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## McKeon to head UL operation

EXCLUSIVE

**AUSTRALIAN** airline veteran Peter McKeon has been appointed as the gm of Sri Lankan Aviation Pty Ltd, a newly established GSA business which will handle SriLankan Airlines' soon-to-launch direct Melbourne-Colombo flights.

McKeon was with former Helloworld offshoot Global Aviation for 15 years, most recently with responsibility for Delta Air Lines.

His appointment follows a tender process conducted in recent weeks (**TD** 10 Jul), with the new company owned by New York-based ceo Dilan Ariyawansa, who also represents UL in the USA and Canada.

McKeon told **Travel Daily** it was "pedal to the metal" following his appointment, with the carrier gearing up operations in the lead-up to the launch of the new daily service on 29 Oct this year.

He confirmed the company will operate from an office in Collins St, Melbourne, with a recruitment process aiming to appoint staff in Melbourne, Sydney and Brisbane.

Using an A330-200 with 28

lie-flat Business class and 250 Economy seats, flight UL604 will depart Colombo at 2350 daily, arriving into Melbourne at 1525 before returning to the Sri Lankan capital at 1655 to land at 2215.

McKeon said the service would offer excellent connections to the Maldives as well as several ports in India including Chennai, Bangalore, Hyderabad and Delhi, while pax transiting through to London or other ports with long layovers will receive a free meal-inclusive stopover at the Colombo airport hotel.

24/7 support will be provided via a call centre in Colombo, and McKeon confirmed he would be engaging with UL's oneworld partner Qantas about connecting domestic flights to and from Sydney, Brisbane and Auckland.

Competitive introductory fares are now loaded in the GDS.

### Today's issue of TD

**Travel Daily** today has six pages of news and photos, plus a photo page from CAPA and a full page from:

- AA Appointments jobs

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## HA Biz class bid up

**EFFECTIVE** today, pax flying Economy class with Hawaiian Airlines can barter their way to an upgrade to Business class on flights between Australia and Hawaii, and onto North America.

HA's Bid Up by Hawaiian Airlines is an auction upgrade service that will be made available to eligible guests via email, approximately 10 days prior to departure.

Successful bidders are notified 48hrs before departure.

For all the details, [CLICK HERE](#).

## Webjet takes JacTravel

**WEBJET** will be hopeful of a share price rebound when it ends a trading halt tomorrow (**TD** Tue) after announcing the buy out of European B2B travel business JacTravel Group for £200 million (**TD** breaking news last night).

The binding agreement will see the London-based JacTravel join Sunhotels, Lots of Hotels and FIT Ruum's in Webjet's WebBeds division, which the OTA says will be the world's #2 B2B player.

JacTravel operates two brands,

JacTravel and totalstays.com, both of which will merge into the WebBeds business.

The UK company said the deal will boost WebBeds' annual total transaction volume to over \$1 billion, while expanding its global footprint with offices in 19 countries and 900 employees.

"WebBeds will be able to provide truly local support to its worldwide network of partners. It will feature a global portfolio of more than 250,000 hotels, of which 17,000 are directly contracted, in all regions of the globe," JacTravel said.

JacTravel ceo Terry Williamson said teaming with Webjet "is the next logical step in our global vision which will enable us to offer even greater wider reach to our hotel partners and greater choice & value to our customers".

Webjet ceo John Guscic said by consolidating with JacTravel "we believe we will drive even greater synergies that will benefit the wider travel industry".

Before its trading halt on Tue, Webjet's share price had fallen 12.5% in the past week.

## FCTG acquires LDV

**FLIGHT** Centre boss Graham Turner says the acquisition of Quebec City-based travel firm Les Voyages Laurier du Vallon (LDV) will enable the company to tap into Quebec province's "large and lucrative market" which has until now been "constrained" (**TD** breaking news yesterday).

LDV's network of leisure, corp and MICE businesses generates some C\$100m in TTV & C\$9.4m in revenue annually, and has 100 staff spread across six locations in the city and one in Montreal.

"By working with LDV, we will be able to leverage the business's local expertise, experience and linguistic capabilities to grow our presence in Canada's second largest market, which is a major corporate hub and home to a large and active leisure travel population," Turner said.

The business will continue to trade as LDV run by its existing general manager Nicolas Racine who will join FLT's senior leadership group in Canada.

FCTG will initially purchase 75% of the Canadian firm with cash, with the remaining shares to be exercised after 31 Jul 2019.

## Air NZ YVR boost

**AIR** New Zealand will introduce an eighth weekly service on the Auckland-Vancouver route over the first half of the Jan peak to cater for increased demand.

The Kiwi carrier is also boosting shoulder season frequencies to YVR, moving from five weekly services to daily flights in Feb, and increasing to five services per week in Mar & Apr, up from four.

Air NZ will also jack up weekly services from three to four on the route during May and mid-Jun.

## Scott joins Dubai

**DUBAI** Tourism Australia & NZ has announced the appointment of Beth Scott to the position of regional sales manager.

Based in Melbourne, Scott will spearhead Dubai Tourism's activity in Victoria, Tasmania and New Zealand.

She has 15 years' experience in the airline and travel & tourism sector, including roles at Qantas, Emirates, Lufthansa Group and most recently with Qatar Airways, based in Doha.

More appointments on [page 6](#).

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## Tourism set to hit \$150b

**AUSTRALIA** is set to hit the upper range of its tourism targets and achieve spending of \$151.4 billion over the next decade, according to new projections released yesterday afternoon.

Tourism Research Australia's 2017 Tourism Forecasts report says spending is likely to grow 50% on current levels by 2026/27, increasing at an annual rate of just over 4%.

International visitors will surge 75% over the next 10 years to hit 15 million, overtaking outbound tourism to represent the biggest share of traffic through the country's airports.

China will continue to lead the charge, overtaking New Zealand this financial year to become Australia's largest source of international visitors and

increasing spending by 168% to \$26.2 billion by 2026-27.

Over the next two years Chinese visitor numbers are likely to grow 26.4% from 1.3 million to 1.6 million by 2018/19.

Other markets forecast to show high growth by next financial year include India (21.1%), Japan (15.1%) and the US (14.9%).

By contrast, domestic tourism is likely to grow only modestly.

Visitor nights will be up 1.5% to 343 million nights this financial year, the report says, hampered by slow wages growth and limited discretionary spending.

Overall visitor nights in Australia are forecast to increase 4.7% this financial year to 631 million, with the ACT leading growth at 7%, followed by Queensland (5.7%), SA (4.8%) and NSW (4.8%).

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## US arrivals plummet

**OVERSEAS** arrivals to the US in the month President Trump was inaugurated fell by 2.3% year-on-year, newly released preliminary visitor data from the US National Travel & Tourism Office shows.

While US transborder numbers were up 8.7% in Jan (to 1.47m) from Canada and 2.4% (to 1.54m) from Mexico, total overseas arrivals slid to 2.58m, accounting for 46.1% of the combined visitor market which was 5.6m.

Aside from Asia - which saw arrivals increase 7.1%, driven by China - all overseas markets have dropped between 4.6% (from Western Europe) to a whopping 23.1% (from the Middle East) compared to Jan 2016.

Arrivals to the United States from the Oceania region are down nearly 6% in Jan, with Australia falling 8.1% to 100,396, but still holding onto its top ten ranking as a source market for total visitor numbers, now ninth.

## Tailor-made with Wu

**WENDY** Wu Tours is offering agents a chance to win a holiday for themselves and a friend valued at \$5,000 by requesting a quote for any Tailor-made Holiday or Private Tour by the end of Oct.

The incentive aims to showcase the Asian holiday specialists' breadth of product & knowledge to provide customised touring.

"We've seen huge growth in agents wanting to provide their clients with bespoke itineraries, so have invested in product, staff and training across our Tailor-made Holidays & Private Tours range, WWT md Australia and NZ Andrew Mullholland said - email [tailormade@wendywutours.com.au](mailto:tailormade@wendywutours.com.au).

## Window Seat



**YOU'LL** need to put careful thought into your choice of undies for this short-life adventure thrill ride.

High above Sydney Harbour, financial services giant AMP is preparing to offer an exclusive adrenaline experience unlike anything seen in Australia before - but you'll have to be quick to join in.

On 20-21 Oct, AMP will offer a harrowing zip-line ride between its two office towers at Circular Quay, sending participants plummeting from the 47th floor.

Places are limited, but to take part you just need to raise at least \$5,000 for charity.

**CLICK HERE** for details.



## Fairmont strikes?

**WORKERS** at the Fairmont Hotel Vancouver have voted to potentially strike in the next few days due to a pay dispute.

Members of Unifor voted 97% in favour of legal job action if a new contract cannot be reached by this weekend, the union said.

Fairmont hotel staff in the union include housekeeping and food & beverage services.

The landmark Vancouver hotel is used by a number of Australian tour operators and wholesalers.

**Wendy Wu Tours**

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VOYAGES TO ANTIQUITY



Thursday 3rd August 2017

## Wong city combo

**HELEN** Wong's Tours has created an eight-day twin-city combination tour, capitalising on Xiamen Airline's "One Fare, Two Cities" product.

The tour combines Xiamen on China's south-east coast with the former Portuguese colony of Macao and is priced from \$1,799pp from Sydney.

Prices include return flights, three nights in Xiamen, three nights in Macao, breakfasts, some lunches and sightseeing, with departures between Oct and Mar.

## Western Vic funds

**THE** Victorian Government has announced \$500,000 in funding for tourism in the state's west.

The funds will be used to develop a tourism plan for areas including the Grampians, Mallee and Wimmera, and will explore ways to encourage adventure and cultural activities.

The plan will also build on the existing Grampians Peak Trail and the 200km Silo Art Trail.

## QR backs out of AA

**QATAR** Airways has dropped plans to take a 10% stake in American Airlines amid US hostility to the proposal and ongoing conflict between American and Gulf carriers.

"Further review of the proposed financial investment, taking into account the latest public disclosure of American Airlines, has demonstrated that the investment no longer meets our objectives," the Doha-based carrier said in a statement.

"Qatar Airways will continue to investigate alternative investment opportunities in the United States of America and elsewhere that do meet our objectives," it said.

## New CNS website

**CAIRNS** Airport has launched a new website, designed to be more user friendly and provide easy access to information.

The home page includes prominent links to flight info and online car parking, the site's most popular services - **CLICK HERE**.

## EU border delays

**THOUSANDS** of air travellers in Europe are facing major delays due to under-staffing at immigration points and tighter security requirements, the Airlines For Europe (A4E) industry group has warned.

Queues of up to four hours are expected in Spain, France, Italy, Belgium and Portugal, A4E says, as the European summer holiday season reaches its peak.

"Thousands of flights recently had to be delayed because EU border controls are significantly understaffed to comply with tightened immigration checks — some passengers even missed their flights," A4E said in a statement this week.

"Airline travellers have become victims of the disproportionate impact that the implementation of a new EU Regulation is having on the flow of traffic."

## HM pulls DUS route

**AIR** Seychelles has dropped flights to the German city of Dusseldorf and reduced its Paris services from four to three per week in the face of increased costs and competition.

"Due to year on year increase of cost of fuel, an extremely competitive aviation market in Europe, and the high number of significant airlines already servicing Seychelles through their connective hubs, it unfortunately results in Air Seychelles being forced to consolidate these services," said the airline's chairman Jean Weeling-Lee.

## China trade mission

**AUSTRADE** will next month lead a trade mission to China, with opportunities for involvement by tourism consultants, hotel operators and developers, investors, travel providers and others in the tourism supply chain.

The mission will take place from 13-19 Sep and visit the cities of Xi'an, Chengdu and Leshan.

Austrade says the initiative is part of this year's bilateral China-Australia Year of Tourism which provides "privileged access to the Chinese system".

Applications for involvement are now open and close on 25 Aug.

For details **CLICK HERE**.

## EY 787 ICH debut

**ETIHAD** Airways has introduced its Boeing 787-9 on daily services from Abu Dhabi to Seoul Incheon.

The new two-class *Dreamliner* service replaces Airbus A340-600 aircraft and is configured with 299 seats - 28 in Business class and 271 in Economy class.

The airline says it is approaching its one millionth traveller on the route since its launch in 2010.

## DC hotel tax rising

**WASHINGTON** DC has lifted its hotel tax from 14.5% to 14.8%.

The increase in hotel tax collections will go to Destination DC to expand its efforts to sell and promote the city.

Destination DC vp of tourism and visitor services Theresa Belpulsi said the new tax rate was similar to other major US cities.

## Intrepid Group

### Destination Manager, Middle East & Turkey

For the past 28 years, Intrepid has been taking small groups on real life experiences that give back to the places and people we visit. Now the world's largest provider of adventure travel experiences, we cater for all ages, budgets, and appetites for adventure through Adventure Tours Australia, Geckos Adventures, Intrepid Travel, Peregrine Adventures and Urban Adventures.

As the Destination Manager (DM) you will play a fundamental role in delivering the highest quality trips in your designated countries. Working closely with the Regional Product Manager you will have the primary responsibility for managing all aspects of the trips in your countries, working across the Intrepid Group brands to achieve outstanding levels of customer satisfaction, strong sales growth and profitable commercial results.

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<https://www.intrepidtravel.com> (visit the employment section on the website) **and email your CV along with the completed Application Form.**

Applications will be accepted until 11th of August 2017.

For more information and to read the position description, please visit our website [www.intrepidtravel.com](http://www.intrepidtravel.com)

Due to the amount of applications we receive, unfortunately only shortlisted candidates will be contacted.

## UNITED



### Marketing Representative

United Airlines is looking for an energetic Marketing Representative with exceptional communication and collaboration skills to join the sales team, based in Sydney.

Reporting to the Director Australia and New Zealand Sales, the role is responsible for creating and executing an annual below the line marketing plan for Australia and New Zealand, that supports the sales teams' goals and objectives.

Activities would include, but not limited to, working with the sales teams to help them drive revenue, partnering with tourism boards to promote travel to the US, event co-ordination, maximizing sponsorship opportunities, production of collateral to support sales needs, collaboration with HO marketing team and local PR agency co-ordination.

The successful candidate must be an exceptional communicator and strong team player, willing to work across all departments and levels. The role would suit a marketing coordinator or marketing executive looking for their next move with at least 2 years experience in marketing.

Please apply by Monday 7th August by email to [sydsales@united.com](mailto:sydsales@united.com)



## CAPA gathers aviation, travel executives

KEY aviation and travel experts gathered for the biggest aviation and corporate travel event of the region - the CAPA Australia Pacific Summit which took place this week in Sydney.

The CAPA Summit gathered 25+ different industry sectors, 700+ attendees, 160+ airlines, 100+ travel buyers and many others for two days of networking and knowledge sharing.

The event kicked off with a welcome address from NSW Tourism Minister Adam Marshall, followed by keynote presentations from Jetstar, Sydney Airport, American Express Global Business Travel, Air New Zealand, Malaysia Airlines, AccorHotels Asia Pacific, Hawaiian Airlines, Tourism Australia and many others.

Attendees of the glittering Gala Dinner raised over \$10,000 for CanTeen and were delighted with a spectacular performance by Peter Bellew, Malaysia Airlines Group ceo.



**MICHAEL** Issenberg, chairman and ceo of AccorHotels Asia Pacific.

**PETER** McKeon, newly appointed gm of Sri Lankan Aviation Pty Ltd with UL ceo Suren Ratwatte.



**DENISE** Brown of Brisbane Airport; Michelle Dritmanis from Mastercard and Sue Graham of Helloworld Travel.



**STEVEN** Hope of Virgin Australia with Demi Kavaratzis and James Marshall from Expedia.



**CAPA** Centre for Aviation's Peter Harbison and Virginia Fitzpatrick celebrate the gala dinner's \$10,000 CanTeen fundraising achievement.



**THE** gala dinner hosts and event Cornerstone Partner, Travelport, with their corporate table guests.

**SALLY** Fielke from Sydney Airport; Sarah Built of Etihad; Sydney Airport ceo Kerrie Mather; and Hugh Wehby of Sydney Airport.



**NOT** quite U2?

Malaysia Airlines ceo Peter "Bono Vox" Bellew provided some of the evening's entertainment during the CAPA Aviation Summit gala dinner.



**CAPA** executive chairman Peter Harbison puts the hard word on Jetstar Group ceo Jayne Hrdlicka.



Thursday 3rd August 2017

## Byron Balloons sold

**ADVENTURE** tourism company Skydive the Beach Group Ltd has acquired Byron Bay Ballooning.

Known as Skydive Australia, the purchase will elevate the firm's current offering in Byron Bay where it has been operating Skydive Byron Bay since 2005.

Byron Bay Ballooning caters for around 3,000 customers annually.

The company has expanded significantly since 2015, acquiring Australia Skydive, NZone Skydive, Skydive Wanaka, Raging Thunder Adventures & Reef Magic Cruises.

## Follow the Vines

**TEMPO** Holidays has introduced a 13-day independent itinerary through regional France in 2018 to meet demand for visitors exploring the French countryside.

Operating round-trip from Paris, the tour features multi-night stays in Beaune, Reims & Tours and will traverse Champagne, Burgundy, Provence and the Loire Valley, utilising rail transport between each location and day tours.

Departing throughout Apr, the Follow the Vines - Grand France tour is priced from \$6,040ppts.



### THE PRIZE

This month Travel Daily together with Philippine Airlines, The Peninsula Manila and Henann Regency Resort and Spa Boracay are giving readers the chance to win an island getaway to the Philippines.

The prize for two people includes:

- Return economy class tickets from Sydney to Manila flying with Philippine Airlines
- Two nights accommodation at The Peninsula Manila
- Three nights accommodation at Henann Regency Resort and Spa Boracay



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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](mailto:appointments@traveldaily.com.au).

**Wendy Wu Tours** yesterday announced the appointment of **Gina Fernandez** to the role of Business Development Manager for NSW. She has broad travel industry experience with previous positions with Sabre, Tramada, SureSave and Corporate Traveller, along with previously running her own travel agency in the retail and online space.

Seasoned hotel exec **Michel Checoury** has joined **Movenpick Hotels & Resorts** as its new Chief Financial Officer. His experience includes roles at Mandarin Oriental, IHG, Starwood, Jumeirah and Disneyland Paris.

**Fiji Airways** has named **Stroebe Bekker** as the carrier's Regional GM Sales for the Americas, based in Los Angeles. Bekker has vast airline experience, including stints with South African Airways & Spirit Airlines.

**Hong Kong Tourism Board's** local Public Relations and Media Manager **Margo McNeill** has departed the organisation this week, moving out of the tourism sector to join telecommunications giant **Telstra**.

**Marriott International** is ramping up its sales and leadership team for the Middle East and Africa, with a revamped Brand, Marketing, Sales and Consumer Services Leadership Team to be led by Marriott veteran **Neal Jones** as Chief Sales and Marketing Officer for the region. Other executives include **Paul Dagleish**, VP of Sales & Distribution; **Sarah Allen**, VP of Revenue Strategy & Analysis; **Jitendra Jain**, VP of Digital, Loyalty & Portfolio Marketing and **Sandra Schulze-Potgieter**, VP of Premium and Select Brands.

## Tigerair \$1 special

**BUDGET** airline Tigerair Australia is offering \$1 airfares across its network until midday 05 Aug, when booking a return fare.

There are over 13,000 seats on sale as part of the 'Pay to Go, Come Back for \$1' promotion.

The \$1 fare is available on Express fares for return sectors but are subject to Light Fare fees.

## Visitor Info training

**DESTINATION NSW** and TAFE NSW will collaborate to train more than 500 Visitor Information Centre staff on the latest customer service techniques in an effort to help promote rural parts of NSW.

The workshops are free and open to all NSW Visitor Info Centre staff who work full-time, part-time, casual or as a volunteer.



## Sales & Marketing Coordinator - Outrigger Resorts

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