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Incentive payments

TRANS Pacific airline partners Qantas & American Airlines have confirmed they agreed to "one-time payments" to assist with the launch of AA's LAX-AKL and QF's SYD-SFO route.

Documents filed by QF/AA with DOT confirm the payments were negotiated as part of the overall commercial deal and "reflects the parties' good faith efforts to share the costs and benefits associated with launching new services".

The precise payment figure was redacted from public viewing.

QF/AA said they anticipate the new routes will "ultimately prove profitable", with the incentive payments aiding with "significant start-up costs associated with launching new services".

"There is also frequently a lag time in uptake for new services," the carriers explained to the Department of Transportation.

QF/AA plan new products

QANTAS & American Airlines have insisted the US Government approve a Restated Joint Business Agreement (JBA) "without delay" after formally responding to the US Department of Transportation to argue the alliances benefits.

The airlines are seeking antitrust immunity "to engage in the close cooperation and coordination necessary to deliver substantial public benefits," QF/AA told the DOT in a 54-page submission.

In the submission by lawyers, AA rejected "any notion" prior to receiving a grant of antitrust immunity for its newly launched Los Angeles-Sydney flights that its operation is commercially viable under the current JBA.

"It is not. American's operation can only be sustained through the support of an integrated JBA under the metal-neutral ASA

[Alliance Settlement Agreement]".

"American proceeded with the decision under the assumption that the parties' application would finally be ripe for review and approval. Indeed the new joint business service will bring consumers considerable benefits.

"But this launch - along with the other potential options and offerings that the parties have planned under the JBA - cannot be sustained without the Proposed Alliance and without antitrust immunity," the applicants stated.

Under the proposed alliance, QF & AA said they "are entirely indifferent" if a pax flies on QF or AA metal on the LAX-SYD service "because their incentives are fully aligned, their optimal strategy is to collaborate, innovate & integrate their networks to generate as much traffic as possible on joint business routes".

QF/AA forecast "considerable" growth in passenger volumes under the Restated JBA, tipping capacity of 836,492 for FY2016, rising to 998,768 for FY2018 and 1.39 million for FY2020 - nearly a 20% increase within five years.

"New fare products and efforts aimed at stimulating demand" have also been flagged for the existing LAX-SYD trunk route.

QF/AA urged the DOT to make a decision, highlighting the NZ Minister of Transport has already granted approval and the ACCC has issued its Draft Determination in favour of the expanded pact.

Today's issue of TD

Travel Daily today has four pages of news and photos, plus a full page from: ([click](#))

- AA Appointments jobs

9 QF/AA joint routes

QANTAS and American Airlines have confirmed they intend on revenue sharing on nine routes under their proposed Restated Joint Business Agreement.

According to a submission by the carriers to the US Dept of Transportation, the scope of the joint venture will include the DFW-SYD, LAX-SYD, LAX-JFK, LAX-AKL, SFO-SYD & YVR-SYD routes, from mid-2016 to 2018.

Two other routes are mentioned on the submission but are not available to be viewed publicly, while a ninth potential city pair has also been discussed to come online "after 2019", the airlines told the US Government on Fri.

Air France incentive

AIR France has launched a new incentive with a trip to Disneyland Paris as the prize.

Until 01 Mar, agents can earn points for selling return tickets from Australia to France/Europe.

One point is awarded for every Economy return ticket, three for Premium Economy and five for Business class.

To enter, agents must send their name and agency, pax name and ticket number/PNR number to mail.webpromo.au@airfrance.fr.

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Only candidates that meet the minimum requirements will be considered and contacted.

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QF MCY resumption

QANTAS Airways has returned to Sunshine Coast Airport after stopping flights ten years ago.

The first QantasLink Boeing 717 jet aircraft arrived from Sydney yesterday with a full passenger load and Qantas is reporting near-capacity passenger loads through the summer period.

Following the holiday period, from 08 Feb, the service will be rescheduled to cater for business travellers and will depart Sunshine Coast Airport (MCY) at 0640 and fly out of SYD at 1740.

EY/S7 c'share boost

ETIHAD Airways is expanding its codeshare partnership with Russia's S7 Airlines to include eight additional destinations.

From 16 Jan, Etihad will place its code on S7 domestic services from Moscow to Chelyabinsk, Krasnoyarsk, Novosibirsk, Novy Urengoy, Omsk, Perm, Rostov-on-Don and Sochi.

TAA applauds rate reform

RECOMMENDED changes to the structure of penalty rates on Sun and public holidays by the Productivity Commission have been lauded by the Australian Hotels Association and Tourism Accommodation Australia.

Titled 'Australia's Workplace Relations Framework', the Productivity Commission's report outlines modern-day operations in the industry no longer reflect the conditions from when the rates were first introduced 50-years ago; recommending instead that Sun should attract the same penalty rates as Sat.

TAA chair Martin Ferguson welcomed the recommendations, saying it was a "refreshing contribution to the issue.

"We don't support abolishing penalty rates, but we do believe that 'premiums' such as excessive Sun and public holiday penalties should be reformed."

The findings echo the sentiment of another report commissioned by TAA and researched by Deloitte Access Economics which conclude "reductions in penalty rates may improve the availability of weekend services and could create more employment opportunities for both existing weekend workers and the currently unemployed".

The former Federal Tourism Minister said he hopes the recommendations would "flow through" to the Fair Work Commission's review of the Hospitality Award, expected in early 2016.

Maldives bargain

TEMPO Holidays are offering 45% off all rooms at the Sheraton Maldives Full Moon Resort & Spa until 31 Mar, for stays between now and 31 Mar.

SU lauds acquisition

FLIGHT Centre's acquisition will allow StudentUniverse to grow within existing markets and scale worldwide, the company says.

"We will have the resources to build an even bigger and better service," StudentUniverse ceo Atle Skalleberg, said yesterday.

Skalleberg said the deal will eventually help launch web and mobile services, giving young travellers access to "more travel deals than ever".

StudentUniverse will continue operating as an independent entity and Skalleberg will report to Dean Smith, president of FCTG Americas.

Hainan adds LAX-CSX

HAINAN Airlines will launch a nonstop service from Los Angeles to Changsha on 21 Jan.

The route will be serviced by Boeing 787 Dreamliners and flights will depart LAX on Mon and Thu, returning the next day.

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Phuket, let's go sailing!

THESE Flight Centre agents have just returned home from having sampled one of Intrepid's Phuket Sailing Adventures.

Setting off from Phuket, the group sailed the region, taking in the turquoise water, sandy beaches and limestone peaks of Thailand and visiting islands such as Ko Phi Phi and Railay.

Pictured soaking up the Thai sunshine on the deck of their sail boat are Felicity McKay, FC Doncaster; Kieran Betts, FC Batemans Bay; Candice Jenkins, FC Darwin Hyper Red; Holly McLaren, FC North Essendon;

Emma Chester, Intrepid Group agent sales; Tamara Petschenyi, FC Heartland Product; Jayde Chambers, FC Aldinga; Vicki Trpcevska, FC Roselands; Mitcham Duval, FC CBA Flagship; Nicole Cocks, FC Samford; Holly Gurskis, Flight Centre host; Helen Galloway, FC Garden City WA; Kristy Flay, Intrepid Group host and Jane Stott, FC Geraldton.

Silversea all-inclusive

A RANGE of fully-inclusive cruise -only fares have been introduced by Silversea Cruises on select 2016 Mediterranean, African and Asian voyages.

The packages include shore excursions, wi-fi and luxury hotel or safaris for 33 itineraries sailing aboard *Silver Cloud*, *Silver Wind* and *Silver Spirit*, joining the previously announced *Silver Shadow* Asia departures.

BNE lauds AC boost

BRISBANE Airport Corporation (BAC) has sung the praises of Air Canada, which this week revealed it would up its commitment to the Queensland capital, lifting frequencies ex Vancouver from thrice weekly to daily inside three weeks from launching the route.

"The new daily service is a windfall for Queenslanders who now have unparalleled connectivity to Air Canada's domestic network of 64 Canadian cities as well as 52 destinations in the United States," BAC ceo and managing director Julieanne Alroe said.

Air Canada begins flights to BNE on 01 Jun using Boeing 787-8 *Dreamliners* and will upgauge the route to daily effective 17 Jun.

Tas free wi-fi hotspot

THE Tasmanian Government has launched the first hotspot for free wi-fi in Bridport, with a further 46 locations earmarked to receive the technology in the future.

The initiative is aimed at enhancing the visitor experience across Tasmania's cities, towns and popular tourist landmarks.

Visitors will be able to access 30 minutes of wi-fi services free at each network location, each day.

More than 150 access points at 47 sites across 26 locations, such as Freycinet, Cradle Mountain, Salamanca Place and Port Arthur, are set to receive the technology.

AM to Amsterdam

AEROMEXICO has scheduled thrice-weekly flights from Mexico to Amsterdam, commencing 29 May using Boeing 787 aircraft, providing greater connectivity to the main cities in Mexico and in Central and South America.

Park City Gondola

PARK City, Utah has become the largest ski resort in the United States after opening the 500-seat Miners Camp Restaurant and the Quicksilver Gondola, linking the mountain with Canyons Resort.



Window Seat

LONDONERS have another reason to avoid eye contact on the London Underground after a group hung mistletoe from the roof of the peak hour tube.

The people behind the gag have called themselves 'Mistletube', declaring "we wanted to bring some Christmas cheer to one of the most miserable places in the capital".

Twitter has taken to the idea, posting images of unlikely couples under the mistletoe.

These gentlemen don't look too comfortable with the idea...



A&K grows portfolio

ABERCROMBIE and Kent has expanded its offering in South America for 2016 and for the first time will venture to Columbia.

The 10-day Colombia Revealed journey explores the country's capital Bogota, Cartagena and the Rosario Archipelago.

Also new is an eight-day private journey in Costa Rica which visits Tortuguero National Park and the Arenal Volcano region, and in the Galapagos Islands several new vessels are available.

EK new A380 routes

EMIRATES has confirmed it will deploy A380 aircraft to Birmingham (BHX), Prague (PRG) and Taipei (TPE) next year.

Emirates' daily Birmingham flight will be up-gauged beginning 27 Mar while Prague and Taiwan will be added to the superjumbo network starting 01 May.

A second A380 will be added for Barcelona from 01 Jun.

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VA SITA tech first

AIR transport IT specialist SITA has partnered with Virgin Australia to unveil 14 new hybrid desk check-in systems that switch from self-service bag drop to full-service traditional counters within five minutes.

Designed to streamline the check-in process, the common use platform is the first world-wide to be implemented with the latest IATA specifications.

SITA's new technology first debuted at the new domestic terminal unveiled at Perth Airport last month.

Sol Is-Vanuatu pact

THE Solomon Islands and Vanuatu have inked a refreshed Air Service Agreement (ASA) and Memorandum of Understanding (MOU), both aimed at forming the basis for further cooperation.

Permanent secretary for the Ministry of Communication & Aviation Moses Virivolomo said the key to the MOU was to have in place a clear record that took away any guesswork or ambiguity from future negotiations between the two countries.

"Naturally we are trying as a country to ensure that firstly, there is no repeat of the impasse that took place between Fiji and the Solomon Islands last year and just as importantly, that reciprocity and fairness remain paramount with all our ASA agreements," Virivolomo said.

A creative festive treat



ABOVE: A lot of patience and care has been put into this entry for the Air Canada comp by Flight Centre's Isabelle Tremblay.

Crafted painstakingly by hand, Isabelle has successfully created Air Canada and **Travel Daily** themed snow globes out of gelatine after weeks of trial and error, as well as "lots of encouragement" from her six-year-old son.

Isabelle says that "there is something so magical about

snow globes, they're such great reminders of all the places I have been."

For your chance to win a return trip for two to Canada, send us your very own festive photo.

Details on how to enter **below**.

Ramada appointment

WYNDHAM Vacation Resorts Asia Pacific has announced the appointment of Damien Larkin as the new resort manager of Ramada Resort Phillip Island.

Christmas Mouseketeers



THE Disney Destinations team has been busy the past few weeks delivering Disney Christmas goodies to more than

50 top selling agents in a mark of appreciation for their outstanding efforts selling Disney holidays over the past 12 months.

Pictured from left is Disney's Australia & NZ team, comprised of Michael Cassis, Tory Martin, Louise Walker & newly appointed Head of Travel & Business Development, David Clark.

TAM's new metal

TAM Airlines' first A350 XWB landed in Brazil on Fri to obtain its Brazilian registration.

The carbon-composite aircraft is the first A350 in the Americas.

Its inaugural commercial service is scheduled for operation in Jan from Sao Paulo Guarulhos to Manaus, Amazonas.

Later in the year it will begin flying from Sao Paulo to Miami, Madrid and Orlando.



Celebrate Christmas with Air Canada and win!

Air Canada is gearing up for an exhilarating 2016 with the launch of its first non-stop Dreamliner flights from Brisbane and the unveiling of an industry-leading on-board product – including its first premium economy cabin – on its daily Sydney-Vancouver route.

To celebrate Air Canada and **Travel Daily** are offering two round trip Air Canada economy class tickets, from either SYD or BNE. All you need to do is create a fun Christmas photo featuring Air Canada and **Travel Daily**, then send it to aircanada@traveldaily.com.au before 31 Dec!

Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry - sign up at www.traveldaily.com.au.

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