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Monday 8th February 2016

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Official guide to AFTA '16

THE Australian Federation of Travel Agents has launched an 'official guide' for 2016, providing expert commentary from the who's who of the travel and tourism industry.

AFTA chief Jayson Westbury told **TD** the 2016 AFTA travel pages provides "many insights from a range of political and industry leaders, including a focus on the state of tourism organisation plans for the year ahead".

Contributors include AFTA's Gary O'Riordan, Council of Australian Tour Operators chairman Dennis Bunnik, CLIA Australasia comm

director Brett Jardine, Tourism & Transport Forum chief Margy Osmond and IATA's Ian Lorigan.

There are remarks from every state and territory tourism board and a message for agents from Minister for Trade & Investment Andrew Robb calling for the trade to "seize the opportunity" presented by the Trans-Pacific Partnership Agreement

Senator Richard Colbeck urges agents to work with tourism operators to package experiences leveraging Tourism Australia's *Restaurant Australia* campaign into regional areas.

While Shadow Minister for Tourism Anthony Albanese says travel & tourism is a "super growth sector for Australia over the next 20 years".

See www.afta.com.au for a soft copy of 2016 AFTA travel pages.

LHW agent incentive

LEADING Hotels of the World (LHW) is offering the agency with the highest percentage increase in sales during Feb the chance to win a four-night stay at the stunning Laucala Island Fiji.

To be eligible, agencies need to book a minimum of \$10,000 in revenue with LHW through the GDS (using code LW), via the group's reservation office or online at www.lhw.com.

More details on **page seven**.

Today's issue of TD

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

- Leading Hotels of the World
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Excite product head

FORMER head of contracting at The Travel Corporation Louise McAlpine has been appointed as head of global product contracting at Excite Holidays. McAlpine is tasked with leading the wholesaler's product team in securing direct hotel contracts.

Virtuoso open Asia-Pac HQ

CAPITALISING on growth out of the Asia Pacific region, luxury travel network Virtuoso has officially opened its new regional office in Sydney.

In Australia for the opening last week, Virtuoso senior vp of Global Membership Partnerships, David Kolner said investing in the region was a "key ingredient" in expanding the brand globally.

"This move represents our increased focus on international expansions and our continued investment in developing Virtuoso in the Asia Pacific region to the benefit of our members and partner suppliers," he said.

Kolner said Aussie travellers tend to take longer and more in depth holidays and expect "a high standard of service".

"Globally, we are seeing a trend for high standards and the upmost quality of service in other markets," Kolner added.

Virtuoso Asia-Pacific md

Michael Londregan said the firm has witnesses strong momentum for luxury travel out of the zone, driven by the expansion into Hong Kong & Singapore in 2015, along with organic growth from existing members.

The local HQ is located at 210 George St, Sydney and is manned by Londregan and staff.

Luxperience pop ups

THIS week Luxperience will host the first of its four 'pop up' events in Perth on Wed at Fraser Suites.

The events will aim to promote Events by Luxperience & its ability to create business connections amongst MICE buyers.

The Perth event will focus on corporate buyers while the other pop ups will also welcome leisure travel and meeting specialists.

Forum-style pop ups will be held in Melbourne (09 Mar), Brisbane (05 Apr) and Sydney (03 Jun), to attend, [CLICK HERE](#).

Scenic ERC pre-release

SCENIC has frozen 2017 prices at 2016 rates as part of its newly released 2017 Pre-Release Europe River Cruising program.

Offers include fly free to Europe year-round when booking a Standard Suite on a cruise of 11 days or longer - brochure [HERE](#).

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SIA takes Tiger Airways private

SINGAPORE Airlines Group will take Tiger Airways (Singapore) private (**TD** 16 Jan) with 93% of shareholders accepting the carrier's \$802.4 million offer for the budget airline as of 05 Feb.

SIA already owns 40% of Tiger but raised its offer for the carrier to 45 Singapore cents a share in Jan - up on its Nov offer of 41 Singapore cents a share.

The closing date for buying Tiger Airways Singapore shares has been extended to 19 Feb by SQ.

Despite cancelling unprofitable routes and cutting capacity, TR has posted losses in nine of the past 12 quarters, *Bloomberg* said.

Summer holidays

CLOSE to one-third of Aussies who took a domestic holiday during the 12 months to Sep 2015 travelled over summer months, new Roy Morgan data shows.

According to the company's latest poll, 29% of Australians - or just over 2.6 million people - went on a vacation in the Dec to Feb quarter, compared to 25% in autumn and 23% in both winter and spring.

Tasmania is the most likely state to lure holiday-makers over summer, with 35%, while not surprisingly there was a common coastal theme among the top zones to visit in the hot months.

The most popular regions for a domestic summer holiday were Caloundra/Southport, Qld & the Central Coast, NSW (both 40%), The Lakes, Vic (39%), Brisbane (38%), Hunter Valley, NSW (37%), the North Coast & Far North Coast, NSW and Noosa, Qld (all 35%).

View the full report **HERE**.

McGeary accolade

GEOFF McGeary OAM has been bestowed with the honorary title of Australian Tourism Legend at the 2015 Qantas Australian Tourism Awards held last Fri night in Melbourne.

The industry pioneer and owner of the APT Group family of brands was humbled to receive the award.

"The Australian tourism industry is the best in the world - we get to work with outstanding people and product in the most stunning destinations," he said.

"To be recognised as having made a leading contribution, when the standard of what we collectively deliver is so high, is an absolute honour," he said.

Tourism Minister Richard Colbeck congratulated all 26 winners recognised at the gala.

"Visitors flocked to Australia in record numbers in 2015 and without these industry award winners, Australia couldn't come close to being the highly desirable and memorable destination it is for visitors," he said.

Winners for the different categories were spread across the country - view the full list **HERE**.



Window Seat

ACTOR Ian Ziering, best known for his role as Steve Sanders in *Beverly Hills 90210*, is having a career change: he's becoming a travel agent, well, pretty much.

The one-time teenage heart-throb is using insider knowledge of celebrity hangouts to launch *CelebrityHideaways.com*.

The website aims to help every day travellers feel like celebrities by sharing news, tips and experiences on how to travel like the rich and famous.

Apparently destinations on the site have been visited by 'A listers' such as Beyonce, Jay Z and Ashton Kutcher.

American media reckon Ziering caught the entrepreneurial bug from his appearance last year on *Celebrity Apprentice*.

He's already been offered accreditation by The American Society of Travel agents and invited to their global convention in Sep.

Welcome to the industry Ian!

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Another huge tower for Dubai



A NEW observation tower has been approved for construction at Dubai Creek by Dubai's ruler HH Sheikh Mohammed Bin Rashid Al Maktoum.

The name and the height of the tower is yet-to-be formally confirmed.

The structure (pictured) is designed by acclaimed Spanish/Swiss architect Santiago Calatrava Valls and will become a monument and cultural & tourist landmark "combining Islamic architecture & modern design," chairman of Emaar Fadel Al Ali said.

The tower will be directly linked to the central island district of Dubai Creek Harbour, featuring a vibrant 4.5km creek boardwalk offering retail, dining, leisure and entertainment choices.



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China Private Travel

A SECOND 'Private Travel' guide, specific to China, has been rolled out by Insider Journeys.

The 48-page brochure features a broad mix of independent touring options through China, focused on famous sites and attractions, with exploration of less visited and lesser known regions.

Options include the private tour 18-day tour of Beijing, Sichuan and Tibet, a five-day exploration of Rainbow Mountains (Zhangye Danxia Landform Geopark) and Norden Camp in Ganzu Province.

Latin Radisson Blu

CARLSON Rezidor Hotel Group has expanded its upper-upscale Radisson Blu brand to the Latin American market with last week's debut of the Radisson Blu Belo Horizonte in Brazil.

The 176 room & suite property will be joined by sister hotel Radisson Blu Santiago, La Dehesa in Chile during Q2 of 2016.

HX US flight approval

HONG Kong Airlines Ltd has been given a green light to launch commercial services to the USA.

Approval from the US Dept of Transportation paves the way for HK to commence four weekly services to Saipan in the Northern Mariana Islands and Guam.

QR, Meridiana MOU

THE parent company of Italian carrier Meridiana has signed a Memorandum of Understanding (MOU) with Qatar Airways, with the pair agreeing on the "pillars of a business proposition".

WDS operational

CHINA'S Hubei Province has a new airport, providing easy access to the Taoist temples near Mount Wudang.

Wudangshan Airport launched operation on Fri, and will be accessible from Tianjin, Kunming, Hangzhou and Xi'an.

Colossal Europe Incentive



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Win with Patagonia

This week *Travel Daily* and Patagonia are giving one lucky reader the chance to win a Patagonia Black Hole Pack 25L valued at \$149.95. Patagonia is an outdoor adventure apparel company on a mission to build the best product, cause no unnecessary harm, use business to inspire and implement solutions to the environmental crisis. Check out www.patagonia.com.au



The Black Hole Pack is one of their signature packs and is a burly daypack with weather-resistant protection and durability perfect for day trips and hiking adventures.

To win, send the most creative answer to patagonia@traveldaily.com.au

Tell us in 25 words or less the adventure you'd like to take this bag on.

patagonia

Aloft enters Paraguay

STARWOOD Hotels & Resorts Worldwide has opened its first Aloft branded property in Paraguay in Latin America.

The 120-room Aloft Asuncion is located near shops, restaurants and city's World Trade Center.

MCY improvements

SUNSHINE Coast Airport will receive improved Border Force facilities and services to handle international flights.

Refurbishments include a close-circuit television network, electronic examination facilities, trace detection technologies and in 2016-17, Departure eGates will be introduced.

Deputy Prime Minister and Minister for Infrastructure and Regional Development Warren Truss said "At the end of that process, we hope to be able to designate the Sunshine Coast Airport as a restricted use international airport".

The Minister for Immigration and Border Protection Peter Dutton said "Currently, the range of technologies needed to support international flights is brought to the airport temporarily from Brisbane as required by international arrivals and departures".

Sabre NDC with AA

AMERICAN Airlines Preferred and Main Cabin Extra Seats will be available through Sabre's travel marketplace using NDC-based technology standards.

This implementation of New Distribution Capability (NDC) technology standards for ancillaries sold through a GDS is a first for both companies.

PEK ladies-only lanes

BEIJING Capital International Airport has opened female-only security lines to deal with additional passengers travelling for the Spring festival, China Aviation Daily has reported.

A security officer said female passengers often carry items that can be embarrassing for male security personnel to check.

We miss the tennis...



IT MIGHT not be Thu, but we're throwing back to the tennis, which these Virtuoso agents were lucky enough to enjoy.

Hosted by Greater Palm Springs and Gate 7, the group were greeted by champagne at the stunning 'Glasshouse' overlooking the entrance to the Australian Open Tennis Park.

They were then updated on the range of experiences on offer in Greater Palm Springs followed by a new destination training video.

Agents then sat back for a quick win by Andy Murray.

Jet Airways Q3 result

JET Airways had a whopper of a Q3, reporting the highest ever quarterly profit of \$97m.

The record marks the third consecutive profitable quarter.

In the quarter, Jet Airways carried 19 million passengers.

Carnival ship tally

CARNIVAL Cruise Lines' ship tally will be 25 when *Carnival Vista* joins the fleet in Apr, not 26 as mentioned in *Travel Daily's* story last Fri.

Account Manager Maternity Replacement Sydney or Melbourne based



If you are seeking a challenge with a fast paced, exciting industry player, this could be your opportunity of a lifetime. We have a maternity replacement role to fill and are looking for an Account Manager who is passionate about the travel industry, has a great personality and can deliver on revenue targets while developing business opportunities with existing and new partners throughout Australia.

The company is Tourism Holdings Ltd (**thl**), the brands include:

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The successful candidate will be able to develop/increase our profile with trade partners, organise and attend agent famils, represent all brands at trade/consumer shows and events (including weekend work) and have strong presentation skills.

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For more information contact Katherine Smith, Senior Human Resources Advisor on 02 9391 4000. To apply send your application to pacifichr@travelport.com with the position title in the subject. Only shortlisted applicants will be contacted.



Brochures

WELCOME to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



Infinity Holidays - Gold Coast 2016/17

Infinity Holidays' latest brochure has quite a few new additions including the Aqua Duck Land & Water, Jet Ski Tour and the Tangalooma Wrecks, Dolphin & Snorkel Cruise. Also featured is the recently opened Elements of Byron Resort & Spa. Information on family packages, car hire, transfers, theme parks and tours and experiences can be found in the new brochure. Highlights include the Natural Bridge

Glow Worm Night Tour where guests can ogle at glow worms without travelling to New Zealand. Accommodation ranges from Byron Bay, Surfers Paradise, Ashmore and Tweed Heads.



Qantas Holidays - USA & Canada 2016/17

Qantas Holidays has introducing lots of new products to this year's range, including Eagle rider motorcycle hire, Wizarding world of Harry Potter (opening 07 Apr 7), Universal studios Hollywood and Exotics racing in Las Vegas. New product has been introduced in the parks, lakes, canyons in the West of the USA and in Texas and the South there's the new Music and the Mighty Mississippi tour – a premium escorted tour

departing Chicago to New Orleans. New additions in Canada include the Yamnuska Wolf Dog Sanctuary, just out of Banff in Canmore and in Alaska, the Kenai Fjords with Glacier Dog sledding.



Harvest Journeys - 2016

Catholic religious tour specialist Harvest Journeys has released its 2016 brochure offering fully escorted pilgrimages visiting the most destinations and sites from Israel, Italy, Lisbon, Paris, Greece and Turkey. Tours include the 16-day Journey of Christ, starting in Amman and travels through Bethlehem, Nazareth, Galilee, Jerico, Bethany and concludes in Jerusalem. There is the option of a four-day pre-tour with

highlights including Shobak Castle, a guided walking tour of Petra and a visit to Wadi Mujib - the Jordanian 'Grand Canyon'.

Announcing the 2016 Visit USA Expos



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BRISBANE: Pullman Hotel - February 16th

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Cathay's new metal

THE delivery of Cathay Pacific Airways' first Airbus A350 XWB has been delayed until late Apr, due to a cabin product issue, China Aviation Daily reports.

The new fleet, which will be equipped with in-flight internet (*TD* 10 Mar 15), was originally due this month.

Cathay said the team "is working closely with Airbus and the product supplier to minimise the risk of any further delays".

Port Stephens pitch

DESTINATION Port Stephens has launched an online and digital campaign beckoning travellers to "Fall in Love with Port Stephens".

The campaign includes short-break packages for travel up until the start of Easter, while the first wedding magazine for the area was launched over the weekend.

Visit portstephens.org.au.

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Vic Visitor Committee

A NEW Visitor Economy

Ministerial Advisory Committee has been appointed with the task of steering Victoria's approach to tourism and major events.

Destination Phillip Island Regional Tourism Board chairman and former Victorian Minister for Tourism, John Pandazopoulos is one of 11 appointees and has been named as chair of the committee.

The remaining committee members include: Gary Brown, Rebecca Casson, Tracey Cooper, Gillian Franklin, Justin Giddings, Matthew Jackson, Jeremy Johnson, Natalie Pizzini, Karen Quinlan and Mike Yang.



Win a Hurtigruten cruise

This month, *Travel Daily*, BENTOURS and Hurtigruten are giving away a 12 day Hurtigruten 'Classic Coastal Voyage Return', in a private cabin for 2 people. The prize includes four onshore excursions provided per person, along with Full Board, valued at up to A\$10,000.



All you have to do to win this incredible prize is answer each daily question correctly and have the most creative answer to the final question. Send your entries to bentours@traveldaily.com.au

Q6. Which Hurtigruten ship does not have a stabiliser and is considered to be a 'traditional ship, steeped in maritime history'?



Laucala Island Resort
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The travel agency that wins will receive:

- Return business class air travel for two people on Fiji Airways from the east coast of Australia to Nadi
- Return air travel on private airline, Air Laucala to Laucala Island
- Four nights' accommodation at the all-inclusive Laucala Island Resort in a villa

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To win, simply be the travel agency that has the highest percentage increase in business to our collection of more than 370 member hotels in February 2016, compared to last year. The agency with the largest increase will win.

Terms and Conditions:

- Agency must book a minimum of \$10,000 AUD revenue during the booking period to participate.
- Must be booked via The Leading Hotels of the World channels (LW GDS code) or via Leading Hotels Reservations office or LHW.com (using your IATA)
- Results based on booked business between 1 – 28 February 2016 compared to 1 – 28 February 2015
- Prize must be utilized by an international travel consultant, manager or owner of the winning agency
- Winner will be announced via email in late March/early April 2016
- Prize redemption is subject to availability and blackouts of Laucala Island Resort and valid for 12 months

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MARKETING GURU REQUIRED

MARKETING MANAGER
GOLD COAST – PKG \$75 - \$85K

This industry leader is looking for a marketing superstar to oversee a small team & be responsible for but not limited to managing the end to end of marketing campaigns across all channels from strategy to implementation & measurement of results, working on strategy & branding following strict procedures. Strong salary on offer. Previous experience in a similar role a must plus great communication, leadership & presentation skills required.

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COMMERCIAL MANAGER
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This successful global travel company is looking for a successful Commercial Manager to join their team. You will be responsible for leading the sales & account management activities including leading the team to identify new business opportunities & account manage existing business, executing sales strategies to grow & maximise revenue. Extensive sales & management experience in travel is essential. Executive package on offer.

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This global travel industry supplier is looking for a talented corporate sales manager to lead a team, selling their direct product to the end user within the corporate space. Working alongside their consortia partners, your role will be to design and implement sales strategies and engage directly with corporates to sign preferred deals. Essentially you will have strong corporate business travel contacts and have led a sales team. Want to know more? Call us now.

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LEISURE TRAVEL SUPERVISOR – HEAD OF LEISURE
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This corporate travel company is seeking a competent leisure travel supervisor with a proven track record managing a team of senior leisure consultants. Working with this professional leisure team, you will be responsible for developing & driving the team to achieve results & maintain service levels, whilst remaining hands on consulting by appt only. Experience in a luxury high end leisure travel environment & solid management experience is essential.

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