



Franz Josef Glacier,  
West Coast

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## IHG chief to Europe

**THE** Australian head of the InterContinental Hotels Group (IHG), Karin Sheppard, has been appointed managing director of Europe, to be based in London.

She will be replaced locally by Leanne Harwood who takes on the position of managing director, Australasia and Japan.

Harwood was previously vice president for IHG's operations in South East Asia and Korea, based in Bangkok, and is one of the group's Europe, Middle East, Africa and Asia senior leaders.

## TIME registrations

**TRAVEL** Industry Mentor Experience (TIME) is issuing a final reminder for industry professionals to register for its latest intake by 12 Jan.

Interested parties should visit the TIME website by **CLICKING HERE**, or alternatively by emailing Marie Allom on [time@travelindustrymentor.com.au](mailto:time@travelindustrymentor.com.au).

## Malaysia returns to BNE

**MALAYSIA** Airlines has announced a return to Brisbane after an absence of almost three years, with plans to operate direct flights from Kuala Lumpur starting Jun.

To be operated by Airbus A330-300 aircraft, the flights will be scheduled four days a week initially with plans to increase to daily services "once demand has been established".

The carrier's regional manager for Australia and NZ Gabrielle Vicari said "this growth reflects our commitment to the wider Australian market, our largest outside of domestic Malaysia.

"And with four A350-900s and six A330-200s due to enter the fleet over the next six months, further growth remains possible," Vicari said.

As well as returning to Brisbane, Malaysia Airlines will increase Adelaide services from four to five weekly from Jun and will lift Perth flights from seven to 12.

The carrier also plans to deploy its Airbus A380s to Sydney and Melbourne during periods of peak demand, starting with services to Sydney over Easter.

Queensland Tourism Minister Kate Jones said the new MH services had been secured by a consortium involving Tourism and Events Queensland, Tourism Australia and Brisbane Airport Corporation, and would bring more than 60,000 additional tourists to the state each year.

## New Zealand test

**TOURISM** New Zealand is offering agents the chance to win one of three \$250 gift cards if they can obtain a perfect score in a quiz testing their knowledge of the Northland and West Coast.

See **cover page** for details.

### Today's issue of TD

*Travel Daily* today has five pages of news and photos, a front cover page for **Tourism New Zealand** plus a full page from:

- CVFR

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Viking will be the world's largest small ship cruise company by 2019, and with Viking Sun arriving in ANZ waters for the very first time at the end of this month, there has never been a more exciting time to join the team.

Please send a short cover letter and resume to: [jobsau@vikingcruises.com](mailto:jobsau@vikingcruises.com)  
Applications close Monday 22 January 2018.

## SilkAir MAX to Aus

**SILKAIR** has introduced the Boeing 737 MAX 8 aircraft on its services from Singapore to Cairns via Darwin.

The Asian carrier is the first to operate the MAX 8 aircraft on an Australian route.

SilkAir took delivery of three MAX 8s at the end 2017 with 34 more in the pipeline, allowing the airline to take on more long-haul destinations including Darwin.

The MAX 8 aircraft is fitted with 12 Business & 144 Economy class seats offering enhanced comfort.

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## Routehappy rich content for Serko

**SERKO** will integrate additional content from Routehappy as part of a new trial.

The move will see Serko test Routehappy Hub UPA (Universal Product Attribute) content in Serko's new premium online corporate booking tool, Zeno.

The enhancement is in beta testing and select users will see UPAs shown in search results.

Serko believes the content will make it easier to understand what products will be available on flights and what restrictions a passenger's ticket has.

## Air Tahiti Nui sale

**AIR** Tahiti Nui is offering Australians discounted flights to Tahiti and Bora Bora until 24 Jan.

Return Economy airfares from SYD to Papeete are priced from \$1,149pp, while flights to Bora Bora from SYD start at \$1,675pp.

## VN plans new Aus routes

**VIETNAM** Airlines has flagged new routes to Melbourne, Brisbane and Perth as the Vietnamese Government works to boost the country's international air links and thriving tourism industry.

Prime Minister Nguyen Xuan Phuc has approved a strategy to develop new direct international services to countries including China, the US, Japan and Australia as part of a plan to lift tourism arrivals from 13 million per year to 17-20 million by 2020.

The initiative includes a heavy focus on China, with ambitions to attract direct flights from 16 Chinese cities in addition to five major centres already served.

*Viet Nam News* reports that Australia will be another priority, with plans by national carrier Vietnam Airlines to introduce flights from Hanoi to Melbourne, Ho Chi Minh City to Brisbane, and

Ho Chi Minh City to Perth.

No date has been given for the launch of the services, which would be in addition to existing direct flights to Sydney and Melbourne from Ho Chi Minh City and to Sydney from Hanoi.

The carrier has also mooted new services to San Francisco and Los Angeles this year, with other plans for Asian cities including Tokyo, Osaka, Bangkok, Kuala Lumpur and Seoul.

## BA seats upright

**BRITISH** Airways will dispense with reclining seats in Economy class as part of changes planned for its short-haul routes.

New seats will be "set to a gentle recline to ensure everyone in the cabin enjoys a comfortable journey" and will be installed on 35 new aircraft as well as refurbished A320s and A321s.

## Curio Collection Syd

**HILTON** Worldwide has opened the 182-room West Hotel Sydney, Curio Collection by Hilton, marking the debut of the brand in Australia (*TD* 03 Oct).

The hotel is located in the new Barangaroo commercial precinct in the west of the city centre.

Features of the property include an on-site restaurant called Solander Dining and Bar, private meeting and dining rooms and a fully equipped gymnasium.

Members of the Hilton Honors loyalty program can book with the hotel for added benefits.

## Peru agent training

**PROMPERU** will debut its eLearning platform in Australia next month.

The site will allow agents to feel more equipped to sell Peru and will involve a destination training program with several modules and a sales toolkit.



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Sicily by Steve McCurry *Steve McCurry*

## St Regis for HK

**ST REGIS** Hotels & Resorts will collaborate with China Resources Property to bring the St Regis brand to Hong Kong by early 2019.

The hotel will be within walking distance of the Hong Kong Convention and Exhibition Centre as well as Victoria Harbour.

Plans for the property include 129 suites, a 320-seat banquet hall and a heated swimming pool.

## Airnorth new routes

**AIRNORTH** will add several new flights from Darwin.

Two jet services a week between Darwin and Broome will commence from 17 May.

An extra flight will start on 03 Jun from Darwin to Toowoomba via Townsville.

An extra weekly service between Darwin and Townsville will operate 07 Jun to 30 Sep.

## Volcano takes a 20% toll

**BALI'S** Mount Agung volcano has taken a 20% chunk out of Australian tourism arrivals, with newly released data revealing the full impact of Nov's eruption and airport closure.

Having already reduced Australian arrivals by 10% with its initial eruptions during Oct, figures released yesterday by the Bali Government Tourism Office show the volcano limited Australian arrivals to 73,795 during Nov, a 20.8% decline on the same month of 2016.

The figure was also 20% down on the previous month in 2017.

Australian carriers Qantas, Jetstar and Virgin Australia halted flights over several days during Nov as ash clouds threatened to impact Balinese airspace, while the island's Ngurah Rai

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## INDUSTRY DEALS



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## Window Seat

IT'S a great time to be alive if you're a *Game of Thrones* fan, with an ice hotel opening in Finland's Lapland, inspired by the popular program.

Carved entirely out of ice, the hotel features sculptures of characters from the show across 14 rooms and 10 suites.

One room (pictured) even features a carving of the demonic White Walker looming over the bed.

Those wishing to book a stay will need to be quick... summer is coming, and the hotel will only be there until early Apr.



International Airport was closed completely for two days at the height of the eruption.

Exclusion zones remain in place around the still-active volcano, though flights have since continued as scheduled.

Overall int'l visitor arrivals to Bali totalled 361,006 in Nov, a 12.6% reduction year-on-year.

## Hilton Honors perks

**HILTON** will tweak its guest loyalty program, Hilton Honors, to make it easier for members to earn points and unlock rewards.

From Apr, members will enjoy new Elite tier bonus rates for Silver, Gold and Diamond users.

Other changes include the ability to gift Elite Status to someone if you stay more than 60 nights in a calendar year.

Elite members can rollover nights earned beyond their current tier to the following year.

## SINGAPORE AIRLINES



### Sales Executive (Permanent full time position)

Singapore Airlines, one of the world's most respected travel brands, currently has the following opportunity for a highly motivated individual to join the Sydney sales team.

Reporting to the Agency Sales Manager NSW, the successful candidate will be responsible for,

- Developing and implementing sales strategies to achieve revenue targets
- Sourcing new business opportunities and converting leads into sales
- Developing and managing relationships with key trade partners
- Maintaining an accurate and ongoing sales pipeline
- Completing reports on market activities
- Representing the Company at seminars, conferences, product launches, trade and public expos

The successful candidate will need to demonstrate the following:

- Current sales experience with sound airline / industry knowledge
- Results driven and strong commercial acumen
- A business development background within the airline / travel industry will be an advantage
- Proactive with excellent communication skills and professional deportment
- Strong organisation, planning and time management skills
- Proficient PC skills
- Australian citizenship or Permanent Residency status
- A current driver's license and own car

Qualified candidates are invited to submit their application by **5pm Monday, 15 January 2018** to Michael Kirkby, Agency Sales Manager via email to: [Charlotte\\_Koong@singaporeair.com.sg](mailto:Charlotte_Koong@singaporeair.com.sg)

Only suitable candidates will be accorded an interview. All applications will be treated in strict confidence.

## Business Development Managers 2 New Roles (Sydney based)



THE GHAN INDIAN PACIFIC THE OVERLAND CRUISE WHITSUNDAYS

Journey Beyond is a newly established national business focused on bringing Australia's most iconic experiences to life with existing businesses such as The Ghan, Indian Pacific and The Overland, Cruise Whitsundays, and Rottneest Express. As they prepare for significant growth, an opportunity exists for two passionate and motivated Sales Leaders to manage the following markets:

- NSW, ACT and Cruise
- QLD, NT and OTA's (Online Travel Agent's)

Reporting to the General Manager, National Sales, these BDM roles will generate growth in revenue of all Journey Beyond products and services. Your role will focus on fostering relationships and leveraging opportunities with key trade partners through approved campaigns and activities including developing and executing sales and marketing plans.

Your sales and leadership experience will ensure the organisation maintains a significant reputation and footprint in the tourism industry. You will have excellent interpersonal skills, high emotional intelligence, solid business acumen and an incomparable drive to achieve objectives. Industry experience and market knowledge is preferred.

For the chance to join a leading organisation with well-established brands, please email your application to [yasmine.johnson@egmpartners.com.au](mailto:yasmine.johnson@egmpartners.com.au) or call 0420 691 100 for a confidential discussion.

[www.journeybeyond.com.au](http://www.journeybeyond.com.au)





Tuesday 9th January 2018

## Investment boom

**SPENDING** on leisure and hospitality construction has jumped to US\$181 billion in 2016 and is forecast to reach US\$232 billion by 2021, according to *The Project Insight - Global Leisure and Hospitality Projects* report.

The research says the increase will be supported by growing tourism in Asia Pacific and Africa.

The Middle East is the largest region in the world for tourism projects in the pipeline, driven by the UAE according to the study.

## First A321neo ACF

**AIRBUS** has completed assembly of the first A321neo ACF (Airbus Cabin Flex) at its facilities in Hamburg, Germany.

The new aircraft enables more flexible cabin configurations for up to 240 passengers, compared to the previous A321 variant.

Airbus plans to deliver the first A321 ACF in the middle of 2018.

## Hotel for Channel 9

**THE** former Channel 9 studio in North Adelaide is set to be transformed into a \$40m six-storey, luxury hotel complex under a plan to create a new tourism “icon” for the region.

The Majestic hotel chain is behind the project and has submitted paperwork to the SA Planning Commission for a five-star 84-suite complex, which would target cashed-up visitors and convention delegates.

Four private apartments, a carpark and a cafe are also planned for the proposed hotel.

## Kimberley saving

**AHOY** Buccaneers is offering last-minute savings of \$2,640 per couple on wet season cruises this Feb and Mar, with zero supplements for solo travellers.

Savings apply to a 13-day  
Broome to Wydham cruise.

Call 08 9193 7650 for more.



**TRAVELLERS** Choice recently conducted an Airfare Learning Day for its members in Queensland and northern New South Wales.

Members from as far afield as Cairns, Rockhampton, Maryborough and Longreach travelled to Brisbane for the educational day.

The information sessions provided members with the opportunity to hear from a range of preferred partner airlines.

Travellers Choice general manager Nicola Strudwick said the members enjoyed receiving

training on airfare products as well as sales tips and tricks.

"The event was of particular value to our agents in regional Queensland locations because it provided a rare chance for them to make personal connections that will prove exceptionally valuable going forward," Strudwick said.

Sessions held at the training day were designed to complement TC EXELL, the group's online training portal and library.

**Pictured** is the Savenio team at the Travellers Choice Brisbane Airfare Learning Day.



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	Economy Class	Business Class
Dublin	from AUD 999	5,469
London	from AUD 1,119	5,679
Paris	from AUD 1,059	5,589
Zagreb	from AUD 1,059	5,489

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## GOING PLACES TOGETHER

Offer valid until 16 January 2018, unless sold out prior. Fares quoted above are for departures from Perth. Fares quoted above are the lowest adult return prices per person including taxes, fees, and airport charges. Economy Class fares are valid for departures between 16 February - 5 April 2018, 18 April - 7 June 2018, and 27 September - 30 November 2018. Business Class fares are valid for departures between 9 January - 8 June 2018, and 11 September - 2 December 2018. Blackout dates in either direction may apply. All travel must be completed by 10 December 2018. Other sale fares are available from Melbourne, Sydney, Adelaide, and Canberra. 'Companion offer in premium' refers to a minimum of two (2) and maximum of nine (9) people travelling together on the same booking. Fares may vary due to currency fluctuations. Seasonal surcharges, weekend surcharges, and blackout periods may apply. For all other terms and conditions please review at time of booking. Canberra flights start 12 February 2018, subject to government approval.



## New Wananavu rep

**WANANAVU** Beach Resort has appointed a new sales and marketing manager for Australia, New Zealand and Fiji in Lavonne Fremlin Naulumatua.

She brings with her more than 30 years of experience in wholesaling, retailing, cruising, and sales development in the Fiji tourism space.



## Money

**WELCOME** to *Money*, TD's Tue feature on what the Australian dollar is doing.

**\$1AUD = US0.784**

**GIVEN** that global markets have remained quiet over the holiday break, the Aussie dollar is expected to be influenced by the Chinese markets for the interim.

The AUD has remained largely steady against most major currencies, making its best gains for Aussie tourists with the Euro, GBP and New Zealand dollar.

On the flip side of the coin, our currency has dipped slightly against the US, slipping down to 78.4 cents.

Factors driving this change have been due largely to the release of some respectable economic data coming out of the United States overnight.

US	\$0.784
UK	£0.577
NZ	\$1.093
Euro	€0.655
Japan	¥88.74
Thailand	฿25.27
China	¥5.097
South Africa	R9.714
Canada	\$0.974
Crude oil	US\$67.92

## Hyperloop unveiled

**HIGH-SPEED** transport company Virgin Hyperloop One has partnered with HERE Technologies to demonstrate its innovative hyperloop system to the public for the first time.

Interested commuters in Las Vegas will be able to experience what it is like to be inside a hyperloop pod & how the booking app will work once the project is launched.

The company has previously stated it wishes to have its technology fully operational by 2021 and is currently developing routes in the United States, Canada, Finland, Sweden, the Netherlands and the UAE.

## St Lucia opening

**AIMBRIDGE** Hospitality has recently opened a new luxury hotel called Harbour Club on the Caribbean island of Saint Lucia.

The 155-room upmarket hotel features four swimming pools, a spa retreat, dive centre and a watersports playground.

While Aimbridge Hospitality will manage the property, the hotel is owned by entrepreneur and philanthropist Wes Hall.

## New Japan walks

**WALK** Japan has introduced two new walking tours to its growing inventory of packages.

The Tokaido Trail is an eight-day exploration starting in Tokyo and finishing in Kyoto and follows in the footsteps of ancient emperors and shoguns who shaped Japan.

The nine-day Tohoku Hot Spring Snow adventure takes travellers through the winter landscape of Tohoku in north Honshu.

## Express to Canada's slopes



**FIVE** Express Travel Group representatives were recently treated to a famil exploring some of Canada's most iconic ski spots.

The five-night snowy adventure courtesy of Sno'n'Ski saw the group initially touring Banff and Lake Louise, including full days of skiing at Sunshine Village as well as a range of fine food to keep things warm, apres events and plenty of mountain views.

The next stop on the itinerary was the Panorama Mountain Resort, where the famil was welcomed with a breathtaking snowmobile tour courtesy of Toby Creek Adventures before warming

their feet in the Panorama Springs mountain resort.

**Pictured** enjoying the slopes in Canada's winter wonderland are: Dean Heke, italktravel & cruise Blue Mountains; Jonathan Nelson, general manager Express Travel Group; Mark van Huisstede, italktravel Maitland; Kathleen Bowles, business development manager (Victoria) Sno'n'Ski Holidays; Carina Marquart, italktravel Hornsby & Liselotte Hennequin-Schmalz, italktravel Fountaingate.

## Sth America debut

**RUSSIA** Travel and Tours has launched a new 14-day Brazil tour for 2018.

Trips start from US\$3,593pp with journeys through Rio, Manaus and Pantanal.

## EK/EY security pact

**EMIRATES** Group Security and Etihad Aviation Group (EAG) have signed a Memorandum of Understanding (MoU) for cooperation in aviation security.

As part of the agreement, both airlines will share information and intelligence on critical aspects of aviation security.

The two entities will also work together on operational areas both within and outside the UAE.

Emirates will offer its security training and education programs to Etihad as part of the deal.

The agreement is the first major partnership between the two Middle Eastern airlines.

## Quest for Malaysia

**ARCHIPELAGO** International has revealed plans to open a 700-room hotel in the Malaysian town of Port Dickson under the Quest brand in mid-2019.

The property is set to include a spacious convention centre and large water park.

Archipelago is Indonesia's largest hotel chain and the latest move in Malaysia represents the continuation of a big expansion push in Asia for the company.



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