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Wednesday 15th February 2017

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Helloworld \$1m cruise buy

HELLOWORLD this morning announced the purchase of Cruise Factory, Seven Oceans Cruising, Cruise Abroad and Worldwide Cruise Centres (**TD** breaking news), in a deal worth \$664,000 plus 100,000 Helloworld shares.

Based on today's share price of \$3.95 the overall purchase is worth \$1.059 million, with the additions significantly expanding Helloworld's cruise presence.

Helloworld executive director

Cinzia Burnes said "the acquisition builds on our already established cruise presence with The Cruise Team.

"They will be beneficial additions to our wholesale division that will deliver us results in this key area," she said.

As well as cruise data provider Cruise Factory, the businesses package cruise product which is distributed through travel agents, including the affiliated Worldwide Cruise Centres network which currently has about 120 travel agency members Australia-wide.

Directors of the acquired companies include John Simos and Fred Sparksman.

Interestingly, Seven Oceans and Cruise Abroad also currently power the Express Cruise platform operated by the Express Travel Group.

Velocity millionaire!

VIRGIN Australia's loyalty program Velocity has launched an agent incentive, offering 1 million Velocity Frequent Flyer Points to the agent with the highest ticketed revenue of domestic flights booked between today and 02 Apr, for travel until 12 Apr.

The incentive - see **cover wrap** - also offers the agent with the highest weekly ticketed VA revenue over the period with two return Business class flights to Los Angeles, Fiji or on a domestic service - more info at virginaustralia.com/millionpoints.

Today's issue of TD

Travel Daily today has six pages of news and photos plus a front cover page for **Virgin Australia** plus full pages from:

- Leading Hotels of the World
- Travel Trade Recruitment

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Netflix, Foxtel on Qantas

QANTAS passengers flying on domestic services will have free access to Netflix, Foxtel & Spotify programs and music on select wi-fi enabled aircraft in coming days.

The carrier is currently testing its first Boeing 737 fitted with satellite-receiving equipment using the nbn Sky Muster service, which is slated to be activated for pax by the end of this month.

The tech promises to offer up to 10 times faster streaming speeds than available on conventional in-flight wi-fi.

Qantas Group executive of Brand, Marketing and Corporate Affairs, Olivia Wirth said the new tech would open up a huge range of options for customers in-flight.

"We know that email, online shopping & general web browsing will be popular uses when we switch on wi-fi, but what a lot of people relish about flying is being able to catch up on their favourite TV shows or watch movies they didn't get to see at the cinema," Wirth commented.

She said the massive catalogues of current and expanding titles would mean there's "no shortage

of entertainment on board".

The free period is, however, limited for customers on a trial basis only, and then on a paid subscription service.

Access to Foxtel via its app will be free for the first three days, with no subscription required.

Whereas Netflix and Spotify will require pax to be existing members or subscribe to access a 30-day free trial of the services.

QF said it would equip the rest of its fleet of domestic 737s and Airbus A330s with the technology from mid-2017 onwards.

EK Europe specials

ECONOMY class return airfares with Emirates to Europe have been slashed to as low as \$1,339 to Zagreb, \$1,359 to Rome and \$1,379 to Paris for departures over select periods from now until 30 Nov, if booked by 21 Feb.

Business class fares are also on sale, starting at \$6,199, \$6,219 & \$6,379 to the respective cities.

Skywards Bonus Miles of 10,000 points in Economy and 15,000 in Biz are also for flights booked to depart by 31 Mar (**TD** 09 Feb).

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Vile vans outlawed in Qld

COMMERCIAL operators of vehicles displaying offensive slogans will face de-registration from Queensland roads should they refuse to have their sexist decals removed under new laws. The Queensland Govt this week

approved legislation which would see vans operated by the likes of Wicked Campers taken off the road for disgusting advertising.

Effective 31 Mar, should vehicles with vile promotions be identified by the Advertising Standards Board, they will have 14 days to change the slogan, or run the risk of having their regos cancelled.

"The Palaszczuk Govt is leading the country in taking action on this issue and we're working closely with other states and territories to promote a nationally consistent approach to vehicle registration laws on this issue," said Qld Attorney-General & Minister for Justice Yvette D'ath.

Sage Fortitude Valley

SILVERNEEDLE Hospitality has today announced its first Sage branded property in Queensland will open to guests from 01 Mar.

Located in Brisbane's Fortitude Valley, the boutique Sage Hotel James Street consists of 93 rooms and a restaurant, cafe and deli.

IASC Norfolk approval

THE International Air Services Commission has issued an interim determination to Norfolk Island Airlines for unlimited capacity to operate scheduled passengers services between Australia and New Zealand for three years.

Norfolk Island Air proposes to offer twice weekly flights to NLK ex Auckland starting 27 May.

Wong private spike

HELEN Wong's Tours is placing a stronger emphasis on independent departures in its newly released China and Vietnam 2017-2018 brochures.

Company founder and managing director Helen Wong said while group tours still remained popular there was a trend towards families and friends booking guided independent tours.

The China program includes Hong Kong and Macao while the Vietnam one includes Cambodia, Laos and Myanmar

Itinerary options range in both range from four to nine days and include the four-day China Scenery of Guilin trip, the nine-day China Yangtze Upstream cruise and a five-day Cambodia Temples of Angkor package.

APTMS Warners pact

ASIA Pacific Travel Marketing Services has been appointed as representatives of Warner Bros. Studio Tour Hollywood for the Australia & New Zealand market.

The three-hour tram tour takes guests inside a real working Hollywood studio, such as The Big Bang Theory or Argo and more.

More at wbstudiotour.com.

Sabre/FlightGlobal

SABRE is set to become the first technology provider to introduce live data feeds from FlightGlobal's real-time flight schedule data from more than 900 carriers to travel agents worldwide.



Window Seat

THE Danish Cancer Society is appealing to locals of five holiday destinations to help pasty Danes prevent sunburn.

In a series a multi-lingual "Help a Dane" videos, the people of France, Greece, Italy, Spain and Thailand are being urged to remind the Danish to remember shade, sun hat and sunscreen.

"We Danes love your country, but there is a problem," says TV presenter Mikael Bertelsen.

"The strong sun is harmful to our delicate skin and every day a Dane dies from skin cancer... we respectfully ask for your support," he says.

See helpadane.com.



Further BA strikes

BRITISH Airways' mixed fleet crew have announced four more days of industrial action in addition to their four-day strike planned from 17 to 20 Feb.

The extra walkout over an ongoing pay dispute will take place from 22 Feb until 25 Feb.

This year alone the BA cabin crew has had a total of 11 days of strike action.



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Follow in your favourite literary characters' footsteps in the February issue of *travelBulletin*.

CLICK HERE to read
travelBulletin



Anne of Green Gables' house

Avis, Travelport pact

THE Avis Budget Group and Travelport have extended their partnership agreement, providing ongoing access to car rental brands through the travel commerce platform.

The deal covers vehicles and ancillary products across the car hirer's portfolio of brands, including Avis Car Rental, Budget Car Rental, Payless Car Rental, Apex Car Rentals and Maggiore.

"Avis Budget Group will be able to deliver rates and availability in a visually rich and cohesive way to connect with travel agents worldwide," said Travelport's Niklas Andreen, senior vice president and md, hospitality.

MEANWHILE, Travelport has signed a new agreement with Air Canada in which the airline will make use of an expanded range of features, including Rich Content and Branding.

Travelport will also connect to Air Canada's API content via the Travelport Universal API and Travelport Agencia, which it says will further broaden choices available to agents.

Air Canada also recently added Travelport's EDM+ technology.

APT 90 year gala

LUXURY travel company APT Travel Group will celebrate its 90th anniversary with the trade at a VIP gala evening, with the invitation-only event set to be held in Melbourne on 31 Mar.

Representatives from APT Travel Group's Diamond and Platinum VIP agencies and other industry partners will be invited to join the festivities at the Regent Plaza Ballroom, themed to reflect the roaring twenties.

The function will recognise APT Travel Group's top performers.

To enquire about the VIP Agent program, call 1300 668 298.

Plaza lounge passes

PLAZA Premium is giving away five airport lounge passes to mark the recent opening of its facilities at Brisbane Airport and its upgraded travel portal.

For a chance to win a pass, register at partnerportal.plaza-network.com before 31 March and in 25 words or less describe what makes airport lounges the perfect place to start a holiday - email answers to sales@ctmarketing.com.au.

Barnaby opens new Mercure



DEPUTY Prime Minister and local MP Barnaby Joyce officially opened the new Mercure Tamworth last week, giving the NSW city an extra 52-rooms.

The \$12 million property will be operated by Wests Entertainment

Group in partnership with AccorHotels and is an addition to the West Tamworth League Club.

Pictured at the opening are, from left, Danesh Bamji, gm franchise AccorHotels Australia, Barnaby Joyce, Rod Laing, ceo Wests Entertainment Group, and Kevin Anderson, local NSW MP.

cievents rebrands

INTERNATIONAL events management agency cievents has unveiled a new brand identity involving a change of colours and a new website.

The agency's global gm Natalie Simmons said the fresh look followed a period of significant growth, requiring a change to "stay fresh and relevant".

Delta AM stake buy

DELTA Air Lines will boost its stake in Aeromexico to as much as 49% after announcing an increase in its cash tender offer through the Mexican Stock Exchange yesterday.

The American carrier already owns 4.2% of its Mexican counterpart and has options to acquire a further 12.8%.

It will now seek to buy another 32% through its latest offer.

MEANWHILE Delta says it has paid almost US\$5 billion to its 80,000 employees over the past five years through its profit-sharing initiatives.

DL's most recent round of payments totals US\$1.1 billion and recognises staff efforts in achieving record financial and operational performance.


QF agent site update

QANTAS has updated its industry sales website with a redesign aimed at making it easier for travel agents to use.

Features include a news hub with latest sale info, news and commercial alerts in one location.

There are also sections for fares and ticketing, partners and rewards, and product pages.

Other changes are planned - **CLICK HERE** for details.




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Win 5 Airport Lounge passes to celebrate the opening of our Brisbane lounge and the upgraded partner portal!

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Collette from strength to strength



COLLETTE president and ceo Dan Sullivan says the company is seeing exceptional performance globally, and believes the touring sector is currently in a growth phase across the world.

He is in Australia this week to meet with key partners along with the company's senior vice president of global business, Christian Leibl-Cote.

Collette is preferred with Flight Centre, which is generating a significant amount of Australian business for the company, but there are a number of other key players also driving performance.

"We've just had the best four weeks in the company's history," Sullivan told **TD** yesterday.

Collette sells its worldwide portfolio in the USA, Canada, the UK and Australia, with the local operation growing at a faster rate than anywhere else in the world, albeit off a lower base with Collette only launching sales activities here two years ago.

The company has been in the

UK for 19 years and 26 in Canada, and will next year celebrate its centenary in the USA.

A new year offer in the Australian market had seen sales "explode" according to Leibl-Cote.

"Europe has done extremely well, as has the USA and South America," he said.

While details haven't been confirmed, Collette expects to expand its sales operations into New Zealand in the future too.

And expansion in Australia is also on the cards, with the company currently recruiting additional business development managers to provide more national coverage.

Pictured in Sydney yesterday are, from left: marketing manager James Hewlett; Christian Leibl-Cote; and Dan Sullivan.

Vale Graham Chambers

THE Victorian Travel Industry is mourning the passing of Graham Chambers who started his career in the late-70s with National Australia Bank Travel before opening Door Way Travel in East Ringwood in 1980.

Chambers worked closely with the Baptist Church running many tours and was an active member of AFTA & UTAG boards over many years and taught at William Angliss.

His daughter Sue Underbock will continue to run Door Way Travel.

Wizz adds BUD/SOF

LOW-COST airline Wizz Air will operate two new routes from Frankfurt Airport to Sofia and Budapest, starting from 22 May and 15 Dec, respectively.

New 230-seat Airbus A321 aircraft will be deployed on the daily flights.



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.



Meetings and conference spaces and public areas at **Crowne Plaza Queenstown** in New Zealand have a fresh look following a half a million dollar refurbishment. New carpets have been fitted in all conference and meeting rooms and in many public spaces.

Threesixty restaurant, The Atrium and the balconies leading from the hotel's rooms are sporting new furniture.



Maui Brewing Co. Waikiki has opened on the second floor of **Holiday Inn Resort Waikiki Beachcomber**. Spread across 1,672m², the Maui Brewing Co. is pouring its regular line-up of beers, along with limited release craft beers. The menu includes flavours of

the Pacific alongside traditional pub fare favourites. The design highlights local artists and features a kinetic wall on the building facade.



Fairfield Inn Anaheim Resort has refreshed its public spaces. The welcome centre's check-in desks have been relocated to allow easier access to the elevators and the space has received a lick of paint, new flooring and a light-up accent wall. Lobby bathrooms also

been refreshed, the kid's centre was enhanced and a fully equipped fitness centre added. Renovations to guests rooms are underway.

Carnival Cuba tick

CARNIVAL Cruise Line has received the go-ahead to begin sailing in Cuba in Jun.

Bookings are open for four- and five-day voyages out of Port Tampa Bay on *Carnival Paradise* in the second half of 2017.

In May 2016, Carnival Corporation's brand Fathom became the first US cruise line to sail to Cuba in over 40 years, but the corporation decided to return the line's only ship to P&O Cruises UK for the northern summer.

New Fiji beach club

SOUTH Sea Cruises will open Fiji's first island beach club, Malamala Beach Club in mid-2017, located 30 minutes Denarau Marina.

Accessible by private jetty, the beach club will feature a large infinity pool, private cabanas and complimentary non-motorised water sport equipment.

A chapel will be on site and Malamala Beach Club can cater for corporate events and gatherings - **CLICK HERE** for pics.



Regional Sales Manager, Queensland

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Position available at Viking Cruises for a highly motivated and enthusiastic Regional Sales Manager to be based in Queensland who will be responsible for sales for the whole state. The role will suit an experienced sales professional with a minimum of 5 years sales development management experience, who has a passion for travel, works autonomously, can manage their own "Territory" and enjoys working in a fluid and highly competitive industry. The successful candidate can expect a very competitive basic salary package with a rewarding incentive program plus great industry and health benefits.

If you feel you meet the criteria above and this sounds like your ideal role please apply by sending a short covering letter and your resume to: jobsau@vikingcruises.com

Only suitable applicants need apply.

Airservice job cuts

AIRSERVICES Australia has lost more than 700 staff due to recent cost-cutting after profitability fell by 90% from \$45.5 million in 2013 to \$4.5 million in 2015.

Senior Airservice officials have told the *ABC* that the organisation was now "a huge risk to public safety" with it only a matter of time before a "major incident".

Airservices chief executive officer Jason Harfield refuted the concerns saying any suggestion the company was compromising on safety was "totally incorrect".

"There is no risk to the travelling public," he said in a statement to the *ABC*.

DoubleTree Times Sq

DOUBLETREE by Hilton Hotel New York Times Square West has opened in Manhattan.

The 37-storey property features 612 rooms with Theater District-inspired artwork with many offering views of the city or the Hudson River.

AC Israel increase

AIR Canada is introducing a seasonal (22 Jun-16 Oct), twice weekly service between Montreal and Tel Aviv as well as increasing its current Toronto-Tel Aviv non-stop flights to a daily frequency year-round.

The capacity growth is a result of rising business and leisure travel between the two nations.

VB Riyadh office

VISITBRITAIN has opened a new office in Saudi Arabia's capital city of Riyadh, marking the first Western tourism board to set up in the country.

The purpose of the new office is to attract more visitors from Saudi Arabia - converting "aspiration to visit into bookings".

Niue Tourism refresh

THE Niue Tourism brand is relaunching itself in Auckland this week through a new campaign.

The push will initially be rolled out across print media in the *New Zealand Herald* and digitally on Facebook and YouTube before extending into content releases across a two year period.

The content tells stories of real Niue travellers and locals in a "thoughtful and respectful manner".

Niue Tourism ran a successful promotional drive back in the early 1990s promoting the destination as "the Pacific's best kept secret and The Rock of Polynesia" - yet since then the brand hasn't been updated.

It is hoped that this major revamp will educate more people about what the island nation has to offer tourists.

Florence levy axed

THE Regional Administrative Tribunal has annulled a decision by the city of Florence to raise the ZTL tariffs being charged to tourist bus/coach operators.

The decision was made on the basis that no consultation with relevant stakeholders took place prior to the decision.

China fingerprints

CHINA is now imposing fingerprint checks for all international arrivals.

The new security measure will begin at Shenzhen airport this week before being rolled out at all airports across the nation.

The fingerprinting will apply to foreign passport holders aged between 14 and 70 with the exemption of passport holders with a reciprocal agreement.

SAA A330-300 to IAD

SOUTH African Airways has introduced its new Airbus A330-300 aircraft on the three-times weekly route between Washington Int'l Airport and Johannesburg OT Tambo Int'l Airport via Dakar, Senegal.

Luxperience Latin America focus



LUXPERIENCE hosted an event in Canberra recently in response to the overwhelming interest from and for Latin American destinations to attend the Luxperience event held annually in Sydney each Sep.

Senior staff from nine of the 13 nations with consular representation in Australia attended the briefing to discuss the increase in high end product in the region and the growing desire for Australians to travel to Central and South America.

Key topics discussed in Canberra included the need to streamline the visa process between Australia and Latin America countries as well as increasing flight availability between Central and South America and Australia, enabling airlines to offer more competitive airfares.

Pictured above in Canberra are: Maria Luisa Gonzalez, Embassy of Mexico; Maria Rivarola, Embassy of Paraguay and Eduardo Acevedo-Diaz, Embassy of Argentinean Republic.



This month Travel Daily, Tempo Holidays and Tourism Ireland are giving agents the chance to win a trip for two to Ireland.

The winner will travel on a luxury coach around Ireland for a week, and the prize includes return flights.



To win, show your Irish spirit by dressing up in your best St Patrick's Day outfit and send a photo through. Best photo wins! Get your whole office involved! Send entries to tempo@traveldaily.com.au

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Travel Daily is Australia's leading travel industry publication.

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5 12 NIGHTS IN SWITZERLAND AND HOLLAND Stay at Hotel d'Angleterre (Geneva), The Dolder Grand (Zurich), De L'Europe (Amsterdam) and Conservatorium Hotel (Amsterdam)	6 11 NIGHTS IN USA Stay at The Kahala Hotel & Resort (Honolulu), Mr. C Beverly Hills (Los Angeles), Malibu Beach Inn (Los Angeles) and The Lowell (New York City)	7 9 NIGHTS IN SOUTH AFRICA Stay at Saxon Hotel, Villas & Spa, (Johannesburg), Cape Grace (Cape Town) and Thanda Safari (Hluhluwe)	8 12 NIGHTS IN ASIA Stay at The Reverie Saigon (Ho Chi Minh), Capella Singapore, The Legian Bali and Nihiwatu (Sumba)

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- All bookings booked between 30 January and 24 March 2017 via LHW channels apply to register.
- Registrations to be completed by 27 March 2017 to win. Bookings must be for stays before 31 July 2017 and must be active on 27 March 2017.
- One registration per booking applies. Agents can register unlimited times over incentive period.
- Prizes will be allocated to top revenue bookings over the incentive period.
- Travel agents can nominate their top 3 preferred prizes. This is a nomination only and not guaranteed.
- Prize vouchers are valid for 12 months only – travel must be completed within the 12 months and is strictly subject to availability.
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Travel & Cruise Consultant

Adelaide, \$40-45k + Commission, Ref: 2559HC1

This travel agency based in Adelaide is known for its excellent customer service & their holidays to stunning destinations. They have an outstanding reputation and believe in delivering the highest standards to their customers. No day will ever be the same in this travel consultant role, from booking complex airfares, organising transfers to selecting the perfect accommodation for your clients. The role will be heavily customer service focused offering your expertise on worldwide destinations.

For more information please call Hannah on (08) 6365 4313 or click [APPLY](#) now.

Groups & Sporting Events Consultant

Gold Coast, Up to \$55-60k DOE, Ref: 2709SZ1

Fantastic opportunity for an experienced travel consultant to assist with booking flights and land arrangements around an event, including handling group bookings & dealing with FIT journeys. This is a unique chance for you to step away from commission based jobs and working weekends or late nights. You will be working directly with customers over the phone and through emails to ensure the best services are provided. You'll be paid a generous base and work within a supportive environment

For more information please call Serena on (07) 3123 6107 or click [APPLY](#) now.

Special Projects Travel Consultant

Eastern Sydney, Circa \$50-55k + Super, Ref: 672SO9

Working for a highly innovative leisure and corporate boutique agency, a consultant is required to manage special projects with some key client accounts. If you are looking for something slightly different to the norm, here it is. You will have excellent communication skills and will provide exceptional customer service skills. The office provides a funky and supportive place to flourish and succeed. Join an agency that is going from strength to strength and you will never look back!

For more information please call Sasha on (02) 9119 8744 or click [APPLY](#) now.

Online Cruise Consultant

Melbourne, \$42k + Uncapped Commission, Ref: 2690HC1

Would you like to become a cruise expert and specialise in this niche travel product? If you have a passion for cruising and for travel sales then apply now. You will be working towards targets and earning an uncapped commission in return within a sales and service focused environment. You will ideally be experienced within the travel industry, have GDS skills and have been on several cruises yourself. Long term career progression, a great salary & a CBD location are perks to this role.

For more information please call Hannah on (03) 9988 0616 or click [APPLY](#) now.

Business Development Manager

Perth, Competitive Salary + Bonus, Ref: 2226SJ1

Do you have sound understanding of Corporate Travel Sales, BD experience and a proven sales record? A leading Travel Management company are looking for a new BDM to assist with their ongoing expansion across the travel market. You will be sourcing new leads, building rapport and developing relationships with key prospects. Targeting the SME market there is fantastic earning potential and this is a great chance to develop your managerial and corporate travel experience with a leading TMC.

For more information please call Sarah on (08) 6365 4313 or click [APPLY](#) now.



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