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VA, SQ seek re-authorisation

VIRGIN Australia and Singapore Airlines have lodged a formal application with the Australian Competition and Consumer Commission, seeking a 10 year renewal of their alliance in relation to international air transport services, **TD** can reveal.

According to the carriers, the alliance which commenced in Jan 2012 had been "successful in a highly competitive environment, resulting in significant commercial benefits for the applicants and valuable public benefits".

As well as jointly offering a network of 75 international codeshare destinations connecting to 49 ports in Australasia, the pact has enabled the introduction of new products including joint RTW and Circle Pacific fares and

the Visit Australia Airpass.

Frequencies on routes between Australia and Singapore have risen by 30% with a 12% lift in seat capacity, while VA and SQ have seen a "significant increase in revenues from corporate and government customers".

This has helped enhance their competitive position "especially in relation to rival carrier Qantas and its alliance partners Emirates and China Eastern".

The ACCC has launched a consultation process, seeking input from industry stakeholders on the alliance which is currently authorised until 23 Dec 2016.

Submissions must be lodged by 24 Jun, with the Commission flagging a draft determination in Jul/Aug prior to a final ruling expected to be issued in Oct.

MEANWHILE, Virgin Australia has confirmed its intended routes to China as part of its pact with HNA Group (**TD** yesterday).

VA has requested to operate daily A330 services from a "major Australian airport" to Beijing and Hong Kong (**TD** breaking news), fully utilised by 01 Jun 2017.

Today's issue of **TD**

Travel Daily today has eight pages of news, including a photo page for **LATAM** plus full pages from: (**click**)

- Air New Zealand
- AA Appointments jobs
- JITO
- Air Tickets/EY promo

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Etihaad incentive

AIR Tickets has today launched a promo with Etihad for agents to win \$100 per premium coupon and \$25 per economy coupon.

The incentive applies to EY tickets issued from now until 31 Jul for travel 01 Jun-30 Nov.

See **page 12** for more.

Oz tourism's record year

ARRIVALS into Australia are continuing to surge, with all time high numbers of int'l visitors for the year ending Mar, Tourism Research Australia (TRA) figures released today reveal.

A record \$37.9 billion in int'l visitor spending flowed into Australia during the period, 17% more than the previous year.

The Chinese market maintained its uphill trend, with 23% more visitors and a spend of \$8.9b, lapping the UK's \$3.9 billion in spending, up 10% despite a 2% drop in nights.

Not far behind was the USA, delivering \$3.6b, followed by New Zealand's \$2.6b & Japan's \$1.5b.

"What these annual numbers show is that for every international visitor we attract to Australia, our visitor economy is benefiting to the tune of around \$5,000," explained Tourism Australia md John O'Sullivan.

"With international spending

now growing at more than twice the rate of visitor arrivals, we are really starting to see the economic benefits of pursuing a high yield tourism strategy."

More than half (56%) of arrivals were for leisure, while a quarter came for education.

Spending on package tours jumped by 22% to hit \$4.4 billion, while shopping rose 21% to \$3.8 billion, an additional 28% opted to visit a winery and there was a 23% spike in participation in sailing, windsurfing and kayaking.

Win a trip to the USA

AIR New Zealand is reminding travel agents of its new incentive in which it is giving away return tickets to the USA when booking flights to Los Angeles, Houston & San Francisco in Jun (**TD** Fri).

The #tasteUSA comp will see Air NZ give away two trips for two people each week - see **page 9**.

Germany anyone?

TODAY Travel Daily is launching a new monthly competition to win a famil trip for two people to Germany, courtesy of Lufthansa, sampling LH's Premium Economy product between Singapore and Frankfurt, and four nights accom. For full details, see **page 8**.



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www.aaappointments.com.au

DriveAway Hols sales surge

WORLDWIDE car and motorhome supplier DriveAway Holidays is on target to achieve 160,000 bookings in 2016 from the Australian travel trade resulting in a record six years of continual sales growth.

Speaking with **Travel Daily** Nathan Baber, national industry sales manager, said the firm is seeing demand for a number of key destinations including domestic, Europe and UK with New Zealand being signalled out for surging popularity in motor home rentals.

Behind the boom is a convenient online solution for retailers with Baber saying "retailers are taking up our white labelling offer for their websites which helps them capture online sales in an easy way with little impact upon resourcing".

Additionally, the firm's leasing business featuring Renault and

Peugeot cars in Europe is proving popular, allowing leases up to 175 days and paying commission to the trade of up to 15%.

A 10-free-days promotion is currently available for leases on all Peugeot models.

Origin countdown on

GAME 1 of the State of Origin between NSW and Qld is just hours away from kicking off and there's still a chance to enter our comp to win an NRL Grand Final package for four valued at \$4,000, courtesy of Keith Prowse Travel.

Email your answers to the following Game 1 questions to soo@traveldaily.com.au before 7pm tonight to enter.

1. Which team do you tip to win the 2016 State of Origin Series?
2. What do you predict to be the final score for Game 1?
3. In which minute of Game 1 will the first try be scored?

New Abu Dhabi tax

AUTHORITIES in Abu Dhabi have confirmed the imposition of a new 4% "municipality fee" applicable to any hotel charge.

The impost, effective for all guests who arrive on or after 01 Jun, is on top of a new flat fee of AED15 per room per night, with the 4% applicable to all spending including accommodation, food and beverage and incidentals.

Hotels in Abu Dhabi already charge a 6% "city tax" and a 10% service charge, with the new fees estimated to garner about US\$122 million in additional annual revenue.

Abu Dhabi welcomed around 4m guests who stayed over 12 million bed nights during 2015.

TODAY in the Hunter

CHANNEL Nine's TODAY show will be broadcast live from the Hunter Valley Gardens in NSW tomorrow and on Fri as part of its 'We Love Australia' series.



Window Seat

EMIRATES has created an impressive model A380, 1:3 scale of the real thing, to impart an important message to people at London Heathrow Airport.

The 'plane' (pictured below) is the fifth instalment in Emirates 'United for Wildlife' push.

The jet's super cute animal livery carries a more serious message - raising awareness about the threat illegal wildlife trade poses to the survival of some of the planet's most endangered and iconic animals.



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Eligibility criteria and T&Cs apply. Ends 11:59pm AEST 30/6/16. Max 1 entry/person. NSW Permit LTPS/16/03642.

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Scholarship celebrates 20 years



AVIS hosted an event to launch the 20th year of its Scholarship of Excellence (*TD* yesterday), attended by key sponsors Qantas, Polonius Resources, Southern Cross University, CLIA, AFTA and a number of past winners.

George Proos, Avis Budget Group senior vice president and md, said the award recognised the "best of the best in service delivery," hailing the commitment of the Avis Travel Agents Advisory

Board which has provided input to Avis for over two decades.

Applications for this year's scholarship are now open at www.avisscholarship.com.

Pictured are Russell Butler, Avis Travel Industry Manager; Robyn Sinfield, the inaugural winner of the scholarship in 1997; Adrienne Witteman (2007); Kim Hatherly (2008); George Proos, Avis md; Michelle Ashcroft (2003) and Belinda van Tholen (2015).



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Seatfrog leaping ahead

SYDNEY travel tech startup Seatfrog has secured \$1.2 million in a seed funding round led by HOWZAT Partners to launch their new technology which offers last minute airline seat upgrades in a live auction process.

Passengers can use their mobiles to bid on empty seats right up until the departure gate - allowing airlines to maximise revenue on seats that would otherwise fly empty while "democratising" upgrades.

Seatfrog's advisory board has attracted industry heavyweights including former Qantas International chief executive officer Simon Hickey and leading aviation lawyer Richard David.

Co-founder and ceo of Seatfrog Iain Griffin said his program is a solution to the "millions of premium class seats flying empty across the globe" each year.

Advisor Simon Hickey said

Seatfrog is "undeniably ahead of the curve".

"It brings a level of intelligence and capability we haven't seen before and I'm excited to see them drive innovation with airlines," he continued.

Seatfrog is in private beta mode and will launch later this year.

See more at seatfrog.com.

Rockpool to close

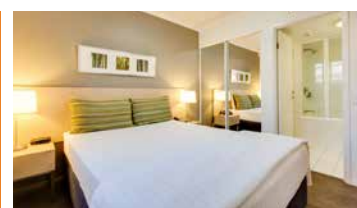
NEIL Perry has announced the closure of one of his Sydney restaurants, sometimes referred to as the "Qantas dining room" by some of QF's senior execs.

Rockpool is one of Australia's most awarded restaurants, Perry said in a statement, "however after much consideration and conversation we have decided to move away from the traditional concept of fine dining that Rockpool Est. 1989 has forged its reputation on".



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Indigenous Ibis hotel

ACCORHOTELS has refreshed its existing ibis Olympic Park property in Sydney, adding brand new indigenous-inspired artwork and decor.

Group chief operating officer Simon McGrath commented the project forms part of Accor's wider commitment to reconciliation, and to create more Aboriginal jobs & opportunities.

The new look, designed by Indigenous-owned creative agency Balarinji, will officially debut tomorrow and will coincide with National Reconciliation Week 2016.

easyJet 186-seat A320

ULTRA low-cost UK airline easyJet is cramming an extra row of seats into its Airbus A320 jets, boosting capacity to 186 seats.

Yesterday, easyJet unveiled the first of the new narrow-body aircraft configured with the 'Spaceflex' seat.

The extra row was achieved by using "previously unused space at the rear of the aircraft," while retaining "both the average seat pitch and minimum seat pitch".

Seats also feature tray-tables on which passengers can stand a tablet device.

EasyJet will retrofit its entire A320 fleet with the Spaceflex 2 layout, which is expected to take around two years to complete.

Most budget airlines using the A320, including the likes of Jetstar, have 180 seats equipped on their similar aircraft type.



THE Travel Corporation's largest and final cash prize was this week awarded to the unsuspecting Barney Gordon from Global Travel Directors, who believed he was heading to a routine meeting to discuss Trafalgar's latest USA/Canada product offerings.

After the so-called meeting, Gordon was led to a private dining room where he opened the door to find TTC CEO John Veitch holding a comically large \$50,000 personalised cheque addressed to him.

"This truly is life changing money and I will make sure I spend it wisely," said the shell-

shocked Gordon.

"I will certainly be ticking some destinations off my bucket list and I know my wife has her eye on a new kitchen."

Pictured at the pop-up giveaway (from left) is: David Farrar, head of sales, Insight Vacations; Matthew Cameron-Smith, md, Trafalgar; Micha Harper, sales manager, Insight Vacations; John Veitch, CEO, TTC Australia; Barney Gordon, Global Travel Directors; Leon Smith, Global Travel Directors; Fiona Dalton, managing director, Uniworld; Rachael Harding, head of sales, Trafalgar; Simon Vincent, sales manager NSW/ACT, AAT Kings and Conrad McCall, sales manager.



BUSINESS DEVELOPMENT MANAGER NSW / ACT

An exciting business development opportunity exists with Travellers Choice, Australia's leading independent retail travel agency group. This role is suited to an energetic self-starter, with strong industry relations, diverse business development experience and excellent communication skills. You'll work as a trusted and integral team member reporting directly to the General Manager Sales and responsible for developing the group's membership network and preferred supplier sales in New South Wales and the ACT.

Key responsibilities include development of the agency network, maintaining preferred supplier relations, providing support and promoting sales and marketing activity amongst member agents, and contributing to achievement of the Company's strategic objectives.

Our fast-paced and supportive environment will offer you lots of benefits, including a competitive salary, a friendly team and flexible working arrangements. This is a challenging role that will deliver great rewards to the right applicant.

Applications should be addressed to Nicola Strudwick, General Manager Sales on nstrudwick@travellerschoice.com.

ANA summer promo

ALL Nippon Airways has launched its Summer Inspiration Promotion, offering flights from Sydney through to Tokyo for \$836 return, flying Economy class.

The deal is valid from now until 15 Jun, with the travel period extending through until 30 Nov.

Tahiti webinar

THE Tahiti Travel Connection is offering agents the chance to learn more about cruising in French Polynesia by subscribing to its free webinar which will be held 27 Jun - **CLICK HERE**.

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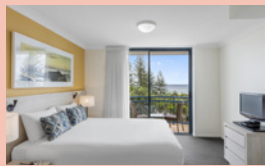


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Accommodation Updates

WELCOME to Accommodation Updates, *Travel Daily's* Wed feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description with an image to accomupdates@traveldaily.com.au.



Gold Coast resort **Oaks Calypso Plaza** has completed its \$1.5 million refurbishment, revealing a fresh new look. Rooms have been restyled with new kitchen bench tops, fresh carpets, bedding and more. The hotel reception, mezzanine level and other common areas have also received a makeover and a fresh lick of paint.



Work has commenced on a \$5 million revamp of 280 rooms at the **Sheraton Princess Kaiulani** hotel in Waikiki, Hawaii. Rooms within the Aina Hau Tower are set to receive new carpets, furniture, wallpaper and blackout drapes. The hotel lobby will also be rejuvenated, with a total upgrade to the property's internet currently underway.



PARKROYAL Paramatta will undergo a \$25 million rejuvenation of its facilities. 40 premier rooms, 40 club rooms, a club lounge and a gymnasium will soon be added, which will take the hotel's room count from 196 through to 286. An additional five meeting rooms will also debut this month.

Tracky Dack Day at The Ascott



THE team at Ascott Limited HQ donned their best trackies to raise money for charity organisation, TLC Kids.

Funds raised will go towards providing impact services for every child who needs it whilst staying in hospital.

The act of wearing trackies is seen as a sign of solidarity, with sick children encouraged to change into casual duds to lift their mood and make themselves feel more comfortable.

Over the past year The Ascott Limited's Australian head office has raised over \$14,000 for TLC for Kids through various

fundraising activities.

Pictured above looking snugly and warm is the Ascott Limited Team: Raymond Tait, Liam Di Pietro, Joanne Coughlin, Shannon Roche, James Cowan and Simon Balmano.

Airtrain anniversary

BRISBANE'S Airtrain celebrated a major milestone in May, having clocked 15 years of service since it first departed in 2001.

More than 22 million rides have since operated from the airport, taking passengers through to Brisbane City, the suburbs and the Gold Coast.

World Drive promo

FOR every Citroen EuroPass booked and paid in full between 01-30 Jun, World Drive Holidays is offering travel agents a \$300 Coles/Myer gift card.

A \$100 gift card will also be awarded for any Citroen leasing contract booked and paid in full this month, for collections in Jul through to Dec.

There is no limit to the number of rewards agents can claim.

EK Jordan MoU

EMIRATES has penned a Memorandum of Understanding with the Jordan Tourism Board (JTB) to further boost inbound tourist arrivals to the Middle Eastern country.

Under the new pact, EK will work together with the Jordan Tourism Board to put into effect a range of joint marketing activities including tourism promotions, participation in conferences and exhibitions amongst other initiatives.

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New CX YVR lounge

CATHAY Pacific has unveiled a new lounge experience for passengers travelling from Vancouver International Airport.

The decor features warm natural materials like wood and stone, designed by London-based design firm, Studioilse.

CX's YVR lounge will also offer the Hong Kong carrier's signature dining concepts Noodle Bar and The Pantry.

Murray mid-year sale

CAPTAIN Cook Cruises has launched its mid-year sale, with three-, four- and seven-night *Murray Princess* itineraries discounted by 25%.

The travel period spans Jun through until Aug.



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Agents lap up South America with LATAM Airlines



LATAM Airlines has brought South America to life for nine VIP Managers with a 10 day famil to Peru and Brazil. Led by Patricio Aylwin, Managing Director Asia Pacific, LATAM Airlines and Francisco Portilla, Commercial Director South Pacific, LATAM Airlines, Senior Managers from Consolidated Travel, Expedia, APT, STA Travel, Flight Centre AU & NZ, Adventure World and Bunnik Tours started their trip in style, enjoying LATAM Airlines' premium Business class offering on board their state-of-the-art Boeing 787-9, and the warm hospitality of LATAM Airlines crew.

Agents learnt firsthand the wonders of Peru, experiencing the authentic cuisine in Lima - the foodie capital of South America - and the welcoming hospitality of the Peruvian people. The group toured Cuzco before exploring the UNESCO World Heritage site of Machu Picchu, an experience made more spectacular by the beautiful weather.



The bucket list activities continued with the group moving on to Brazil's stunning Iguazu Falls. Agents were treated to a bird's eye view of the iconic falls with a helicopter tour, a walk along the Macuco trail followed by a boat safari. The

trip wrapped up on the famous beaches of Rio de Janeiro, host city for the upcoming Olympic Games, with tours of the city's famous beaches and Sugar Loaf Mountain.

LATAM Airlines is the leading carrier to & from South America with the largest network in the region. LATAM operates seven one-stop flights each week from Sydney to Santiago, Chile, the gateway to South America with onward connections to popular destination including Peru and Brazil - visit www.latam.com.



Delta/VS swap flights

TRANSATLANTIC partners Delta Air Lines and Virgin Atlantic are exchanging services, on two routes in 2017.

Virgin Atlantic will begin flying between Seattle and London Heathrow (LHR), replacing Delta's daily service effective 21 Mar.

The UK airline will also take over Delta's daily nonstop New York-JFK to Manchester route from 25 May, but will hand back the service for winter 2017.

From 26 Mar, Delta will pick up a second Detroit to London Heathrow service, replacing Virgin Atlantic's daily flight and from 25 May will fly a third Atlanta-LHR frequency, taking over the second daily VS service.

A new Delta Portland-LHR seasonal service will fly four times weekly from 26 May.

Delta has also revealed it will add three daily Newark-Raleigh flights from 06 Nov this year.

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JQ World Vision funds

AS WORLD Vision Australia's largest corporate partner, Jetstar has passed \$7 million in fundraising through the StarKids initiative.

The program involves working to build the leadership skills of people on Australian Aboriginal lands so they can make decisions on behalf of their community.

This financial year alone, the StarKids program saw Jetstar contribute \$2.2 million towards fighting poverty.

The airline funds eleven projects across the Asia Pacific, including helping street kids in Myanmar and delivering clean drinking water to families in Cambodia.

Park City comes to Sydney



LAST night Utah's Park City hosted an event in Sydney where attendees were updated on the latest destination and product news from "North America's most accessible mountain destination".

Located just 35 minutes from Salt Lake City, Park City is also the largest ski field in the USA and home to the annual Sundance Film Festival.

Pictured at the event at the Archie Rose Distillery are, from left: Lauren Whicker, Jennifer Plahm (Park City's international sales & marketing manager who has been in Australia & NZ attending various ski shows in Melbourne, Sydney, Brisbane and Auckland), Loren Walsh, Andrew Cavollara, Rachel Jones and Natalie Schofield.

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Click **HERE** to learn more about Lufthansa Premium Economy Class and visit **www.Germany.travel** for more information.

To win, have the most correct answers and the most creative entry to the final question. Send them to **lufthansa@traveldaily.com.au**

Q1. How much more space is in the Lufthansa Premium Economy seat than in standard Economy?



Etihad's first stop for AUH VIPs



BIGWIG'S breezing by Abu Dhabi International Airport have a new haunt, with Etihad Airways flagship First Class Lounge & Spa at Terminal 3 opening this week.

A whopping 1,700m², the space has 16 different zones, including an à la carte restaurant, showcase bar, fitness room, Six Senses Spa, Style & Shave hairdresser, nail bar, secluded relaxation room and children's play room.

Guests of EY's The Residence

have a private lounge and dining area, shower and prayer room and will be tended to by a dedicated Savoy-trained Butler.

Etihad First Class, Guest Exclusive, Guest Platinum members, Etihad Airways Partner airline First Class guests, EAP 'Invitation only' members and EAP equivalent Platinum members will have 24/7 access to the facility.

More details **HERE**.

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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#tasteUSA



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Sale ends 14 Jun 2016

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We sent 60 agents on the #tasteUSA MegaFam, where they sampled all-American eateries from the East to the West Coast. And now it's your turn. Want to eat your way through the USA? Enter our #tasteUSA competition from 1 June – 1 July 2016 and you could win two return tickets to the USA for you and a friend. Sound appetising?

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Join the #tasteUSA Facebook group to see what our MegaFam agents got to taste

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TRAVEL CONSULTANT

SYDNEY – SALARY PACKAGES UP TO \$60K

Are you an experienced travel consultant looking to utilize your native or 2nd language? We have a number of roles requiring a variety of languages from Spanish, Portuguese, Japanese to Korean. Work for fantastic Global and Boutique companies with a variety of roles in retail, corporate and the wholesale market. Strong GDS skills required and also proven history in customer service. If you are looking for that next step in your career this is perfect opportunity. Interviews are currently in progress do not miss out and apply now!!!

BAYSIDE IS WHERE IT'S ALL HAPPENING!!

RETAIL TRAVEL CONSULTANTS (PART TIME AND FULL TIME)

MELBOURNE (BAYSIDE) – SALARY DEPENDING ON ROLE

The Bayside area is currently bursting at the seams with clients and travel enquiry, but a lack of consultants to service these high end clients! If you are looking to make a sea change, or you are looking to have a change in your environment let us know! You will be servicing a high end clientele in offices that have a strong repeat and referral client base. Start booking these amazing itineraries today! We have full time and part time positions available! Min. 3 years travel consulting and strong GDS knowledge essential.

BEHIND THE SCENES _ AVOID THE PUBLIC

CUSTOMER SERVICE TRAVEL AGENT

MELBOURNE (INNER) - SALARY PACKAGE OF \$56K

If you love to book amazing itineraries and helping your clients with all things travel but don't want to deal with the stress of meeting those sales targets every month, we have the job for you! You will be focusing more on the itineraries and fun side of travel, working as a customer service consultant to help the inbound customer calls with their travel details! There is no face to face sales, and to top it off when you're on your break head to the amazing break room to chill out. Min 2 years travel consulting experience req.

LEAD YOUR TEAM TO SUCCESS

HEAD OF LEISURE – TRAVEL DEPARTMENT MANAGER

MELBOURNE (INNER) – SALARY PKG UP TO \$80K+ (DOE)

This boutique luxury agency located in one of Melbourne's affluent suburbs, pride themselves on their high level of customer service and solid repeat and referral business. Predominantly looking after the high end leisure market they consistently provide a specialised and tailored experience by drawing on their year's of experience and industry knowledge. With a solid client base within the office, there is no lack of enquiry! You will have a minimum of 2 years travel consulting experience and strong GDS Skills.

SAIL INTO THE SUNSET

WHOLESALE CRUISE TRAVEL CONSULTANTS

BRISBANE CBD – \$55K OTE

Experienced travel consultants – here's your chance to sail into a new role in wholesale travel. Bid farewell to time wasters and face to face consulting. This growing cruise wholesale team is looking for passionate cruise consultants to join them. You'll love assisting industry professionals with booking worldwide cruises including pre and post arrangements. Sensational \$\$ are on offer along with the chance to enjoy free cruises, top industry training, discounted travel and more. Apply today!

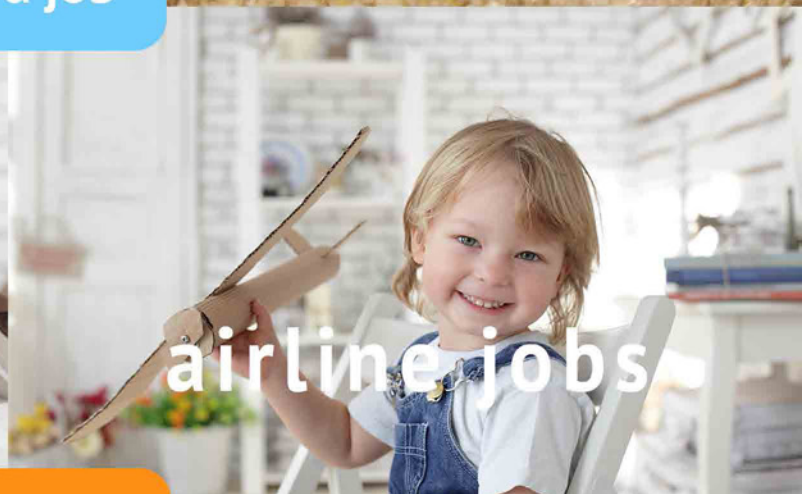
THE GRASS IS GREENER!

TRAVEL CONSULTANTS

GOLD COAST – \$60-\$70K OTE

Our client is looking for a dynamic salesperson to come join their team on the Gold Coast as a travel consultant. You will arrange all types of Domestic & International travel including flights, accommodation and tours to worldwide destinations. No more walk-ins and time wasters as all your enquiries will be over the phone. Above average base salary plus bonuses and great benefits are on offer. If you have 2 years' experience, great sales, GDS and communication skills then we want to hear from you.

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\$100 per premium coupon
\$25 per economy coupon

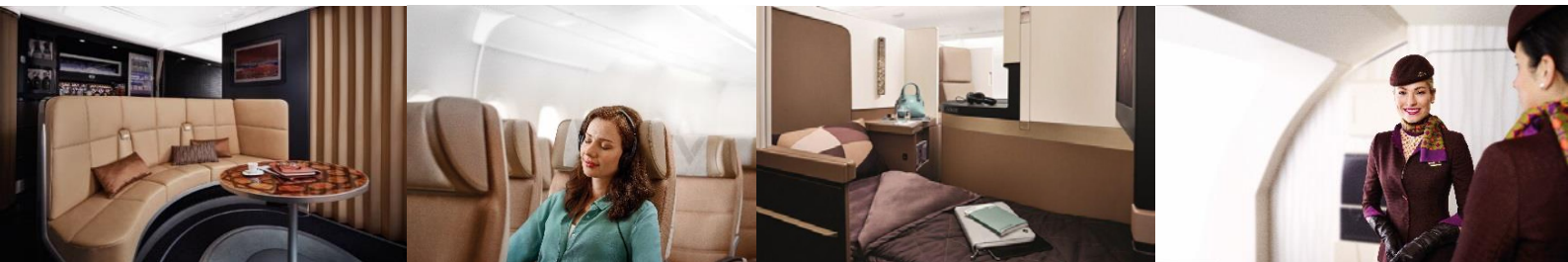
Incentive Period:
Valid for tickets issued between 1st June and 31st July
Valid for travel between 1st June and 30th November



Don't forget to enter your SuperSeller ID/APIIN number into your

PNR for your chance to earn SuperSeller points on all applicable bookings

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Incentive period: Valid for tickets issued between 01 June – 31 July 2016 for travel between 01 June – 30 November 2016. Incentive payable is \$100 per premium coupon and \$25 per economy coupon excluding T and E class. A stopover in Abu Dhabi of more than 24 hours constitutes an additional sector ie SYD - AUH - LHR - x/AUH - SYD = 3 coupons. Tickets must be issued via Air Tickets only. Infant, group bookings and cancelled and refunded tickets are ineligible. Eligible coupons will automatically be tracked by Etihad and agencies will receive their payment within 90 days of the completion of the incentive. Helloworld and Etihad Airways reserve the right to cancel or alter the conditions of the incentive at any time.