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# Travel Daily

First with the news

Monday 10th October 2016



**FLY DIRECT TO TOOWOOMBA**

## Voyages Spain & Port

**VOYAGES** to Antiquity is promoting nine voyages to Spain and Portugal, including the 19-day Historic Spain, Sicily & Italy and a fly-free deal on the 39-day Grand Mediterranean Crossing. See **page seven** for more info.

## ACCC urges QF/PX study

**THE** Australian competition regulator is warning the proposed alliance between Qantas and Air Niugini "has the potential to lessen competition" on flights between Australia and PNG.

In a submission to the Int'l Air Services Commission (IASC) regarding the planned codeshare agreement between QF & PX, the ACCC urged caution, adding that a thorough investigation by the organisation was necessary before handing down a decision.

Of concern to the Australian Competition & Consumer Comm is the move away from a current 'hard block' codeshare between Qantas and Air Niugini to a 'free sale' codeshare, "since it allows a greater degree of rivalry between the airlines".

"Under a free sale arrangement there is limited incentive to compete on price because the marketing carrier only pays for the seats it sells," the ACCC said.

ACCC acting gm Adjudication Baethan Mullen said that without the ability to examine airline load factors and profitability of the route, which had been redacted

in the submission, it was unable to consider any competitive constraint Virgin Australia may provide on routes to PNG.

However, it urged the IASC take into consideration that there is now less competition on the PNG route following the exit of Airlines PNG on the Brisbane-Port Moresby route in Jul 2014.

Further, Mullen flagged if Qantas chose to terminate its codeshare deal with Air Niugini there is little stopping PX from forming a strategic alliance with VA.

"There are no regulatory barriers to Air Niugini pursuing an alternative codeshare arrangement with Virgin which also has a domestic Australian and international network, and has previously been involved in codeshare arrangements on the route with Airlines PNG," Mullen said in his submission.

## Do Dave's itinerary!

**AIR** New Zealand has launched a comp for agents tied to its latest brand campaign, highlighting why Air NZ is a "better way to fly to North and South America" - see the **cover page** for more info and how to win a \$20,000 prize.

## NEW ONLINE BOOKING ENGINE

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**INDIAN PACIFIC**

  
**THE OVERLAND**



### Today's issue of TD

**Travel Daily** today has six pages of news & photos, a cover page for **Air New Zealand**, plus full pages from: (**click**)

- Voyages to Antiquity
- AA Appointments jobs
- JITO Networking night

## Austria down under

**AUSTRIA** National Tourist Office has limited space still available for its tri-state roadshow for travel agents being held this month.

More than 20 destination and product experts from Austria will be in attendance for The Austria Show Travel Industry Workshops, which feature live entertainment.

Events are being held from 6-9pm in Brisbane (24 Oct), Sydney (26 Oct) and Melbourne (27 Oct), with prizes also up for grabs - **CLICK HERE** to register.

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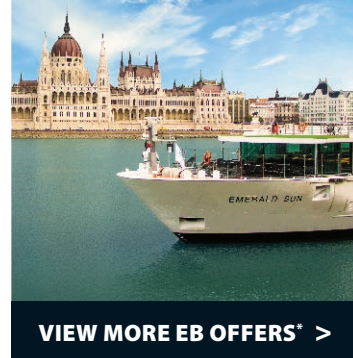
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Monday 10th October 2016

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## SKAL Int'l new ceo

SKAL International has named Daniela Otero as its new ceo, commencing 27 Oct.

Otero joins SKAL from her prior position as marketing & revenue manager at Royal Caribbean Cruises Ltd-Pullmantur.

Austrian National  
Tourist Office

## The Austria Show

Travel Industry Workshops

24 – 27 October 2016



Join us for an informative evening about all things Austria with live entertainment. Engage with 21 destination and product experts and go in the draw to win great prizes.

Register NOW for the last remaining spaces at **The Austria Show!**

**Brisbane:**  
24 October, 6 – 9 pm  
The Edge, State Library of QLD

**Sydney:**  
26 October, 6 – 9 pm  
National Art School

**Melbourne:**  
27 October, 6 – 9 pm  
Arts Centre Melbourne

## US arrivals increase 24%

**INBOUND** travel from the USA has increased 23.6% over the last 12 months, with the USA among the fastest growing source markets for travel to Australia according to ABS figures for Aug 2016 released this morning.

The numbers overall confirm ongoing strong performances for both inbound and outbound travel, with arrivals up 11.7% year-on-year and departures 5.7% higher than Aug 2015.

Other fast growing markets included South Korea, jumping 29.6%, Japan which rose 19.6% and Malaysia, up 13.9%.

Arrivals from India increased 17.1% putting the country into the top ten source markets for

Australia, while China is up 14.1%.

There was growth in all top ten source markets for Australia.

In terms of departures, Indonesia came out on top for Aug, spiking 19.7% year on year to 109,000 Aussie travellers.

The fastest growing outbound destination for the month was Canada, climbing 22% to 19,200 travellers for the month.

Year-on-year outbound declines were recorded for the UK, down 6.5%; Thailand which dropped 2.1% and Fiji which fell 4.3%.

## QR \$12b Boeing order

**QATAR** Airways has announced one of the airline's largest aircraft orders in its history, signing with Boeing for 30 787-9 *Dreamliners* and 10 777-300ERs, valued at US\$11.7b at list prices.

In addition, QR has inked a Letter of Intent for up to 60 737 MAX-8s, valued at US\$6.9b.

The Doha-based carrier already operates a fleet of 84 Boeing jets (of the same type) and has a further 65 planes on firm backlog, 60 of which are 777-Xs.

## Marvel WA brochure

**MORE** departures on tours to Western Australia's south west corner and premium accommodation have been packed into Travelmarvel's WA 2017/18 program.

More brochures on **page five**.

## Scenic countdown

**AGENTS** have three weeks left to enter Scenic's incentive to win \$5,000 cash in support of any marketing campaign promoting Europe, France, Portugal or South East Asia River Cruising.

Entries close on 31 Oct.



## BENCH AFRICA



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# Travel Daily

First with the news

Monday 10th October 2016

TRAVELMARVEL  Travel More

2 FOR 1 AIRFARES\*

**PORTUGAL & SPAIN CRUISING 2017**  
ON THE MS DOURO QUEEN



## Trans-Sib to Toyko?

A SCHEME to extend the Trans-Siberian railway all the way to Japan is under "active consideration" by Japanese investors, according to media reports from Tokyo.



The proposed line extension (pictured above) would branch out from the Russian city of Khabarovsk and cross the Strait of Tartary by bridge or tunnel to the Russian island of Sakhalin.

It would then cross to Japan through a tunnel connected to the island of Hokkaido, similar to crossing the English channel between England and France.

Such a move would make it possible to travel from London to Tokyo by train for the first time.

## TNZ acting ceo

**TOURISM** New Zealand's (TNZ) general manager people Brighid Kelly has been appointed to the position of acting chief executive.

She will take on the role from 28 Oct when TNZ's current chief executive, who departs after close to seven years in the job.

According to TNZ's chair Kerry Prendergast, Kelly has been on the core leadership team for two years and is "held in extremely high regard by the board and the rest of the leadership team".

"She will be able to ensure the necessary decision making can continue alongside the development of the new four-year strategy, FY18 business planning and business as usual activities that occur across the organisation," Prendergast said.

The hunt for a permanent chief executive is already "well advanced" with a search consultant working with the board in the recruitment process.

## Excite Fiji incentive

**OVER** the next three weeks, agents booking flights to Fiji with Virgin Australia and accom with Excite Holidays have a chance to win a Fiji-inspired prize.

The campaign is a joint initiative by Excite Holidays, Tourism Fiji & Virgin Australia, with eight places on an exclusive fam trip for grabs.

Other giveaways include a BBQ, a beach music box, Seafolly vouchers and a hammock.

To assist agents with selling Fiji, Excite has created a destination guide with an overview of Fiji's most popular areas, hotel advice and more - [CLICK HERE](#) to view.

## W hotels into India

**W HOTELS** will debut its first hotel in India next month, W Goa in the country's west.

The 160-room hotel is located on Vagator beach and will feature a pool, spa and fitness centre.

It opens on 01 Nov.



## Window Seat

**FANCY** sprinting 500 metres down one of Sydney Airport's operational runways?

There's one day this year you can do just that without being arrested for trespassing.

Applications are now open for the second annual Runway Run to be held on Sat, 05 Nov.

The event is part of the Sydney Airport Community Christmas Giving Appeal and raises much needed funds for Ronald McDonald House charities.

Everyone is invited to take part in the run, [CLICK HERE](#) for more.



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Monday 10th October 2016

## Vail final order tick

**VAIL** Resorts and Blackcomb Whistler Holding have announced that the Supreme Court of British Columbia has granted a final order to approve their proposed strategic combination.

No further regulatory approvals are required for the transaction (**TD** 09 Aug) to close.

## NF regains IOSA rego

**AIR** Vanuatu has regained its IATA Operational Safety Audit (IOSA) re-registration following a "particularly difficult" 2015.

NF pulled its re-registration last year due to the economic impact of Cyclone Pam and a human resources shortage.

This year's audit was the best ever achieved by Air Vanuatu with just five findings where improvements were required.

"The IOSA registration of Air Vanuatu is a significant turning point for the airline," ceo Joseph Laloyer said late last week.

## APTMS appointments

**ASIA** Pacific Travel Marketing Services has announced a number of new staff including Jacey Fleming as general manager.

The company has also recruited Saskia Van Dongen to a Victoria-based business development role focused on strengthening ties in Victoria, South Australia and Tasmania, commencing 27 Oct.

Additionally, Graham Muldoon has joined APTMS in Sydney as a business development manager.

Internally, Daniele Zanetti has been promoted to the position of international sales manager.

## SQ BNE Biz flat beds

**SINGAPORE** Airlines today revealed it will deploy Boeing 777-200ER aircraft with full flat Business class seats on flights to/from Brisbane effective 30 Oct.

The jet is configured with 26 Biz class seats and will operate on flights SQ245/246, which includes SQ's overnight flight from BNE.

Who took home the biggest pay packet this year? Find out in the October issue of *travelBulletin*.

**CLICK HERE** to read

**travelBulletin**



## Eclipse engagement evening



**ALL** things Peru were the focus of a travel agent engagement evening held at the Imperial Hotel in Paddington last week.

The event, hosted by Eclipse Travel together with the Peruvian tourism board PromPeru & new hotel Explora Valle Sagrado, gave agents a chance to learn about new product offerings.

The big winner of the night was Aaron Eilers from Cruise Express,

who scored himself a place on an 11-day fam trip to Peru.

**Pictured** are Tim Farquhar, Eclipse Travel; Ben Garcia, Explora Sacred Valley; Julie Richards, Concierge Travel; Matt McMillian, Eclipse Travel; Sheri Veenstra, Corporate Traveller; Sarah Thorton, PromPeru; Stephen Lanfranco, Eclipse Travel; Aaron Eilers, Cruise Express and Jenny Drennan, Go Tours.

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Dusseldorf	1,422	6,972
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Stuttgart	1,616	7,116

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## OUE Singapore

OUE Limited has inked an agreement with Oakwood Asia Pacific to manage and operate Oakwood Premier OUE Singapore, set to open in 2017.

## Flight Centre takes out golf day



OVER 50 agents, suppliers and media tackled the unseasonably warm conditions on Fri to compete in the sixth annual AVIS and Emirates golf day at St. Michael's golf course in Sydney's eastern suburbs.

All competing for Waterford crystal prizes and bragging rights, an all Flight Centre team took out top spot with a score of 52.62.

The team comprised of Steven Perry, Don Cannon, Chris Boisie and Michael West who also

scooped guest access to the Emirates Australian Open golf tournament in Nov.

**Pictured** are: Tim Harrowell, regional manager NSW/ACT, Emirates; Don Cannon, Flight Centre Westpac Plaza; Steven Perry, Flight Centre Camden and Russell Butler, travel industry manager, AVIS.

## Adyen & Sabre pact

**PAYMENTS** technology company Adyen has teamed up with Sabre Airline Solutions to provide customers with a solution to accept payments from anywhere in the world.

Airlines working with Sabre will be able to use Adyen's tech for payments and outsource much of the workload for PCI Compliance.

## G Adv in Antarctic

**ANTARCTIC** voyages for the coming season on G Adventures' G Expedition are at 90% capacity, the company has advised.

For details on the remaining space, see [gadventures.com.au](http://gadventures.com.au).

## BENCH AFRICA

### NSW/ACT Sales Representative

**Bench Africa has a unique opportunity for a highly motivated and energetic Sales Representative in NSW/ACT.**

Experience in sales together with first-hand travel knowledge of Africa is a must. The successful candidate will be responsible for managing existing relationships with key travel agents, as well as developing new ones within New South Wales and the Australian Capital Territory. Participation at travel shows and consumer nights are some of the aspects of the role.

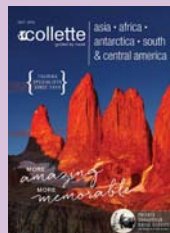


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## Brochures

**THIS** week's Brochures of the Week is brought to you by **Collette**. 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](mailto:brochures@traveldaily.com.au).



### Collette - Exotics 2017/18

See Collette's brand new brochure featuring a range of exotic tours in Africa, Asia, South/Central America, and Antarctica. Highlights of the brochure include one new nine-day classic tour titled India's Treasures, as well as two new small group exploration tours, a 12-day Exploring Sri Lanka tour as well as the 19-day Antarctica & Chile's Patagonia tour. The home chauffeur service is included for customers within 40km of the Australian international departure airport, as are gratuities for the land portion of each tour.



### Tempo Holidays - Italy, France & Spain 2017

Tempo Holidays has released its biggest brochure to date, combining Italy, France and Spain into 132-pages. In Italy, a huge range of natural, cultural and historical attractions are featured, along with art and history in the many basilicas and mausoleums. In Spain, the tours include gastronomic experiences, scenery and architecture while in France there are visits to iconic sites and cultural experiences.

Packages and hotels in Malta and group touring, walking packages and river cruising in Portugal have also been packed in.



### UTracks - Active Europe 2017

An entirely new style of brochure zoning in on passion points such as food, art and history, self-guided and small group active holidays across Europe have been unveiled by UTracks. New additions to the program include premium boat options on many bike and barge trips, a new hike for experienced walkers along Switzerland's Tour de Monte Rosa and new walking and cycling trips along the Algarve and in the Alentejo region. UTracks offers 400+ trips to 35 European countries.



### Le Boat - European Boating Holidays 2017

All 15 cruising regions in Europe are showcased in Le Boat's 2017 brochure, along with a range of new products. Three new boat models have joined the Horizon Range and 40 new Horizon cruisers (in various cabin sizes) will join the fleet in 2017 and are detailed with pictures, layout and specs. New Italian flotilla dates for 2017 are inside, which are guided by local skippers and give pax the option to come together for group activities, tours and a sunset BBQ or do their own thing.

## A&K Croatia deal

**ABERCROMBIE** & Kent's nine-day Delights of the Adriatic Journey is on offer from \$7,445ppts, inclusive of a \$885 per person discount.

Solo travellers can save \$2,545 and lock in the tour priced from \$13,315.

The trip starts in Croatia's capital, Zagreb and heads south to Split, Hvar, with visits to Bosnia and Montenegro too.

For travel 03 Nov-15 Dec, to book call 1300 590 317.

## Broome cruise boom

**BROOME** welcomed a record 74% more cruise ship passengers in 2015/16 than the year prior, aided by a \$24 million upgrade to Broome wharf.

"Latest figures show more than 17,000 cruise passengers visited Broome last financial year, up from about 10,000 the previous financial year," said WA Premier & Tourism Minister Colin Barnett.

Broome was second to Fremantle for the period, which was visited by 151,074 cruise pax.



Monday 10th Oct 2016

## WA visitor centre

**THE** Western Australian Govt is investing \$4.2 million into revamping 36 regional centres.

Broome, Derby, Halls Creek and Kununurra are among those to receive a slice of the Regional Visitor Centre Sustainability Grant Program - a joint initiative by Tourism Western Australia and Royalties for Regions.

WA Premier and Tourism Minister Colin Barnett said the cash injection over three years recognised the "vital role of visitor centres in boosting regional tourism and jobs".

## DNSW SEO webinar

**DESTINATION** NSW is set to host a webinar on search engine optimisation and how it can best benefit businesses.

It will be held on 11 Oct at 12:30pm, to register [CLICK HERE](#).

## QF promotes Airbnb

**AIRBNB** has commenced marketing activity for Airbnb properties under its new alliance with the home-sharing business (**TD** 04 Oct).

An edm titled 'The 9 Best Airbnb Properties in Sydney' was sent to Qantas Frequent Flyers today, detailing the creme de la creme of upmarket Sydney properties.

Featured neighbourhoods included a harbourside home in Woollloomooloo, a quirky loft in Marrickville, a beachside haven in Bondi and a historic villa getaway in Paddington.

To view Qantas' Airbnb recommendations for Sydney, [CLICK HERE](#).

## Avolon buys CIT Grp

**CHINA'S** HNA Group has acquired aircraft leasing company CIT Group for \$10 billion.

The purchase will see HNA Avolon Holdings expand its fleet to 910 aircraft, which will be valued at \$43 billion.

The deal is expected to close in the first quarter following regulatory approval.

## Reimagined Tamanu on track



**SOUTH** Pacific product managers were privy to a sneak-peek of Vanuatu's boutique 4-star Tamanu on the Beach as part of the recent Tok Tok trade show.

The retreat, 30mins from Port Vila, was extensively damaged by Cyclone Pam in early 2015.

Having been taken over in Apr, two local business partners have invested in the full recovery and expansion of the beachfront resort which reopens soon.

The makeover sees the original six room property expanded to 15, some with plunge pools.

Other enhancements include a new swimming pool, Vanuatu's

first purpose-built chapel and a revamped restaurant.

**Pictured** on an inspection of the property from left are Glen Craig, Tamanu part owner; Simon Clancy, Pinpoint; Boris Valin, Eden Tours New Caledonia; David Callan, Ignite Travel; Glynn Pugh, Flight Centre; Greg Maloney, Destination Asia Pacific Marketing and Nicholas Blanc, Eden Tours.

In front: Cloe Lemoine, Eden Plus New Caledonia; Virginia Shore, resort manager & Valerie Lefert, Touramex New Caledonia.

Tamanu on the Beach reopens on 01 Nov - see **left** for a chance to win a holiday at the retreat.

## Pentahotel in Paris

**PENTAHOTELS** has opened its first property in Paris, France.

This 186-key lodging shows off Pentahotel's fresh new interior design, which will be the company's standard for all new properties worldwide by 2017.

Amenities include conferencing facilities, free wi-fi, restaurant, bar and lounge.

## MH370 wing found

**THE** wing fragment from a Boeing 777 aircraft which was found in May has been confirmed as a piece from the missing Malaysia Airlines flight MH370.

Federal Minister for Infrastructure and Transport Darren Chester said "the finding of this debris...continues to affirm the focus of search efforts in the Southern Indian Ocean".

## Rezdy travel trends

**A RISING** number of travellers are forgoing forward planning and instead have opted to book their tours through OTAs within 24-hours of it starting, according to Rezdy's analysis of its 2016 bookings in Australia.

The report found that the number of last-minute online bookings has increased from 24% in 2014 to 37% of total bookings to-date this year.

The study also saw up to 35% of all travel bookings made using smart phones.

Speaking on the findings, Rezdy chief executive officer Simon Lenoir said: "This tells us that agents and suppliers whose websites aren't mobile optimised or equipped to accept last minute online bookings are missing well over a third of the market share."

## WIN A TRIP TO VANUATU



This month, *Travel Daily* and Vanuatu Tourism Office, Air Vanuatu and Tamanu on the Beach are giving readers the chance to win a trip to Vanuatu including:

- Five (5) nights run of house accommodation at the newly reopened Tamanu on the Beach including daily a-la-carte breakfast
- Return transfers courtesy of Tamanu on the Beach
- Two complimentary return economy class tickets on Air Vanuatu from Sydney or Brisbane to Port Vila.

To win, answer each daily question correctly and have the most creative final answer. Send your entries to [vanuatucomp@traveldaily.com.au](mailto:vanuatucomp@traveldaily.com.au)

5. How many villas will Tamanu on the Beach resort have?

[Terms and conditions](#)



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- 2 night hotel stay in Lisbon
- 34 night cruise aboard Aegean Odyssey
- 2 night hotel stay in Athens
- 30 included tours in 9 countries
- Expert Guest Speakers
- Included gratuities & port fees

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Premium Outside	\$18,550*
Deluxe Outside	\$22,250*
Deluxe Balcony	\$25,595*

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1 May 17	Lisbon to Rome	29 Days
15 Jun 17	Seville to London	17 Days
29 Oct 17	Seville to Malaga	12 Days
1 Sep 17	Lisbon to Rome	17 Days
1 Sep 17	Lisbon to Venice	27 Days

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**QLD, VIC, NSW & WA – PKG TO \$82K (DOE) + COMM + CAR**

Leading Travel Company is looking for a number of experienced account/business development managers to join their expanding team. You will be responsible for managing a portfolio, building strong relationships & delivering presentations to increase & bring on new business. Strong salary + car allowance & uncapped comms. Prev. experience in a similar role required along with strong presentation, organisation & communication skills.

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**OPERATIONS & DELIVERY MANAGER**

**YULARA (NT) – SALARY TO \$90K (DOE) + SUPER**

Our client, a leader in tourism is looking for an Operations & Delivery Manager to join their team in Yulara. You will be managing the day to day operations of the two depots, the smooth running of tours, working closely with tour leaders/drivers, managing a large team & all other ops requirements. Amazing career progression & benefits. Strong understanding of the industry, leadership, operations & communication skills required.

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**MARKETING MANAGER**

**MELBOURNE – TOP SALARY PKG TO \$90K**

Are you a talented marketing manager looking for a fresh new role? You will be responsible for managing the end to end of marketing campaigns across various channels from strategy to implementation & results, working on strategy & branding, producing marketing plans & collateral. Previous experience in a similar role essential along with high level communication, organisation & presentation skills. Top salary and benefits on offer dependent on experience.

**UTILISE YOUR COMMERCIAL SKILLS**

**COMMERCIAL SALES MANAGER**

**SYDNEY – SALARY TO \$110 + BONUS**

This successful tourism organisation have a unique, newly created role available within their senior management team. You will need to have exposure and success in both areas of operations and sales, so leading a high volume contact centre, coaching mentoring driving sales. You will also have worked across sales and have a strong commercial focus.

This role offers growth and opportunity for the right candidate, ring for a confidential chat today

**CALYPSO & XERO ACCOUNTS EXPERTS**

**FINANCE MANAGER X 2**

**SYDNEY – SALARY PACKAGE TO \$95 (DOE)**

Currently in a Finance role but need a fresh start? This interesting supplier to the travel industry have two vacancies within their Finance area, one will have strong Calypso and one will need to have Xero experience. You will be joining a company that is seeing extreme growth, and will continue to grow. Great team based in the CBD with a strong remuneration package to find out more contact AA on 02 9231 2825 or send your resume today.

**PROGRESSIVE TECHNOLOGY PROVIDER**

**HEAD OF PRODUCT**

**MELBOURNE - SALARY PACKAGE TO \$200K + 20% KPI**

Leading technology provider in Melbourne is seeking a highly experienced Product Manager to head up the department. You will be accountable for the development of new products in order to meet market needs, whilst managing existing products and their enhancements. Seeing dramatic growth in the market place, this is an amazing opportunity to join a well recognised company that will offer an unbeatable salary package.

**GLOBAL TRAVEL COMPANY**

**LEARNING & DEVELOPMENT EXECUTIVE**

**MELBOURNE – SALARY TO \$80K (DOE)**

Global organisation is growing at a rate of knots and as such, require a Learning & Development Coordinator to be based out of their Melbourne office. This newly created role will have you responsible for the training & development of new recruits & developing training programs to upskill current consultants. You will also determine strategies to increase productivity & sales. Certificate 4 in Training & Assessment required & Mandarin or Japanese language skills.

**CALLING ALL MANDARIN SPEAKERS**

**INDUSTRY ACCOUNT MANAGER –MANDARIN SPEAKER**

**SYDNEY – SALARY PACKAGE \$80 + BONUS**

This global travel industry supplier is looking for a talented Account Manager to nurture and grow their leisure travel portfolio of accounts. You will build maintain and develop strong relationships whilst identifying opportunities for growth, specifically within the VFR market.

Ideally you will have come from a consolidation background, This is your chance to nurture, instead of sell.

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