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Wednesday 10th May 2017

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Tourism budget backlash

INDUSTRY leaders have condemned last night's Federal Budget, warning its cuts to tourism marketing and increased charges will put jobs at risk across the country.

In his Budget speech, Treasurer Scott Morrison announced measures including cuts to Tourism Australia totalling \$35 million over the next four years and a hike in visa fees which will now be indexed to CPI increases.

The Tourism & Transport Forum (TTF) slammed the measures, saying the Government had jeopardised the growth of Australia's visitor economy and "handcuffed" Tourism Australia at a time when tourism was on the verge of becoming "a wealth-generating juggernaut".

"As the national economy continues to transition from the end of the mining boom

to a diversified services-based economy, investing in tourism and transport as the key growth areas of the future should have been a no-brainer," TTF chief executive Margy Osmond said.

"However... the Government has ripped \$35 million out of Tourism Australia over the next four years, and in the process put at immediate risk tourism jobs right across the country."

Australian Tourism Export Council (ATEC) chief executive officer Peter Shelley said the Budget would reduce Australia's long-term competitiveness.

"The 2% increase to visa fees, including tourist, working holiday and the 10-year visa for Chinese visitors, will be an additional barrier to international visitation," Shelley said.

Australian Federation of Travel Agents (AFTA) chief executive Jayson Westbury said it was disappointing the tourism industry was paying taxes without significant support in return.

"It is simply not good enough and we as an industry expect more," he said.

Today's issue of TD

Travel Daily today has nine pages of news and photos, plus full pages from:

- Albatross Tours
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EUROPE 2018 Out Now!

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NZ bumps up IAH, EZE

AIR New Zealand is cranking up capacity on Houston and Buenos Aires routes from Auckland, responding to "better than expected" loads on the services.

Currently operating five weekly to IAH using Boeing 777s, Air NZ will switch aircraft to 787-9 Dreamliners from Dec, moving to a daily year-round operation.

The change will mean fewer seats in Economy class, but more Premium Economy and Business seats that "will attract higher-value customers," ceo Christopher Luxon said at TRENZ.

Luxon also revealed Air NZ would boost frequencies to EZE from its current four weekly to five, starting Nov, with the goal to go to daily in the future.

Melb Express for IHG

INTERCONTINENTAL Hotels Group and Pro-invest today confirmed plans to open a new Holiday Inn Express Melbourne Little Collins in 2020.

The "select service" property will be the seventh Holiday Inn Express in Australia and the second in Melbourne, adding 299 rooms to the city's stock.

QF confirms PER facilities

QANTAS ceo Alan Joyce yesterday unveiled details of the airline's new operations in Perth, with the WA capital to become the western hub for QF's international services to the United Kingdom "and potentially other European destinations in the future".

A sod-turning ceremony attended by WA Premier Mark McGowan and Tourism Minister Paul Papalia marked the start of construction of the facility.

A new international wing will be located within the existing T3/T4 area of the airport, with streamlined immigration and customs facilities to enable a faster transfer experience.

All of the airline's domestic flights as well as Qantas services to Singapore, Auckland and London will operate from the new area, meaning customers will be able to transfer without changing between terminals.

Joyce said Qantas would also build a new International Transit Lounge for customers to refresh and relax between flights, with shower suites, a "wellness

facility" and an outdoor BBQ.

Perth Airport ceo Kevin Brown welcomed the new facilities, saying "it's incredibly exciting that we can now see the vision taking shape for what will be a world class transit lounge".

The project will be completed by Mar next year, in time for the QF non-stop PER-LHR inaugural.

Perth Airport is also in the process of negotiating a new commercial agreement with Qantas that would see the carrier move operations to an expanded Terminal 1 by 2025.

The existing Qantas Club in T1 will continue to operate to cater for customers travelling internationally on partner airlines.

Badgerys \$5b funding

LAST night's Federal Budget confirmed more than \$5 billion in funding for the planned Western Sydney Airport.

The Tourism & Transport Forum (TTF) chief executive Margy Osmond said the 10-year funding announcement had been the Budget highlight, but expressed disappointment that there hadn't been a commitment to rail access at the Badgerys Creek site.

"The benefit of the Western Sydney Airport to the region's visitor economy cannot be overstated - it will be a massive economic engine that will drive investment and jobs growth through the roof," she said.

Travel Daily

on location in

Auckland, NZ

Today's issue of TD is coming to you courtesy of Tourism New Zealand and Air New Zealand, from the TRENZ tradeshow.

THE four-day TRENZ travel and tourism show kicked off last night with a welcome function at Shed 10 (see page 4), adjacent to 'The Cloud' where around 300 of New Zealand's leading tourism businesses will showcase their wares to 350 international buyers.

Put on by the Tourism Industry New Zealand Trust, the business-to-business event provides a platform for sellers and buyers to connect, interact, learn and discuss new contracts.

Among the extensive line-up of sellers are representatives from accommodation, adventure activities, attractions, Maori cultural experiences, food and beverage, tours, luxury, travel, transport and more.

TRENZ 2017 includes 75 new-to-market products and 20 first-time suppliers at the show.

In addition to plenty of prearranged meetings, attendees today also have the chance to hear presentations from Tourism Industry Aotearoa boss Chris Roberts, newly appointed Tourism New Zealand ceo Stephen England-Hall and Air New Zealand chief Christopher Luxon.

More coverage in today's issue.



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TNZ, Air NZ invest further

TOURISM New Zealand and Air New Zealand have committed to inject a further \$10 million each this year into joint marketing ventures aimed at enticing more overseas travellers to the country during shoulder seasons.

Speaking this morning at TRENZ, newly appointed Tourism NZ ceo Stephen England-Hall said the strategy to encourage greater visitor dispersal throughout the

country, beyond major gateways, as well as during off-peak periods has "begun to bear fruit".

England-Hall said the joint investment "gives us greater impact on the world stage, as we share a consistent message about the ease of travelling here & the fantastic experiences on offer".

Air New Zealand ceo Christopher Luxon revealed the Memorandum of Understanding had been inked today, extending an existing joint five-year \$NZ100m investment on coordinated international market development and promotion.

Luxon said both organisations were at the "sharp end of the tourism spend", with Air NZ spending over NZ\$310m on sales and marketing annually.

"It's our task to try and convince potential overseas customers to not go to any of the other 10 destinations they have on their bucket list," he said.

"It's a tough job cause we are competing with some big destinations and we are also competing in a very cluttered media branded market."

Focus markets for the joint activity include Australia, China, North and South America, Japan, Singapore, the UK and Europe.

"Spreading tourists and their holiday spend more evenly throughout the year and beyond the main gateways is a clear way for our regions to share tourism's benefits," he said.

In the past 12 months, Tourism New Zealand & Air New Zealand's collaboration included bolstered marketing in the United States, Argentina and Brazil, building on the success of Air NZ's Houston and Buenos Aires routes.

TIA 'supercharge' plan

WITH New Zealanders set to vote on a new govt later this year, Tourism Industry Aotearoa (TIA) this morning unveiled a detailed strategy to facilitate New Zealand's ongoing tourism success.

A thorough 29 point action plan to "supercharge" tourism has been put forward by the TIA.

Chief executive Chris Roberts said the 2017 *Tourism Election Manifesto* which addresses a number of "priority actions", centred on tourism sustainability, infrastructure and support.

"These themes are closely interlinked, and build on the work that TIA and the current govt have undertaken to grow the value of our tourism industry."

Among the list is the continued liberalising visitor visa processes and advance consideration of initiatives to establish common border facilitation with Australia, "even though our friends across the Tasman are making that process extremely difficult," Roberts said.

Infrastructure capacity concerns for hotels and the need for "better cruise facilities" are also raised in the Manifesto.



Window Seat

AIR New Zealand chief exec Christopher Luxon admits a "key challenge" about tapping into the Houston market has been educating American citizens on the geography of the world.

Speaking this morning at a seminar at TRENZ in Auckland, Luxon said there remains a perception that New Zealand is so far away.

"When you go talk to Americans they tell you that it takes 41 hours to fly from the States to New Zealand."

"They have no idea on geography. None whatsoever. Loveliest people, but no idea on geography," he quipped.

Luxon said the mission for Air NZ and Tourism New Zealand is convincing Americans that it's much closer than they think.

"The reality is that it is only a 12 hour flight - it's actually two movies, some great food & wine a lovely sleep, and then you wake up in the best country on earth," he remarked.

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KiwiRail branding

SOME of New Zealand's most popular tourism experiences owned and operated by KiwiRail have been united under a common brand from this week.

The Northern Explorer, Coastal Pacific & TranzAlpine train journeys and Interislander Cook Strait ferry are now branded as 'The Great Journeys of New Zealand'.

"Each of our journeys has a distinctive flavour, but all embody the unique Kiwi character," said KiwiRail Group gm sales & commercial Alan Piper.

He said that in some foreign markets there had been a lack of awareness that the products could be connected.

"Internationally it makes sense to bring our services under one brand. We've found that while people are aware of some of our products, they aren't familiar with our entire offering," he said.

To amplify the new branding to consumers and the trade, a new website will launch in early Jun.

New Nomad activities

QUEENSTOWN-BASED off-road touring company Nomad Safaris has released two new adventure activities to its portfolio in 2017.

New options include the 360° Queenstown tour which visits an exclusively accessed high sheep station aboard a purpose-built UTV (Utility Task Vehicle), offering uninterrupted panoramic views of the city and its surrounds.

Also new for 2017 are a fleet of electric bikes available to hire for self-guided exploration while guided tours will be rolled out from 01 Nov.

Nomad Safaris currently has 12 electric bikes but plans to double that number in the near future.

Marlborough Lodge

THE luxury Marlborough Lodge near Blenheim, NZ is reporting a steady flow of guests since its opening six months ago.

Set on 16 acres of parkland, the lodge has just 10 suites.

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Shed load of interest in NZ!



AUCKLAND'S Shed 10 was packed to the rafters last night with hundreds of delegates attending a Welcome Reception for New Zealand's annual travel & tourism show TRENZ, managed by Tourism Industry Aotearoa and supported by Tourism NZ.

The cocktail reception gave TRENZ attendees an opportunity to network while sampling some of New Zealand's finest wine,

beer and cuisine.

TRENZ 2017 includes a group of 27 buyers from Australia, among them are AOT Group, Flight Centre, Helloworld, Grand Pacific Tours, Intrepid & Luxury Escapes.

Pictured with Tourism New Zealand's gm Australia Tony Saunders (second from left) are the team representing Luxury Escapes - Tom McMenemie; Sonia Pilovska and Mark Ehlers.

fantasea
Cruising

Joy Bar

An exclusive sneak preview of Sydney's funkier new wine bar on the water

Sit back and relax with a glass of wine, and soak up the amazing sights of Sydney Harbour. With plush carpet, comfortable lounges and a seriously relaxed atmosphere, JOY Bar will have space on the upper deck for a DJ, guitarist/singer or a wet bar for catering options. Joy Bar has been designed with a very flexible layout to suit every sort of occasion imaginable.

Available for charter now, with 'Joy Bar Evening Harbour Cruise' commencing mid-2017.

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Helloworld network grows



THE Helloworld Travel Associate Network is expanding its footprint with several new stores.

Peninsula Travel has opened a second location in coastal Vic, while Experience Travel and Cruise has opened a second location in Qld and Pursers Travel and Cruise is set to open in Kingaroy, Qld, in Jun.

Peninsula travel owner Michele Saunderson said "opening a

second store was an important step" after winning Vic/SA/Tas Retailer of the Year in 2016.

David Padman, head of associate, corporate & affiliate networks said it was "great to see the confidence that Helloworld associate members have in their business and the offering".

Pictured above are Michele Saunderson and Catinka Saunders at the new Red Hill travel agency.

American Canyonlands in 2018

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Sheraton Pt Douglas

SHERATON Hotels & Resorts has added Grand Mirage Resort Port Douglas to its premium tier of hotels and resorts, making it one of two grand Sheraton properties in Australia.

The resort underwent a \$43 million dollar renovation in late 2016 and features 295 rooms and suites, 41 Lagoon Edge Rooms and 12 Lagoon Edge Suites.

The property joins 37 Sheraton Grand properties worldwide.

QF business rewards

QANTAS Frequent Flyer & Business rewards members can take advantage of short term bonus offers with partners Dell, Intel and Samsung.

Members can receive five Qantas points per \$1 spent on select Samsung QLED TVs from now until 02 Jul or gain three Qantas points per \$1 spent on the complete range of Samsung products as an ongoing offer.

SilverNeedle rebrand

SILVERNEEDLE Hospitality has announced that it will re-branded as Next Story Group, effective from today.

In addition to the re-branding is the acquisition of new media marketing agency, Brand Karma.

Anand Nadathur ceo of Next Story Group said the hospitality landscape was changing and it was time to evolve the business.

"We now have the right set of specialised services, and are ready to move forward to help asset owners future-proof their real estate by giving consumers something fresh and relevant," Nadathur said.

Icelandair ups YVR

ICELANDAIR will increase its seasonal service from Vancouver to year-round from 14 May on board Boeing 757 aircraft.

It will depart two days a week on Fri and Sun at 1545 and arrive in Reykjavik at 0600.

BUILDING A BETTER LAX EXPERIENCE.

Between May 13 and May 17, Delta Air Lines will relocate from Terminals 5 and 6 to Terminals 2 and 3 at Los Angeles International Airport (LAX). The move marks the beginning of Delta Sky Way at LAX—a \$1.9 billion plan to revolutionize the customer experience at LAX over the next seven years—and travelers will reap the benefits from day one. When you fly Delta, you will receive a more seamless and hassle-free airport experience than ever before. Effective May 17 Delta's SYD - LAX flights will relocate from T5 to T2 and check-in area for our alliance partner Virgin Australia will move from T3 to T2 as of May 13. Learn more about the project at delta.com/skywayatlax

DELTA SKY WAY | AT LAX



DELTA

Virgin australia

Wednesday 10th May 2017

Lindblad Q1 results

LINDBLAD Expeditions Holdings has posted a 3% increase in total revenues to US\$63.1m in Q1.

The company predicted that excluding the impact of voyage cancellations, tour revenues would have increased 17%.

Net income for the company was US\$0.6m for Q1 2017, compared to US\$10.5m in 2016.

Guest nights available on ships declined 18% due to cancellations.

DFAT South Africa

THE Department of Foreign Affairs and Trade (DFAT) has issued an update on Smartraveller for Aussies planning travel to South Africa.

DFAT is advising Australians to avoid large gatherings and demonstrations as "they can quickly turn violent", due to student protests.

The current advice is to exercise a high degree of caution.

1st JQ to Vietnam

JETSTAR'S new flights to Vietnam will take off for the first time today from Melbourne.

The inaugural flight, JQ63, will depart at 1515 from Melbourne to Ho Chi Minh City.

JQ's new service will be operated by one of the carrier's 11 Boeing 787-8 *Dreamliners*.

The airline will also resume flights from SYD-SGN tomorrow.

Celebrity refurb

CELEBRITY *Constellation* is scheduled to enter dry-dock on 12 May, and will emerge two weeks later on 26 May with new venues, including brand new culinary concepts.

To be completed ahead of her second Asian season, the ship will be fitted with a new Top Deck Burger Bar, which allows guests to build their own burger, and a rooftop terrace.

Guests will also be able to use their SeaPass card to unlock their cabin instead of a key.

Celebrity Constellation will also have its shopping area refurbished while dry docked.

Sales Executive AU Full Time - Sydney



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We're seeking a **Sales Executive - AU**, reporting to the Sales Manager Australasia, North America. Your objective is to meet all sales revenue targets in the AU market by developing strong relationships in the youth sector and training travel agents on all **thl** products.

Key criteria for our winning candidate:

- experience in the tourism industry
- specifically **Sales, Reservations or Frontline Customer Service**
- effective communicator
- self-reliant, proactive and multi-tasker

Your responsibilities will include:

- Develop strong relationships in the AU market with new and existing agents
- Provide training to AU agents on **thl** products
- Organise monthly Trade Partner Call plan
- Represent all **thl** brands at market consumer shows and promotional events

Our people come from varied backgrounds, countries and cultures. Some are shy, others are loud (some are even ninja's!) We accept people as they are. That's what makes our **thl** family special! We want crew who are willing to go the extra mile, help their work mates and share team success. It's all part of our challenger spirit!

So if you love being part of a team, looking for a challenge or a company that pushes personal and professional development and growth, then we want to hear from you!

Send your application to Jackie.costello@thlonline.com

CZ to Langkawi

CHINA Southern Airlines will fly Guangzhou-Langkawi in Malaysia from Jul.

From 11 Jul the route will operate three times a week with flight numbers CZ6047 & CZ6048, using Airbus A320 aircraft.

Gotthard Tunnel

GOTTHARD Base Tunnel, the longest railway tunnel in the world stretching 57km, is now opened for tour bookings.

The Gotthard experience in Switzerland is a two hour tour of the facility where visitors will discover the 100 year project.

Prices are CHF10 for youth visitors and CHF23 for adults.

Delta opens HNL-LAS

DELTA Air Lines will fly daily from Honolulu to Las Vegas during the Christmas period (21 Dec - 14 Jan, 2018), GDS displays show.

The flight will be operated by a Boeing 757 and leave HNL for LAS at 2345, while the return leg from LAS departs at 1745.

Mekong Wellness

TRAVELLERS to South East Asia can take part in Travel by Design's first Mekong Wellness Cruise.

Travel by Design has only a handful of cabins left on the charter of Avalon's *Siem Rep*.

The 13-day tour will begin on 28 Aug in Ho Chi Minh City and features daily yoga and pilates.

Prices start from \$5,990pp.

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Visit www.sonomacounty.com.

To win, be the first agent to send the correct answer to the following question to sonoma@traveldaily.com.au

How many farms and creameries can you visit on the Sonoma Marin Cheese Trail Map?

[NEED A HINT? CLICK HERE.](#)

ANZAC Day on sale

FRENCH Travel Connection has two three-day tours on sale for its 2018 ANZAC Day on the Somme offering in France.

The tours include the Dawn Service at the Australian National Memorial, expert-guided sightseeing, entrance fees, accommodation and more.

Prices for the tours start at \$1,495pp twin share.

Travelport income up

TRAVELPORT Worldwide has posted an 7% increase in net revenue to US\$651m and a net income increase to US\$56m for the first quarter of 2017.

Travel Commerce Platform revenue increased 7%, with revenue growth across all regions.

Air revenue for Travelport grew 7% to US\$474m, primarily driven by strong market growth and seasonal effects.

Gordon Wilson, president and ceo said it had a particularly strong performance in Asia Pacific.

LH looks to airberlin

LUFTHANSA has confirmed an interest in taking over airberlin.

However the German carrier will look to Abu Dhabi's state-owned carrier Etihad Airways to take care of airberlin's debts.

Etihad owns a 29.2% stake in oneworld member airberlin, which has debts of €1.2b.

A Lufthansa spokesperson told German media that the debt problem could only be solved by the government of Abu Dhabi.

Germany's second largest carrier airberlin reported a €781.9 million loss in 2016.

The airline is transitioning into a new business model with a commercial partnership called Air Berlin Aeronautics, which will wet-lease 38 airberlin Airbus A320 aircraft to Lufthansa Group.

CMV sticks with WA

CRUISE and Maritime Voyages (CMV) has committed to returning its cruise ship *Astor* to Perth next summer.

Astor is scheduled to arrive back in Fremantle on 08 Dec for a fifth consecutive season operating in Western Australia.

The ship will make 29 stops at West Australian ports during its upcoming season, and will visit ports including Albany, Busselton and Esperance.

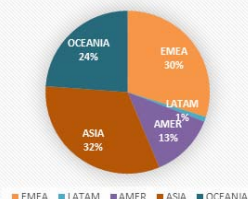
The company is reporting strong sales for the coming season.



Hot Destinations

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Expedia TAAP Destinations APR 17



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Expedia TAAP is continuing near record trading levels for April. A massive 916 different destinations were booked through TAAP agents last month. The top ten destinations booked were Sydney, Melbourne, London, Singapore, Hong Kong, New York, Gold Coast, Los Angeles, Bali and Paris. Barcelona saw a big jump into 11th position last month with healthy growth to Oahu and Fiji.

EMEA was steady at 30% market share. OCEANIA 24%. USA 13% while Asia strong to 32% of the destination mix.

TAAP agents are enjoying great rates through the newly released Package Rate program and combining with the great airfares in the market.

Some of the out of the way destinations last month included Nay Pyi Taw Myanmar, Aragon Spain, Wairarapa NZ, Orem UT, and Essaouira Morocco.

Your great service and our great rates, keep your customers coming back.



Europcar growth

EUROPCAR has announced its first quarter results for 2017 with revenue of €439 million up 6.6% at constant exchange rates with organic growth of 3.2%

The company had a net income of €19 million versus a negative €20 million in Q1 2016.

Revenue for rental cars grew by 4.3%, while InterRent grew 49%.

Tokyo's new look

THE Tokyo Metropolitan Government has created a new logo and slogan, "Tokyo Tokyo Old meets New."



The logo has elements dating back to the Edo period (1603-1867) and will be used in promotional activities abroad.

Azamara Asia Sale

AZAMARA Club Cruises is holding an Asia sale, with savings of up to \$1,500 per stateroom on a range of voyages.

The offer is available until 31 May for travel between Nov & Apr 2018 on board *Azamara Journey*.

The Oriental Spa HK

THE Landmark Mandarin Oriental, Hong Kong has revamped its yoga, pilates and fitness programmes at The Oriental Spa.

A new "Wellness Series" concept will showcase a number of wellness events starting with the a FITMAT class on 18 May.

Extra capacity for private fitness sessions will be introduced.

AFTA update

From AFTA's chief executive, Jayson Westbury



AS I write this week's column from Parliament House Canberra having been here for the Federal Budget, I can't help but think that the Prime Minister and Federal Treasurer have decided that the travel and tourism industry is the cash cow of the economy.

The budget released overnight is definitely not a travel and tourism friendly budget.

As a positive person, I have spent considerable time looking over the budget papers to find really good news for the industry, but unfortunately the more I read the document the more disappointed I get. For the inbound sector, there is no question that this budget is not its friend, with real cuts to Tourism Australia (TA) and the marketing efforts that they so diligently deliver for the country.

The Government would have you believe that the changes to funding for TA are the result of changes in the exchange rates and fluctuations resulted from efficiencies with no cuts to the spend that TA makes in overseas market.

I think these sorts of lines are something that the people at the TV series *The Hollowmen* would write. For those that don't know the series, it's a "Mockumentary that follows the daily situations in which the staff from the Australian Prime Minister find themselves".

In real terms, a cut is a cut, full stop, then there is the new tax on business who elect to employ skilled workers on a visa.

For those businesses who already find it hard enough to find staff or need to bring in specialist staff or transfer people from other countries they will find themselves paying a fee for the privilege.

The fact is that if an Australian could do the job, they would employ the Australian. It makes us look very isolated as a country and will not be helpful to the thousands of businesses across the economy that depend on this pool of people. But the biggest question of the Federal Budget is the new super-size tax on the banks.

While many may believe that the banks make too much profit and so they can afford this new levy, it occurs to me that like most of these things – the consumer (us) will pay in some way for this. It is slated to bring in some \$1.5 billion over the forward estimates (meaning the next four years) so I expect that our mortgage rates, business loans, credit card and everything else that the bank charges for will raise.

I just don't see how the banks will simply accept this and not pass it on. So around we go again with a Federal Budget that moves the deck chairs from one side to the other, but at the end of the day is not going to do very much at all to make life better for those in the travel and tourism industry. Shame really.

Wednesday 10th May 2017

Magellan in Chicago



MAGELLAN Travel Group's national manager corporate & business development, Scott Darlow, recently hosted a business delegation to Chicago in partnership with United Airlines and AccorHotels.

The group went to the United Airlines head office and discussed precise planning, forecasting and crisis management, speaking with United Airlines senior vice president of worldwide sales, Dave Hilfman.

Darlow said "an essential component of the Magellan Corporate value proposition is offering members the opportunity to learn from global corporations such as United".

Pictured above are: Brent Frazer, Cairns Business & Leisure Travel; Michael Schischka, Mary Rossi Travel; Nicole Curtis,

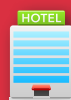
Maxims Travel; Sarah Szubanski, Platinum Travel Corporation; Deidre Parkes-Finch, United Airlines; Connie Roos, Worldwide Travel; Scott Darlow, Magellan Travel Group; Kathleen Nicholson, TTFN Travel; and Damian Brennan, PBT Travel.

Canada air partner

DESTINATION Canada and WestJet have revealed they will align marketing strategies in shared international markets in a bid to attract more travellers to Canada.

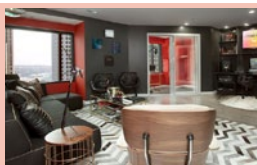
WestJet has continued to expand its air access to the region and almost 20 million visitors arrived in Canada last year.

Destination Canada chief executive officer David F. Goldstein commented "we're excited to build on this success".



Accommodation Updates

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



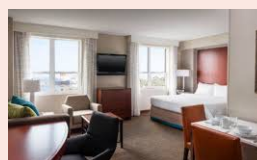
W Seattle has been fitted with a Sound Suite, offering a private music studio, writer's room and lounge. The Sound Suite is designed to cater to musicians and producers on the road or allow hotel guests to "live out their rockstar dreams". The sound-proof space is fitted with high tech studio equipment.



The Retreat at **Six Senses Yao Noi** in Phuket has been refurbished. The updated retreat offers two bedrooms, a communal living room, an infinity pool and a sundeck overlooking Phang Nga Bay.



Kanuhura Maldives has undergone a complete transformation, redesigning existing areas and introducing new spaces. The Boduberu Lounge has been redone, the all day dining restaurant, A Mano, transformed into a light-filled, open-plan space and the pool bar replaced with The Cowry Club.



Residence Inn Long Beach Downtown in California by Marriott has unveiled its \$2.5 million dollar renovation to its studio, one and two-bedroom suites. Carpet has been replaced, new window and wall coverings added and sofa beds have been replaced. Lighting and kitchen tables have also been upgraded.

NZ plans India push

TOURISM New Zealand, Air New Zealand and Singapore Airlines have joined forces to encourage more Indians to visit New Zealand.

Steven Dixon, TNZ's regional manager for South Asia and South East Asia said promo fares on offer through the campaign are a "great opportunity" for Indian travellers to "turn their dream holiday into a reality".

Arrival figures from India have steadily increased, with 53,424 travellers visiting in the 12 months to Mar 2017, a 14.9% increase on 2016.

Philippines warning

SMARTTRAVELLER is advising Australian travellers to avoid large crowds and gatherings in the Philippines' Palawan Province.

The updates follows info from the US Embassy in Manila that terrorist groups may be planning to conduct kidnapping operations targeting foreign nationals.

Last of NW passage

A COUPLE of cabins are still available on Abercrombie & Kent's Northwest Passage expedition from 21 Aug-13 Sep. **CLICK HERE** for details.



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AAT Kings on Sunrise



AAT Kings brought smiles to morning commuters in Sydney during this morning's broadcast of *Sunrise* on Channel 7.

The live weather cross with presenter Edwina Bartholomew featured a morning tour of Sydney with AAT Kings, where passers-by were showered with random acts of kindness in the lead up to Mother's Day.

Guests handed out chocolates and bunches of sunflowers to "spread some #smileKings love".

Acting as expert driver guide, Henry Viana took the team from the Harbour Bridge to Circular Quay and Martin Place, sharing anecdotes and facts about some of Sydney's most famous landmarks along the way.

Pictured are: Joel Victoria, marketing director AAT Kings; Edwina Bartholomew, presenter *Sunrise* and Henry Viana, travel director AAT Kings.

MSC winter program

MSC Cruises has unveiled its largest range of northern winter cruises with two new ships joining the fleet this year.

MSC Meraviglia arrives next month and will homeport in Miami, sailing the Mediterranean.

The other new addition, *MSC Seaside* will be christened in Dec and cruise two itineraries, one to the Eastern Caribbean and the other to the Western Caribbean.

WA targets Singapore

TOURISM WA teamed up with distribution partner, Chan Brothers, recently to showcase the state's campervan experiences in Singapore.

The campaign promoted Western Australia at the Travel Revolution consumer fair in Singapore, as well as through electronic direct marketing, print, radio and online banners.

Hard Rock rewards

HARD Rock Hotels & Casinos is rewarding its Hard Rock Rewards members who book direct, offering a Rewards Member Rate.

Members who book on Hard Rock's website will access a minimum 5% discount off the best available rates.

Amy Ceriani-Nelson, director of loyalty marketing, Hard Rock International said booking direct saves time and money.

NSW looks to HK

HONG Kong tourists are being targeted by the latest Destination NSW campaign, which includes holiday packages with overnight stays in Mudgee and Dubbo.

Under a tie-up with travel agency, Hong Kong Wing On Travel, itineraries to rural and regional NSW are being promoted with newspaper and magazine advertisements, Facebook marketing as well as outdoor advertising in Hong Kong.

Viking Egypt design

VIKING River Cruises has released renderings of the recently acquired *Viking Ra*, which will undergo a complete renovation and begin sailing Egypt's Nile River from Mar 2018.

The 48-pax vessel will operate a 12-day Pharaoh's & Pyramids cruisetour including an eight-day roundtrip cruise from Luxor.

An artists rendering of *Viking Ra*'s pool deck is **pictured**.



CX digital content

A NEW digital destination hosting content from Cathay Pacific and Cathay Dragon's inflight magazines, *Discovery* and *Silkroad*, has been unveiled.

The website also features video, audio and photo content.

See discovery.cathaypacific.com.

COMAC to Beijing

THE 150-seat C919 aircraft, produced by Commercial Aircraft Corporation of China (COMAC) is set to enter service with China Eastern in 2020 on the Shanghai-Beijing route, China's state news agency *Xinhua* reports.

It launched its first test flight on Fri, flying from Shanghai and staying in the air for 79 minutes.

China Eastern will deploy the C919 aircraft for domestic and regional services.

St Pauls in Lond Pass

LONDON'S St Paul's Cathedral has returned to the London Pass after a three-year hiatus.

The sightseeing card provides access to more than 70 attractions in the UK capital.

For more see londonpass.com.



This month, Travel Daily is giving travel agents the chance to win a trip to New Caledonia, courtesy of Aircalin, New Caledonia Tourism and Sheraton New Caledonia Deva Spa and Golf Resort.

The trip for two includes return economy class tickets flying with Aircalin from SYD/MEL/BNE, 4 nights accommodation and buffet breakfast at Sheraton New Caledonia Deva Spa and Golf Resort and return airport transfers courtesy of New Caledonia Tourism.

To win, answer each question correctly and have the most creative final answer. Send your entries to newcaledonia@traveldaily.com.au

8) What is the "seat upgrade" service called on Aircalin?



Travel Daily is Australia's leading travel industry publication.

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- How easily our festive tours can be combined? Why not offer your clients the ultimate festive tours experience with Christmas AND New Year in Europe!



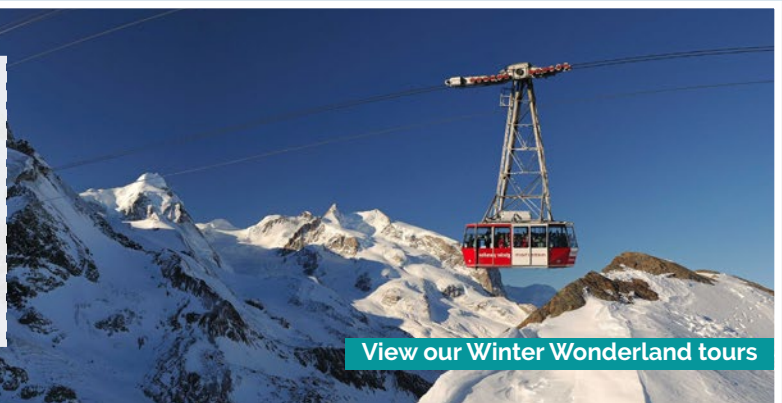
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3 NEW WINTER WONDERLAND TOURS

Would you like to be home over Christmas, but also want to capture the excitement and magic of the glorious European Winter Wonderland? Then this new type of tour is for you! Departing in late January and February - when the snow is deeper, the skies seem bluer and the mountains and valleys are alive with sightseers relaxing, playing and having fun!



[View our Winter Wonderland tours](#)



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To make your client's Albatross tour experience even better we have created a travel app featuring your client's travel itinerary, destination travel tips, interactive city and country maps and a photo journal. Now available on all European Festive and Summer tours!



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Travel Recruitment Consultant

Sydney, OTE of \$82k, Ref: 5432SJ1

Join one of Australia's leading travel recruitment companies & by utilising your strong travel industry experience & superb sales skills enjoy earning a fantastic salary package with an OTE of \$82k. No two days are the same in this diverse role. You will need to be a people person, confident communicator & self motivated. CBD offices with Mon-Fri working hours & a fantastic team environment. Take the next step in your career in a role with the autonomy to run your own desk.

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

Wholesale Travel Support Consultant

Sydney, Circa \$45k + Super, Ref: 2828SO3

A fast growing and national award winning wholesale destinations management company are recruiting for a support consultant to join their busy office. You will be organising itineraries and quotes for customers which the sales team have secured. You will answer questions that introduce travellers to the amazing complexity of the culture and environment of South Asia. You will be receiving incoming calls and discussing the details of their dream holidays. Based in vibrant CBD offices.

For more information please call Sasha on
(02) 9113 7272 or click [APPLY](#) now.

Product Assistant

Brisbane, \$45-\$50K + Super, Ref: 4141SZ2

Working with a dynamic online travel & cruise agency, this business has expanded so rapidly over the last 6 months; their growth projections have doubled in numbers and are continuing to expand further. Working closely with the Product Manager, you will focus on the data entry & the initial packaging of a product. Full training will be provided to the right candidate so if you want to step away from the sales & keen to focus on creating products to market, then this is the role for you!

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

Full-Time or P/T Travel Consultant

Melbourne, \$55k + Super, Ref: 2743HC1

This agency based in Melbourne 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
(03) 9988 0616 or click [APPLY](#) now.

Reservations Team Leader

Sydney, Up to \$70k + Super + Bonus DOE, Ref: 2775PE3

Are you a strong reservations professional with excellent motivational & leadership skills looking for a position where you can leave your mark? We are seeking an ambitious & motivated Reservations Manager for a fantastic wholesale brand. Ideally you'll have lead a reservation team & be passionate about travel product worldwide. The role is responsible for driving sales to achieve targets whilst maintaining high levels of customer service. On offer is salary up to \$70K for the right candidate.

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

Marketing Executive

Brisbane, \$60k + Super, Ref: 2328SZ2

Global online travel agency with fantastic reputation is seeking an experienced Marketing Executive with basic HTML coding experience & intermediate to advanced InDesign knowledge to be apart of a newly created Marketing department in Australia. Full training provided in house & overseas and great career progression for the right candidate. We are looking for someone with a creative flair with a driven and flexible mentality. Fast paced environment with a supportive management team.

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

Corporate Travel BDM

Melbourne, OTE \$100k, Ref: 2861HC1

As a Corporate Travel Business Development Manager, your primary focus is to use your relationship building skills and the product and service you can offer your client. You will be a proactive go-getter that won't let anything get in the way of your success. Networking is second nature as you believe that in every conversation is a new opportunity. Targeting small-medium market clients within this national travel management company this is the next step in your corporate travel career!

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

Boutique Travel Consultant

Adelaide, \$50k + Super, Ref: 2785HC3

Do you have the gift of great customer service? If you have proven retail sales experience and can manage complex itineraries then this is the role for you. You will be working towards targets and aiming to earn lucrative quarterly commissions in return for a career within a supportive and friendly environment. You will be highly experienced within the travel industry, have GDS skills and have proven sales results. Long term career progression, a great salary & an amazing team are perks to this role.

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



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