

American Airlines, Delta Air Lines, United Airlines and seven labour organisations are leading the group which alleges the Gulf carriers are being subsidised by their governments.

SWAPA president Captain Paul Jackson says US airlines have been put at a "competitive disadvantage" that is jeopardising jobs throughout the USA.

Friday 24th Apr 2015

## Constellation buys

**QATAR** Holding owned Constellation Hotels has acquired a majority stake (64%) in Coroin, the holding company that owns the Maybourne Hotel Group.

The 5-star group owns three of London's most renowned luxury hotels, including The Berkeley, Claridge's and The Connaught.

## Syd rooms pricier

**AVERAGE** daily rooms rates at hotels in Sydney jumped 9.2% year-on-year to \$228 during Mar, STR Global's preliminary data shows, with the firm citing higher demand due to the ICC World Cup.

## Inland board newbies

**INLAND** NSW has named two new independent directors to its board, appointing principal lawyer of Antcliffes, Alyssa Antcliffe & MyTravelResearch.com director Bronwyn White.



Sail around the world on an **APT** small ship cruise with this month's exciting **Travel Daily** competition, brought to you in partnership with Australia's leading award-winning cruise operator APT.

Every day we'll be taking you on an adventure, showcasing the many highlights and destinations available on an APT Luxury Small Ship cruise. The person with the most correct answers, and who wows us with the most creative answer to the final question, will win the following unforgettable prize: an all-inclusive '17-day Southeast Asia Adventure' Expedition Small Ship cruise for two, departing 14 June 2016. Send your answers to: [APTcomp@traveldaily.com.au](mailto:APTcomp@traveldaily.com.au)

Q16. True or false? On APT's 13-day Majestic Fjords luxury Boutique Collection cruise you will sail into the Arctic Circle.

Hint: [CLICK HERE](#), see p20.



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