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Travel Daily

First with the news

Wednesday 2nd November 2016



Win a trip to Peru!

G ADVENTURES is offering the travel trade a chance to win a trip for four people to Peru for its eight-day Inca Discovery as part of a new competition.

The "epic adventure of a lifetime" includes flights from Australia to Peru and is valued at more than \$43,700.

Entry requires no purchase or payment - see the **cover wrap**.

...or a Variety cruise!

THIS month *Travel Daily* partners with Variety Cruises and Discover the World to give agents a chance to win a fabulous yacht experience in Europe.

Every day in Nov, **TD** will ask a different question, which agents must correctly answer to be in the running to win the Glories of Spain and Portugal cruise on *MS Panorama II* - details on **page six**.

Today's issue of TD

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

- AA Appointments jobs

itravel affiliate program

EXCLUSIVE

THE evolution of Sydney-based retail travel firm itravel continues, with the company launching a brand new affiliate program to lure potential new members.

Dubbed 'Link' (and carrying the familiar green dotted 'i'), the initiative undertaken by itravel founder Steve Labroski has been developed to enable agents to take advantage of itravel's buying power.

Labroski created his mobile agent business in 2008, then established the itravel home-based agency arm 2.5 years ago, and has since diversified to offer a franchise model, driven by demand from agents seeking new opportunities (**TD** 22 Aug 13).

His business has grown from 15-20 agents seven years ago to be over 100 nationwide in 18 stores, turning over more than \$100m, he told **TD** this morning.

What entices new members, Labroski says, is itravel's sharing of overrides and transparency.

Link is the next step in growth.

"Link is a simple product. It

gives agents, whether retail or mobile, the ability to work and use our buying power."

Labroski said Link provided a "generous offering", with 1-year contracts for agency flexibility.

"We are really trying to make it as easy as possible for people to look at what else is out there in the market.

"It's not necessarily always about how much money they are going to make on overrides, but more about how they are going to stay relevant, save money and grow," he said.

Membership set-up will only take a few weeks for potential Link agencies, with Labroski saying "we don't just want numbers. It's about finding the right individuals to fit our model that we can work with to grow their business & in-turn increase our buying strength".

He told *Travel Daily* the goal is to have a network of 20-30 Link members to complement the existing business and growing the number to a maximum of 100.

For enquiries on Link, contact Labroski at steve@itravel-au.com.

link

Crystal Yacht rebrand

LUXURY cruise and hospitality brand Crystal has announced it's changing the identity of its Crystal Yacht Cruises brand to Crystal Yacht Expedition Cruises.

The rebrand capitalises on the recent completion of *Crystal Serenity's* Northwest Passage voyage and extensive research by the line which found about 70% of current guests had a "strong interest" in expedition cruising.

Crystal's three new build expedition mega-yachts including *Crystal Endeavor*, will all be encompassed under the new ID.

Topdeck Aus Discovery

TOPDECK is introducing a range of new 'Discovery' style tours to its collection in Australia.

Discovery itineraries are targeted at small groups and are of five days' length, "purpose built to showcase regional adventures".

Initial destinations include Sydney, Darwin, Cairns and Uluru.

The program aspires to "re-invigorate the Australian product range, tap into new markets and provide a product for today's young traveller", the firm said.

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Travel Daily

First with the news

Wednesday 2nd November 2016



Virgin \$34.6m loss in Q1

VIRGIN Australia has confirmed sluggish trading, announcing a statutory loss after tax of \$34.6m for the three months to 30 Sep (**TD** breaking news).

The loss follows this week's Qantas Q1 result in which it revealed a 3% decline in revenue (**TD** Mon), while still forecasting a first half pre-tax profit of \$800-\$850 million.

Virgin recorded an underlying loss before tax of \$3.6 million, down \$12.1 million on the same period last year, saying it had been impacted by subdued trading conditions, particularly in the domestic market.

The result includes restructuring costs related to the group's "Better Business" program.

"Capacity is being actively managed in response to the trading environment," VA said in a statement.

"During the quarter, total available seat kilometres declined 0.5% and total sectors flown declined 2.3% on the prior corresponding period."

Despite the decline, group revenue pax increased 4.8% and

revenue load factor improved by 2 points.

Virgin domestic revenue pax were up 3.9%, though int'l pax were down 8.6%.

A 13% reduction in int'l available seat kilometres was mainly due to the removal of some Bali services and the airline's Abu Dhabi services.

Tigerair Australia domestic and int'l revenue pax increased 8.6%.

Cruising lifts economy

THE Australasian cruise industry contributed almost \$4.6 billion to the economy last year, up 27%.

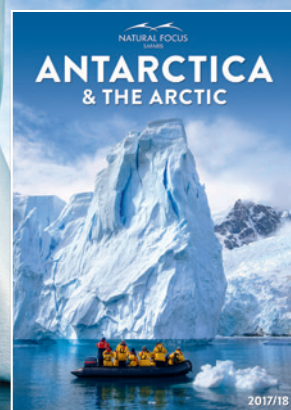
The figures were contained in a report released this morning by CLIA chairman Steve Odell, who said the findings also reinforced the impact of capacity constraints, particularly in Sydney.

"As cruise lines increasingly announce exciting new ships and deployments in this region, Australia will only continue to benefit in the long term if steps are taken to put the necessary infrastructure in place," he said.

More details in tomorrow's issue of **Cruise Weekly**.

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BA new EU routes

BRITISH Airways has announced seasonal services between London Heathrow and European destinations Murcia, Tallinn, Nantes, Montpellier, Brindisi, Zakynthos and Pula. Routes will be flown twice weekly on A319 and A320 aircraft.

ADVENTURE WORLD

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AAT Kings agent portal

AAT Kings has unveiled a new online agent portal designed to equip consultants with the tools and knowledge to confidently sell the guided holiday company's wide range of product.

The offering acts as a resource for consultants to source AAT King's latest promotions, brochures and collateral as well as a reservations channel for agents to submit bookings for their clients.

Group managing director Anthony Hayes said, "we are always looking for new ways to support our agent partners and this new trade portal will be an

invaluable selling tool".

In celebration of the launch of the agent site, AAT Kings is giving five lucky agents the chance to win one of five prizes including a \$300 Coles/Myer voucher by submitting their most creative name for the portal.

To enter, login before 28 Nov at aatkings.com/agent, complete the competition entry form and find the agent portal icon in the new AAT Kings 2017/17 brochure to submit.

Tourism WA partners with STA Travel

TOURISM Western Australia has struck a \$1.2 million partnership with STA Travel to promote the state to key markets in the UK, US and Germany.

The campaign, which is aimed at 25-30 year olds, will roll out over the next few weeks and includes blogger activity in WA, extra content in the STA consumer brochure, additional training of the group's agents on the state's products and use of Just Another Day in WA assets.

Commenting on the promotion, acting Tourism WA ceo Gwyn Dolphin said the new partnership "will help us show a younger audience all the extraordinary experiences WA has to offer".

MAB appts new coo

CAPTAIN Izham Ismail has been named the new chief operations officer for Malaysia Airlines Berhad, effective as of yesterday.

Ismail is a trained pilot and has served in many senior roles.

He currently sits on the board of directors for various companies such as Hamilton Sundstrand Malaysia and MAB Kargo.

Window Seat

ONE young girl thought being on a six-hour flight from Boston to San Francisco on Halloween would wipe out all her precious candy hunting time; that is until her seriously sweet father stepped in.

Refusing to see his daughter miss out on one of her favourite holidays, her dad passed candy around the plane with a note attached, asking willing passengers to drop the goodies into his daughter's basket as she made her way through the cabin dressed as a donut.

His gesture went viral after one fellow passenger tweeted the note and the little trick or treat in action saying "my heart is exploding right now".

Her tweet has been shared and liked over 320,000 times.

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Wednesday 2nd November 2016

Disney World mega famil fun



THIRTEEN agents experienced the magic of Disney World for themselves recently on a six-day mega famil hosted by Delta Air Lines and Virgin Australia.

Highlights of the trip included exploration of Walt Disney World's four theme parks: Magic Kingdom, Epcot, Disney's Hollywood Studios and Disney's Animal Kingdom.

They also got a chance to check out night-time entertainment offerings such as Illuminations: Reflections of Earth and the all-new Star Wars: A Galactic Fireworks Spectacular.

Come Halloween, agents donned costumes and attended *Mickey's Not-So-Scary Halloween Party* where they trick or treated through 20 chocolate and candy distribution locations across the Magic Kingdom while enjoying Halloween themed entertainment

such as the Hocus Pocus Villains Spelltacular and the Happy HalloWishes fireworks display.

The lucky participants who are **pictured** above were all winners of last year's Disney Destinations competition.

QR/JAL codeshare

QATAR Airways will operate various domestic services around Japan with its codeshare & fellow **oneworld** partner Japan Airlines.

The Doha-based carrier will place its "QR" code on 19 domestic routes to be operated by Japan Airlines according to agent GDS, which include Tokyo Haneda to Akita, Aomori, Asahikawa, Hakodate, Kochi, Komatsu, Kushiro, Matsuyama, Miyazaki, Obihiro, Oita, Shirahama, Takamatsu, Tokushima and more.



Discover three of Italy's regions in the November issue of *travelBulletin*.

CLICK HERE to read **travelBulletin**

Abu Dhabi tourism

A **GLOBAL** campaign aimed at luring travellers to Abu Dhabi has been launched by the Abu Dhabi Tourism & Culture Authority.

Around 40 locations are captured throughout the emirate for the campaign which is set to broadcast across TV networks, digital channels and in-flight entertainment systems.

Commenting on the promo, TCA Abu Dhabi's chairman HE Mohamed Khalifa Al Mubarak said it "tells the extraordinary story of Abu Dhabi, from its ancient past to its modern wonders, guiding audiences through breathtaking natural environments and experiences".

Jetstar NRT/PVG

JETSTAR Japan will launch new four times weekly services from Tokyo Narita to Shanghai Pu Dong starting 23 Jan.

The carrier's first route into China will be operated by A320s.

Seniors Coach Tours

SENIORS Coach Tours has unveiled its 2017 Destination Australia Tour - its largest program to date.

Offering over 148 pages filled with both stayput and touring holidays, the latest itineraries span Tasmania, Hobart, Canberra, Kimberley, Broome and more.

For those interested in crossing the ditch, Seniors Coach Tours is also offering trips through to New Zealand exploring both the North and South Islands.

CLICK HERE to view the brox.

Tongan hotel reopens

TANOA International Dateline Hotel in Tonga has officially reopened following an 18-month long rebuild.

Situated on the foreshore of downtown Nuku'alofa, the property comprises 122 rooms ranging from superior to ocean views suites, two swimming pools and a bar and restaurant.

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MORE INFO >>

TRENZ seller packages

APPLICATIONS for Kiwi tourism operators have opened for TRENZ 2017, scheduled to be held from 09-12 May in Auckland.

Next year's event also offers options for Trade Booths which will be able to be used to arrange appointments with sellers.

TRENZ 2017 will also feature a new online appointment scheduling system which will be "more flexible & straightforward for users," Tourism Industry Aotearoa director of events Emily Byrne said.

Seller applications will remain open until 5pm 18 Nov - more details at www.trenz.co.nz.

QR A350 LHR start

QATAR Airways launched its inaugural daily Airbus A350 services from Doha to London Heathrow over the weekend.

The two class, 283-seat A350 joins the airline's Airbus A380, Boeing 777 and Airbus A330 aircraft currently flying the route.

Marvel exhibition

QUEENSLAND Premier and Minister for the Arts Anastacia Palaszczuk has announced the Marvel: Creating the Cinematic Universe exhibition will be held at Brisbane's Gallery of Modern Art from 27 May to 03 Sep.

The event is set to draw visitors from across the Asia Pacific.

Dubai airport finance

THE Dubai Government has announced plans for a US\$3 billion financing deal to back the expansion of the country's two international airports, enabling them to serve up to 146 million passengers by 2025.

Director General, Department of Finance for the Government of Dubai Abdulrahman Saleh Al Saleh said it was in line with Dubai's vision to maintain its status as one of the world's most important cultural and commercial centres.

"The planned expansion of both of the city's airports is critically important, and our department is proud to play a vital role in their ongoing financing," he said.

Donghai 787 order

CHINA'S Donghai Airlines has finalised an order with Boeing for five 787-9 Dreamliner aircraft, worth US\$1.32b at list prices.

Donghai, which announced its intent to buy the Dreamliners in Jul, began commercial services two years ago and currently operates a fleet of 13 Boeing 737-800s on domestic routes.

Tribute Singapore

TRIBUTE Portfolio opened the 41-room hôtel vagabond, A Tribute Portfolio Hotel, in Singapore this week, the brand's first hotel in the island city state.

Located just outside the CBD in the Jalan Besar area and housed in an 1950s heritage Art Deco building, the property boasts a modern interpretation of a Parisian salon, Italian marble & glass mosaic bathrooms, an Executive Club Lounge & wi-fi.

GET LUXE makes its debut



AS A result of the new partnership between Ignite Travel Group and Flight Centre Travel Group in Sep, new brand GET LUXE (TD 27 Sep) has now entered the market.

GET LUXE offers limited-time deals, available through Flight Centres' 165 plus Escape Travel stores and online.

Trips offered by the new brand range from a quick Queensland getaway to a Hawaii holiday or a Fiji family break.

Each package is bundled with accommodation, flights and exclusive "LUX UPs".

Founder and managing director

of Ignite Travel Group Randall Deer said GET LUXE had already generated thousands of enquiries since its launch in Escape Travel stores nationally on Sat, 01 Oct.

"It offers an exciting new product to consumers," he said.

Staff are pictured at the GET LUXE & Escape Travel booth at the World Travel & Cruise Expo held in Melbourne last month.

LHR gets to work

MONEY is starting to be pumped into London Heathrow's third runway, according to reports by Sky News.

The process of securing £50 million of British supply chain investment into the project is now underway.

Building the third runway is expected to generate 2,700 jobs.

"Over the coming years, I look forward to working with our new partners to create thousands of decent jobs across the UK as together we deliver Britain's new runway," Heathrow chief executive John Holland-Kaye said.

New Concur president

INTEGRATED travel & expense management solution provider Concur has appointed Mike Eberhard as its new president.

Eberhard has been with Concur for 13 years, holding roles such as executive vp and gm, APAC; executive vp of worldwide sales and business development and president of global distribution.



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Please forward resumes to – brigita.devries@starcruises.com

MU launch C919

CHINA Eastern Airlines is set to become the launch customer of the 150-seat C919 passenger jet, according to a statement released at the Zhuhai airshow yesterday.



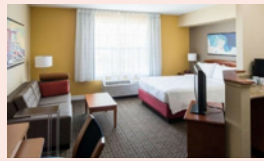
Accommodation Updates

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



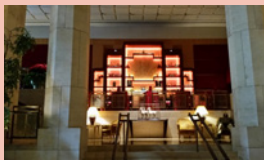
LUX South Ari Atoll in the Maldives has been completely redone following a US\$26 million makeover to its dining outlets and adults-only area. The hotel has eight restaurants and five bars, offering Vietnamese, Sichuan and Thai flavours, among others. The new Beach

Rouge introduces beach-club dining and a place to dance to a DJ.



A US\$3.5 million renovation has been completed at **TownePlace Suites Los Angeles LAX/Manhattan Beach**. All suites have been refreshed along with the hallways, fitness centre, breakfast area and guest laundry room. Each suite now boasts new

furnishings and kitchen appliances.



Four Seasons Hotel New York has emerged from a US\$120 million of phased renovations. All of the rooms and suites have been redone along with the main floor areas while the hotel's event spaces and restaurants have been updated. The hotel's new TY Bar evokes the Art Deco period with dramatic reds and gleaming surfaces while the bar has named in honour of the hotel's owner, Ty Warner.

EasyJet pilot strike

EASYJET pilots will no longer strike (**TD 23 Jun**) after agreeing to the latest proposal put forward by the airline.

The original tension was over concerns surrounding pilot fatigue, with the majority of BALPA union members voting to stop work.

BALPA said in a statement it would work closely with EasyJet to ensure the agreement delivered a "real improvements to pilots' lifestyles".

QR Giogio Armani

QATAR Airways has launched a newly designed range of Giorgio Armani Beauty and Fragrance Business class amenity kits on board A380 long-haul flights.

Tilt Train adds wi-fi

UP TO 200MB of free wi-fi is now available on the Tilt train, which runs between Rockhampton and Brisbane.

The train connects passengers with some of Queensland's tourist destinations along the coastline.

Casa Cook Kos

THOMAS Cook is set to open a second Casa Cook hotel on the Greek island on Kos in Jul following the success of Casa Cook Rhodes which opened earlier this year.

The new build hotel will have 100 bedrooms, including two-bedroom villas with private pools.

Facilities will include yoga classes, gym hammam, massages and the Casa Cook Beach Club.

Swagman India launch

SWAGMAN Tours has launched its new India brochure for 2017, offering tours from six to 18 days.

"India is such a diverse country and luxury travel can be done at a fraction of the price you may think," Swagman Tours md Wayne Hamilton said.

Hamilton is pictured, right, celebrating all things Indian with English international cricketer Monty Panesar at the India Australia Business and Community Awards held last week in Sydney.



Cox and Kings team

COX and Kings Australia has announced changes to its external sales team, with the company's bdm roles changed to national account managers.

The changes allow priority to be placed on key alliance partners, while at the same time continuing to support smaller agencies.

The company says a support network remains for all partners via a dedicated service centre, along with an online learning and development platform.

Wyndham in Korea

WYNDHAM Hotel Group has opened two new hotels on South Korea's Jeju island under its Ramada and Days Inn brands.

The Ramada Jeju Seogwipo and Days Hotel Jeju Seogwipo Ocean join Wyndham's portfolio of 20 hotels in South Korea.

"Jeju Island has a booming tourism industry, which presents Wyndham Hotel Group with a great opportunity to expand," said Wyndham South East Asia president and md Barry Robinson.

Win a Variety Cruises experience

This month Travel Daily, Variety Cruises and Discover the World are giving readers a chance to win a yacht cruise experience on the Glories of Spain and Portugal cruise, sailing on board *M/S Panorama II*. The total prize value is AU\$7,710.

To win, answer every daily question correctly and have the most creative final answer. Send your answers to variety@traveldaily.com.au

TERMS AND CONDITIONS



2. Which Variety Cruises' itinerary visits Cadiz, Spain?

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