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Travel Daily

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Thursday 21st January 2016

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NEW ASIA RIVER CRUISING BROCHURE OUT NOW!



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STA reports 26% sales hike

STA Travel is reporting a 26% year-on-year jump in total sales on the first fortnight of last year and a 13% increase in flight passengers.

The destinations recording the strongest growth so far are North America (7%), Europe (20%) and Africa (26%), with South America tracking a 16% hike attributed partly to additional capacity and the upcoming Olympic Games in Rio de Janeiro.

Group product trading and

marketing director, Andrea Robinson, commented they are "delighted to see such a strong start in 2016, and are confident this will continue thanks to our market-leading prices and products such as \$99 international flight lay-by."

"With the uncertainties surrounding our dollar, travel in 2016 is all about value."

Plans to expand on its retail offerings and further develop its sister brand Backpacker will continue, with a renewed focus on student and youth travellers.

O&O Country Escape

EMIRATES One&Only Wolgan Valley Resort is promoting a two-night Country Escape package in the Blue Mountains, priced from \$1,740 per night per villa, valid for travel to 23 Mar - see **page 6**.

Today's issue of TD

Travel Daily today has five pages of news and photos, a front cover page for **Scenic** plus full pages from: (**click**)

- One&Only Wolgan Valley
- AA Appointments jobs
- JITO

Eclipse exposure

SCENIC continues to ramp up awareness of its new ultra-luxury discovery yacht *Scenic Eclipse* (TD Mon), which will commence operation in Aug 2018.

Scenic Eclipse will feature a team of "Discovery Team" experts aboard each voyage, providing guests with "the most incredible discovery experiences possible".

For more details on the six-star ship, see today's **cover page** or go to scenic.com.au/eclipse.

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SQ mulls more of VA

SINGAPORE Airlines ceo Goh Choon Phong says the carrier remains open to expanding its stake in Virgin Australia.

SIA currently holds a 22.8% stake in Australian alliance partner VA, but is analysing boosting its share to 25.9% given its positive outlook - the maximum level already approved by the Foreign Investment Review Board, *The Australian* reports.

"It is always being reviewed because that's the approval limit and we have the liberty to increase it. We look at it & see if we wish to and if we do increase it, we will announce it," Goh said at Canberra Airport yesterday.

Virgin Australia's other alliance partners and major shareholders Etihad Airways & Air New Zealand have a 25.1% and 25.9% each.

AFTA, agents laud SQ CBR

AUSTRALIAN Federation of Travel Agents chief Jayson Westbury has labelled the launch of Canberra's new international services operated by Singapore Airlines as a "major positive" for residents of the Australian capital and surrounding regions.

SQ's four weekly services from Singapore to CBR and tag-on service to Wellington, dubbed the 'Capital Express' will launch in Sep (*TD* yesterday).

Westbury said the flights will be a "big boost to ATAS accredited travel agents in Canberra".

"Singapore Airlines must be congratulated on the announcement," he commented.

Travel agents in and around Canberra have also applauded

the move.

Maria Slater from Maria Slater Travel told *Travel Daily* the international flights are "a big deal for the ACT and surrounds".

"Based on feedback from my clients there is excitement in the air - in particular with the flights to Singapore as Singapore Airlines is a very popular carrier to so many worldwide destinations, via Singapore," Slater said.

"But more importantly, not having to transit in Sydney is fantastic as well."

Jenny Cooper from Queanbeyan City Travel & Cruise referred to Singapore Airlines' entry into Canberra as "the greatest news for the nation's capital".

"We, along with every travel agent in Canberra and the region and of course the travelling public are excited for what opportunity comes from their commitment," she told *Travel Daily*.

On Facebook, Cooper rallied clients who are planning to travel overseas to support the service.

"We deserve to be an international gateway and who knows, it might encourage other airlines to do the same."

Other positive feedback on SQ's Canberra routes came from the Wellington Regional Economic Development Agency, the Accommodation Association of Australia and Tourism Minister Richard Colbeck, who said it will provide "a huge boost for tourism, trade and investment".

Scoot, VA interline

A NEW interline agreement between Scoot and Virgin Australia will connect the low-cost carrier's Singapore-Melbourne service to VA services between Melbourne, Hobart and Launceston.

Passengers can now book flights from Singapore-Tasmania via Melbourne on a single ticket. Tasmanians and visitors leaving the state can also book flights departing Hobart or Launceston to Singapore via Melbourne on a single ticket.

Scoot ceo Campbell Wilson said he was "delighted" to make "value airfares more accessible to Tasmanians and overseas visitors through the extension of our partnership with VA".

The deal is predicted to boost Tasmanian tourism.

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Justin Montgomery joins Amadeus

FORMER Travel the World joint managing director Justin Montgomery, who has worked in the business alongside Andrew Millmore for the last three years, has taken a new role as Head of Commercial at Amadeus.

Montgomery's previous roles also include being general manager sales for Virgin Australia and nine years with The Travel Corporation, most of which was as managing director for the now defunct Creative Holidays.

More industry appointments on page 5 of today's *Travel Daily*.

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Thursday 21st January 2016



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MU clarification

THANK you to the **TD** readers who spotted our error in Tue's issue, referring to China Southern Airlines new services to Brisbane.

Of course, it was China Eastern Airlines which launched flights to BNE last weekend, not CZ.

Canada Corroboree 2016



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Insight/Uniworld brox

INSIGHT Vacations and sister-company Uniworld have joined forces to present a new collection of seamless premium escorted journeys and boutique river cruises in Europe and Egypt.

The Travel Corporation brands have jointly released an all-new brochure containing eight holiday options including a 17-day Portugal and the Douro, 16-day Holland, Belgium, Luxembourg and the Rhine, 15-day Switzerland and the Rhine, 16-day Bohemia & the Danube and others, as well as seven- to 12-day *Egypt Tosca* itineraries in Egypt.

It's the first time Insight and Uniworld have collaborated on a full brochure collection of trips.

For more details, see tomorrow's issue of **Travel Daily**.

StayWell reward rejig

STAYWELL Hospitality Group is ramping up the Stay Well Rewards program, providing extra benefits and bonus offers.

Launched under a new mircosite of staywellrewards.com, members can earn points when their membership card is used by family and friends to earn points event faster.

With new properties opening up or scheduled to debut, the program's reach has also been expanded to include India and soon the United Kingdom.

Guests earn one point per dollar spent at participating Park Regis & Leisure Inn properties globally.

JetBlue pry QF/AA jv

LAWYERS representing US carrier JetBlue Airways have sought a confidentiality affidavit to obtain details on the extent of the alliance between Qantas and American Airlines.

JetBlue's svp govt affairs & associate general counsel Robert Land and three lawyers at Eckert Seamans have signed affidavits, saying they "need to examine certain information" of the pact.

NZ Cooks mega-famil

COOK Islands Tourism and Air New Zealand have announced plans to fly 40 front-line sellers to Rarotonga and its sister islands to participate in a week long trip.

The itinerary includes cultural experiences, lagoon activities and networking, plus a training day to provide agents with the right selling tools and the latest destination information.

The mega famil is scheduled to run from 19-26 Mar, 2016 - to register your interest to attend, see sale.cookislands.travel/trade/

CIT on-demand

THE Travel Industry Network together with the Italian specialists (CIT) has produced a series of on-demand training webinars for agents.

The webinar updates agents on the 2016 CIT brochure & Italian destinations.

CLICK HERE to access the CIT 2016 brochure training webinar.

Window Seat

MACCAS fans are likely to be heading in droves to Japan from next week, with the fast-food chain about to unleash a new sweet and salty offering.

Available for a limited time, the 'McChoco Potatoes' will feature two chocolate sauces - white & cacao - and will be sold across all outlets in Japan.

"The combination creates a wonderful salty and sweet harmonious taste," McDonald's boasts of the 300 yen snack.



Canada Nov figures

THERE was a double-digit drop in the number of Australian's entering Canada in Nov, new data from the Canadian Tourism Commission has revealed.

Figures indicate there was an 11.7% fall in entries by Aussies during the month, dipping from 11,086 in 2014 to 9,791.

For the 11 months to Nov, the figure is up 2.3% to 259,414 for the local market.

Over all markets, Canada has witnessed a 6% year-on-year jump in visitors, now at 4.95m.

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Japan visits up 47%

AN ESTIMATED 376,200 Aussies travelled to Japan in 2015, up 24.3% on the year prior.

The busiest months were in Jan and Dec with 48,583 & 49,400 visitors respectively.

New statistics released by Japan National Tourist Organisation indicate the country's goal of reaching 20m visitors by 2020 was nearly achieved last year, with 19.7m entries, up 47.1%.

Velocity fitbit offer

VIRGIN Australia's frequent flyer scheme Velocity has jumped on the Fitbit wagon, offering a special package for members.

The promo includes the Fitbit Charge HR plus an exclusive collection of Fitbit branded gym towel, water bottle and running arm band, available in black + 1,000 bonus Velocity Points.

Velocity members pay \$179.95 for the package or can redeem the offer for 26,080 points.

My Private Villas reps

INSPIRED Luxury has been named as Australia and New Zealand reps for My Private Villas - a collection of 300+ eclectic luxury properties in 26 countries, available directly from owners.

Locations include the Amalfi Coast, Greek Islands, Caribbean, South America, French Alps and further afield - for further info, see www.myprivatevillas.com.

Three GK MNL routes

THREE new routes linking Japan with the Philippines capital have been announced by Jetstar Japan.

Set to debut from 15 Mar is a non-stop service between Tokyo Narita-Manila, followed by a new Nagoya-Manila service on 01 Apr.

Jetstar Japan will also introduce a new Osaka-Manila route from 07 Apr, complementing sister carrier Jetstar Asia and its four weekly frequencies on the route.

Each of GK's MNL routes will be operated by Airbus A320s.

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Canberra Apt pens historic deal



CANBERRA Airport will soon be able to put the "international" back into it's name, having yesterday announced its first non-stop international flights flying to both Wellington and Singapore via carrier Singapore Airlines.

Acting Prime Minister, Warren Truss, welcomed the news, describing it as a "game changer" for the capital city.

Twenty-five million dollars will be invested into creating a new departure and arrival lounge to accommodate the transition, paid for by Canberra Airport.

Pictured **above** inking the deal are Terry Snow, Capital Airport Group executive director; Goh Choon Phong, ceo Singapore Airlines and Andrew Barr, ACT Chief Minister.



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Industry Appointments

WELCOME to Industry Appointments, *Travel Daily's* Thursday feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.

Ola Kay has joined the **Walshe Group** as its Country Manager for **Abu Dhabi Tourism & Culture Authority**. Kay brings to the table more than 20-years experience working in advertising and corporate marketing, having formerly held positions at Insight Vacations, SBS, Westfield, Vodafone, BT Funds Management and M&C Saatchi.

Lauren Kern has filled the newly created role of Director of Global Product for Corporate Procurement at **Flight Centre**. Kern will be responsible for managing and strengthening partnerships with its North American Supplier partners, as well as facilitate their delivery and distribution, marketing and promotion.

Mantra Group has announced **Andrew Turner** as its Vice President of Acquisitions, Asia. Turner will be based at Mantra's regional office in Singapore and will drive the group's expansion into new Asian markets. Turner is on the National Board of the Australian Association of Accommodation and is an inductee of the HM Magazine Hall of Fame and recipient of the Hotelier of the Year award.

The Melbourne Convention and Exhibition Centre has appointed **Neil Mather**, Senior Manager Food and Beverage; **Grant Padula**, Senior Manager Operations; **Elissa Duke**, Planning Manager and **Samantha Kent**, Business Development Manager.

FRS acquires Clipper

MARITIME group Fast Reliable Seaways (FRS), has acquired a majority interest in Clipper.

"This is an exciting day for Clipper, as we are thrilled to join forces with another industry leader," said Clipper chair and founder, Merideth Tall.

The new acquisition will see FRS launch a new ferry service from Florida to Cuba, pending government guidance & approval.

Tall will stay on as ceo of Clipper, helping to expand the team and support its growth.

Europcar new policy

EUROPCAR has made changes to its security pre-authorisation policy, in a bid to realign itself with the industry standard.

From 01 Feb, AU\$100 will be pre-authorised against the customer's credit card during vehicle pick-up to cover possible additional fees upon return such as refuelling costs & extensions.

Remaining funds will be released at the end of the rental.

Infinity Rail brochure

INFINITY Rail's latest brochure will hit the shelves from 29 Jan.

The new brochure will feature a brand-new Scandinavia page highlighting "Norway in a Nutshell" along with a northern lights adventure in northern Europe, three new pages for Rocky Mountaineer including rail and cruise packages as well as a dedicated Escorted Journeys page with eight- to 14-night itineraries.

CLICK HERE to view.

DL/9W codeshare

DELTA Air Lines and Indian carrier Jet Airways have sought approval from US regulators to launch a new codeshare service on flights between Amsterdam, Mumbai and Delhi.

The 9W code will appear on DL routes from Amsterdam including to Newark, New York JFK, Los Angeles, Vancouver and Calgary.

The DL code will be placed on Jet Airways' flights ex Amsterdam to Hyderabad, Bangalore, Chennai, Kochi and others.

Tripadvisor Top 10

TRIPADVISOR has revealed the top 10 Australian luxury hotels as recognised in its annual Travellers' Choice Awards.

In order, the winning hotels were: Saffire Freycinet, Tasmania; Spicers Vineyard Estate, Pokolbin; Longitude 131, Yulara; Emirates One&Only, Wolgan Valley; Southern Ocean Lodge, Kangaroo Valley; Qualia Resort, Hamilton Island; Islington Hotel, Hobart; Park Hyatt, Sydney; Cairns Coconut Holiday Resort, Cairns; Emporium Hotel, Brisbane.

The top global hotel choices around the world included Umaid Bhawan Palace Jodhpur, India; Shinga Mani Resort, Cambodia and Bellevue Syrene, Italy.

View the full list of hotels **HERE**.

Expedia Empire grows

ONLINE travel firm Expedia Inc is taking up residence in the heart of New York City, having leased over 9,000ft of space on the 72nd floor of the landmark Empire State Building.

LA Performs package

DISCOVER Los Angeles has launched 'LA Performs', a brand new arts package which offers Aussie travellers over \$1,900 in ticket savings when a two-night hotel stay is purchased.

Highlights of the package include: tickets to the Los Angeles Ballet, LA Opera and the Los Angeles Philharmonic.

To take advantage of the special visit discoverlosangeles.com.

Thursday 21st Jan 2016

Cycle Sulawesi

CYCLE tour operator Spice Roads has launched a new nine-day itinerary exploring Sulawesi, Indonesia, priced from

The cycle route will start in Makassar and makes its way over a mountain range to Poso.

Highlights include visits to Kete Kesu, Lake Poso and climbing the Saloupa Waterfall.

FRHI Chinese brand

FRHI Hotels & Resorts, in partnership with Jiangsu Golden Land Group, has announced the debut of Neqta Hotels, a brand new hotel portfolio consisting of upper mid-scale hotels in China.

Its first Neqta-branded hotel opened yesterday, and is located in Shanghai's Xuhui District, close to the city's World Expo site.

The new concept has been designed to "appeal to tech-savvy travellers", with all properties to offer high-speed internet.

Starwood South Asia

STARWOOD Hotels & Resorts has "aggressively" expanded its footprint in South Asia, today announcing it has surpassed its 50 hotel in the region, now operating 54 properties and with an additional 34 hotels in the pipeline.

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