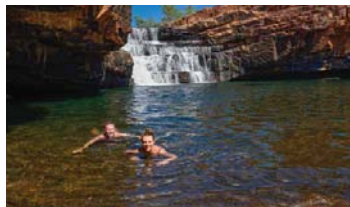




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Antiquity special

VOYAGES to Antiquity is today promoting two Southeast Asia itineraries aboard the Aegean Odyssey departing in Jan 2019.

The 26-night Golden Triangle to the Strait of Malacca cruise tour is currently on sale priced from \$9,210ppts - more on **page eight**.

HA/Jetstar interline deal

THE Jetstar Group has aligned with Hawaiian Airlines, forging a new interline partnership that will open up flight connections for pax in New Zealand and Japan to Hawaii and the US mainland.

The strategy strengthens HA's robust network of flights between Japan and Hawaii and expands the US carrier's reach in NZ beyond Auckland.

Jetstar New Zealand's domestic flights from Wellington, Dunedin, Christchurch, New Plymouth, Napier, Palmerston North, Nelson & Queenstown will now connect in Auckland with Hawaiian's non-stop flights to Honolulu.

The interline deal will also allow Jetstar Japan customers in Fukuoka, Kagoshima, Takamatsu, Okinawa and Kuamoto to connect on Hawaiian Airlines' non-stop flights to Hawaii from Tokyo, Sapporo or Osaka.

Jetstar chief commercial officer Catriona Larritt said the pact with

HA took advantage of the low-cost carrier's growing network.

"The new partnership will make it easier for American visitors to explore our network of destinations in Japan and New Zealand, as well as offering travellers from both countries more options for travel to Hawaii," Larritt said today.

The move comes as HA prepares to crank up flights between Auckland-Honolulu from three to five weekly, effective 21 Mar.

APT marketing tools

LUXURY cruise & tour operator APT has developed a campaign agent toolkit, providing access for travel agencies to its catalogues, flyers and digital assets.


Options to drive client interest include images & videos, a range of flyers for "APT Feel Free" deals and email signature boxes.

See the **cover wrap** for more.

Today's issue of TD

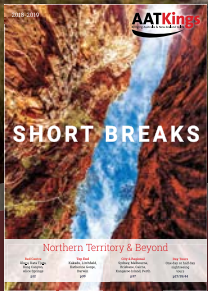
Travel Daily today has seven pages of news and photos, including a front cover page for **APT** plus full pages from:

- Cruise Office
- AA Appointments jobs
- Hotel Connections



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BUSINESS REWARDS

May Fair free feed

THE May Fair Hotel in London is offering a complimentary brekkie for guests staying at the Stratton Street property up until 25 Feb.

Guests will also enjoy free wifi when booking the 'best available rate' - see the **back page** for info.

NEW FOR 2018

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3 Key Benefits

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Unity call on protection

ADELAIDE agency Axis Travel has called for a unified approach to consumer protections, arguing against fragmented schemes among competing groups.

Responding to TravelManagers' warning that recent media attention on corporate collapses and agent fraud could damage the industry (**TD** yesterday), Axis director and manager Max Najar said additional attention was needed on credit card purchases.

"Our industry should not be disjointed," Najar said.

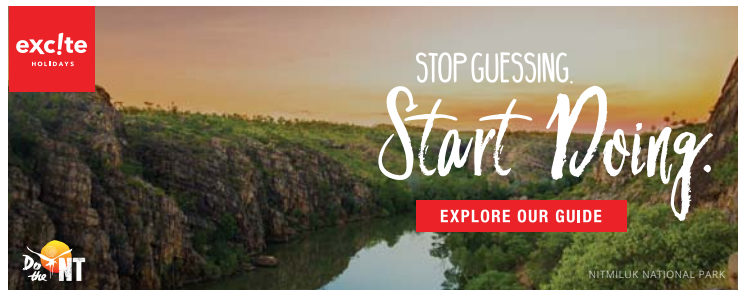
"A more unified approach on what is on offer should be mandatory when joining

Airbus prepared to scrap A380

AIRBUS has signalled it may have to shut down production of its A380 models if it cannot secure minimum demand.

The French aerospace manufacturer said the decision whether to shelve the A380 program would boil down to whether or not Emirates came to the table with a new order, *Arabian Business* reports.

"We are still talking to Emirates, but honestly they are probably the only one to have the ability right now on the market place to take a minimum of six per year on a period of eight to 10 years," said Airbus sales director John Leahy earlier this week.



a network or home-based consortium so that absolute credibility is reinforced to consumers from our industry.

"A fragmented approach with one network or company doing one thing and another doing another thing is bad business logic," he said.

While applauding initiatives like TravelManagers' audited protection scheme, Najar said consumers were still vulnerable to corporate collapses where credit cards had been used to make direct transactions.

"Consider that many pax use credit card charge forms in the equation to pay most air tickets and now even cruises etc, and that the financial transaction is legally between pax and supplier," he said.

"So if the supplier goes to the wall, then the pax can be very upset that their card was passed on to the supplier/airline by the agency... and they lose it all."

Najar said systems like the Book Safe scheme provided to Express Travel Group agents and the AFTA Chargeback Scheme (ACS) were important, along with International Passenger Protection (IPP) Scheduled Airline Failure insurance.

"Adding insurances to an agency cost structure can be very expensive, but it gives pax coverage/protection with certain limitations/conditions," he said.

Walker to Fairfax

PHILIPPA Walker has been recruited by Fairfax as head of travel to oversee the company's Australian metro publishing.

Walker is well known to the travel trade, with her career including more than 12 years at The Travel Corporation including head of marketing Australia for Uniworld Boutique River Cruises.

She was most recently account director with printing firm Blue Star Group Australia (**TD** 22 Jun).

See **page seven** for more of the latest industry appointments.

Mauritius update

SOUTH African Airways and Air Mauritius have cancelled flights to/from Mauritius for a second day ahead of Cyclone Berguitta making landfall.

Air Mauritius' Perth flights have been suspended with the country's main international airport MRU, cancelling operations until further notice.

SAA said it was axing flights SA190/SA191 from Johannesburg and Mauritius today.

Models predict Berguitta is heading directly towards MRU.

JQ axes HBA/AVV

CITING low passenger demand, Jetstar has confirmed it will terminate its current four-weekly Melbourne Avalon-Hobart service from late Mar.

JQ said it would enable it to add more SYD/ADL frequencies.

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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
Applications close Monday 22 January 2018.

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Samoa readies for GDS

SAMOA'S new national carrier Samoa Airways is set to become a whole lot more accessible for Australian agents, with the carrier planning GDS connectivity in Jun.

The airline is working to come online with Amadeus and Travelport, the carrier's marketing and communications specialist Dwayne Bentley told **TD**.

Currently agents can book direct with the carrier through a dedicated online portal or through call centres in Auckland and Sydney, but Bentley said the GDS move would "really open things up for us, especially in the Australian market".

Bentley emphasised the trade was "an integral part" of Samoa Airways' marketing strategy and added that the GDS connection would be "very helpful in terms of our trade marketing strategy and distribution".

Samoa Airways kicked off its inaugural flight towards the end

of 2017 (**TD** 17 Nov) and currently offers twice weekly flights to Apia from Sydney and six weekly services from Auckland.

Bentley said since Samoa Airways was introduced, the feedback from the Australian market had been very positive.

"We started selling in Sep and so the feedback that came through was that our fares were very competitive when we launched and people started flying, feedback came through about our product - our fares are all-inclusive with cabin bag, checked baggage, hot meal, beverage selection and inflight entertainment - so it's been pretty positive," he said.

Bentley said the airline's product "is quite different" to that offered by Virgin Australia, noting "We're a Samoan airline, we offer Samoan hospitality and that's a very unique point of difference".

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Uluru chopper crash

FOUR people are being treated for injuries after a helicopter crash last night at Uluru.

Three passengers and a pilot were hurt when the helicopter came down about 1.5km from the rock, the **ABC** reports.

The pilot and one passenger have suspected spinal injuries, while others are being treated for fractures and chest injuries.

The group had been on a sunset scenic flight at about 6.30pm.

Emirates special

DISCOUNT airfares to more than 100 destinations on the Emirates network will end on 23 Jan, the carrier says.

Return Economy class fares from Australia begin at \$1,049 to the Indian subcontinent, \$1,149 to the Middle East, \$1,179 to Europe and \$1,249 to the UK.

Business fares are from \$5,819 to India, \$6,059 to ME, \$5,959 to Europe and \$6,229 to the UK.



Window Seat

AS FASHION crimes go, it was a moderate offence. But to British Airways, it simply wouldn't fly.

A traveller bound for London has been prevented from boarding after putting on all his clothes at once in an attempt to beat luggage allowance rules.

Metro reports the man, Ryan Carney Williams, was denied a boarding pass when he checked in at Iceland's Keflavik airport and allegedly become so angry that security officers used mace to subdue him.

After giving a statement to police, he returned the next day to board an easyJet flight but was again turned away.

Williams eventually made it home aboard a Norwegian carrier and says he was able to obtain refunds from both British Airways and easyJet.



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Hurtigruten cements APAC operations



HURTIGRUTEN celebrated the official opening of its Hong Kong office last week, marking a milestone in the company's operations in APAC.

The company has been working in the region for many years, but newly-appointed managing director of APAC Damian Perry told *Travel Daily* the company had reached a new stage.

Perry takes over from William

Harber, who spent the past 12 months establishing a team out of the Hong Kong "hub".

The company is now upping its commitment to the region, working towards "more resources, more people, more solutions and a better understanding of that market which will hopefully result in better results and even better growth," Perry explained.

The Aussie model with Bentours as Hurtigruten's GSA was "working really well", Perry said, adding that the focus in Australia was on stronger marketing & brand messages & ensuring agents understood the line's offering.

Members of the Hong Kong office and close partners are **pictured** cutting the ribbon with Damian Perry and Geir Kronbaeck, vp global sales.

IV extends sale fare

INSIGHT Vacations is extending its current \$999 return airfare to North America in 2018 for sales until 28 Feb.

The promotional fare must be booked with one of Insight's 15 itineraries in the US and Canada.

MD Alexandra O'Connor said the extension would "make things even easier for agents" to sell.

Flights are operated by Virgin Australia and Delta Air Lines.

S Africa clarification

YESTERDAY'S article in *Travel Daily* relating to visa processes for New Zealand travellers entering South Africa was in reference to Jan 2017, not 2018.

Since Nov, in Australia, the South African Honorary Consulate in Perth can facilitate applications for citizens residing in Western Australia of countries who require visas to visit South Africa for leisure or business purposes.

More at www.saconsulwa.com.

WHERE NEXT?

Make 2018 a year to remember with special fares to over 100 destinations. Hurry, offer ends 23 January 2018.

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Asia	\$649*	\$2,999*
Indian Subcontinent	\$859*	\$5,089*
United Kingdom	\$1,279*	\$6,999*
The Middle East	\$1,299*	\$6,999*
Europe	\$1,319*	\$6,999*
Africa	\$1,549*	\$7,199*
North America	\$1,799*	\$8,999*

emiratesagents.com/au



*Advertised fares are for return Business and Economy Class travel departing from Melbourne inclusive of taxes and surcharges, correct as of 7 December 2017, subject to currency fluctuation and availability. Offer ends 23 January 2018. Economy Class fares are for travel commenced between 17 January and 27 March 2018, 1 May and 21 May 2018, and 2 October and 30 November 2018, except New Zealand fares which are for travel commenced between 20 February and 27 March 2018, 25 April and 27 June 2018, 15 July and 22 September 2018 and 4 October and 22 November 2018, and Asia fares which are for travel commenced between 21 January and 27 March 18, 14 April and 22 June 2018 and 11 July and 11 September 2018 and 4 October and 22 November 2018. Business Class fares are for travel commenced between 31 January and 30 November 2018, except New Zealand fares which are for travel commenced between 6 February and 27 March 2018, 18 April and 22 November 2018 and Asia fares which are for travel commenced between 7 February and 11 September 2018 and 18 September and 22 November 2018. Higher levels apply for other travel periods. Flight restrictions, day-of-week surcharges, inbound blackout periods, amendment and cancellation fees apply. Baggage allowances may vary. Additional travel periods, destinations and fares are available from Adelaide, Brisbane, Sydney and Perth. Further terms and conditions apply. For full terms and conditions, please refer to your GDS, visit emiratesagents.com/au, or call Emirates on 1300 303 777. Offer subject to change. *Best Airline in the World in the TripAdvisor® Traveller's Choice™ Awards for Airlines 2017.



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View the program online at www.aatkins.com/shortbreaks.

It's design will be conceptualised by Balarinji, the creator of all Qantas' flying art aircraft.

Call 138 747 for more info.



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Paris	from AUD	1,059	5,589
Zagreb	from AUD	1,049	5,489

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GOING PLACES TOGETHER

* Offer valid until 19 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 May – 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.

Collette appoints new bdm



TOUR operator Collette has recently expanded its sales team by appointing Zach Gregory as the company's new NSW/ACT business development manager.

Gregory will join NSW business development manager Fran Gildon in heading up the sales strategy in the state.

In 2014, Gregory was a finalist in the National Travel Industry

Awards for the Rookie of the Year category and he arrives with more than six years of experience in similar roles within the Australian cruising industry.

Pictured are Collette Australia general manager Alison Mead, Zach Gregory & head of sales AU, Amanda McCann enjoying the company's centennial celebration in Rhode Island last week.



Marketing the island of Ireland Overseas

Advertising and Digital Marketing Executive - Australia & New Zealand (Permanent and Full-time based in Sydney)

Purpose of the role:

- To plan, coordinate and execute a programme of integrated, well-targeted and effective on- and off-line marketing and advertising activity that will build brand awareness and drive visitor numbers and revenue to the island of Ireland in line with agreed strategic objectives.
- To manage and execute Tourism Ireland's digital marketing activities in Australia and New Zealand, including the Customer Relationship Management (CRM) function, Social Media, the Paid Content marketing programme and Ireland.com content.

Screening is by APPLICATION FORM only.

For further details please see www.tourismireland.com/careers
CLOSING DATE for receipt of applications is Monday, 29th January 2018.
Salary scale is AUD\$64,000 to AUS\$79,000 per annum (6 point scale).

New entrants generally start on the first point of the salary scale.

Please note that all applicants must be eligible to work in Australia to apply for this position.

Kings Park Segways

SEGWAY tours will operate in Perth's Kings Park and Botanic Garden from this month under a two-year trial by the West Australian Government.

The new tourist attraction will be operated by Segway Tours WA, a company that already runs Segway adventures across Fremantle and Rottnest Island in the state.

The Kings Park route will buzz its way through Perth and take in views of the Swan and Canning rivers along the way during a 10 kilometre joyride.

"Segway Tours will add to the diversity of ways tourists can... enjoy (Kings Park's) unique environment," said WA Tourism Minister Paul Papalia.

Avis Budget profit

AVIS Budget Group has posted a preliminary revenue result of US\$8.85 billion for the 12 months ending 31 Dec.

The global vehicle rental company also expects its adjusted EBITDA to be within the range of US\$730-740 million.

Avis says it will announce its official Q4 and full-year 2017 results on 21 Feb and meet with investors to discuss the results in detail on 22 Feb.

The next 12 months are expected to pose ongoing financial challenge for Avis, including rising interest rates.

Anguilla reopening

FOUR Seasons Resort and Residences Anguilla is set to reopen its doors from 23 Mar following the devastation of Hurricane Irma in Sep last year.

The hotel features 181 rooms ranging from deluxe suites to spacious five-bedroom villas.



WIN THE ULTIMATE ATTRACTIONS PASS

This week **Travel Daily** has teamed up with iVenture Card to give away 2 x iVenture Card Attraction Passes to a destination of the winner's choice.

iVenture Card



is the world's fastest growing attraction pass with a range of flexible packages available across 14 cities and counting. The pre-paid attractions passes allow convenient, cash-free entry to the top attractions, tours and experiences saving visitors up to 50% on regular entry and ensuring they see the best of their destination for less.

For your chance to win, let us know which of iVenture Card's passes you would love and which attractions you would most like to visit? Send your entry to

iventure@traveldaily.com.au

T&Cs: Prizes must be redeemed by 31/12/2018. Packages and attractions are subject to change.

Air NZ Alexa debut

AIR New Zealand has announced customers will soon be able to check the status of its flights via Amazon's digital assistant Alexa.

The new tech will be available in Australia and NZ from early Feb.

The NZ carrier has shown its willingness to pursue new tech integration, last year introducing online chatbot Oscar to assist with baggage & lounge enquiries.



Thursday 18th January 2018

Peugeot early bird

FRENCH Travel Connection is offering a range of earlybird specials on Peugeot car rentals.

To take advantage of the deals bookings must be paid for in full by 23 Mar with further details available on 1300 858 304.

Jetski adventure

CRUISE Whitsundays has unveiled a new Whitehaven Beach & Jetski Snorkelling Adventure for 2018.

The new experience includes a morning cruise to Whitehaven Beach followed by an all-inclusive arvo of jet skiing and snorkelling.

Excursions are priced from \$229 per person and depart daily.

Embassy Suites for NYC Midtown

HILTON Worldwide's full-service upscale Embassy Suites by Hilton brand has opened the doors to a new-build property in New York City's Midtown Manhattan zone.

Embassy Suites by Hilton New York - Midtown Manhattan is centrally located near Times Square & Fifth Avenue shopping, and a short distance from Grand Central Terminal.

Beginning on the 22nd floor of a 39-storey tower, the property consists of 310 studio suites and king rooms, offering city view rooms facing north and south.

The new hotel also features three on-site restaurants.



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.

Matteo Zanarini was today announced as the new Area Manager, South West Pacific for the **International Air Transport Association**, succeeding Ian Lorigan. Zanarini has over 30 years' aviation industry experience and joined IATA in 2009 as Passenger Services Manager, SWP and was most recently Aviation Solutions Manager in the region. The role will see him tasked with delivering IATA's initiatives in Australia, NZ and the Pacific.

Dubai-based luxury hotel company **Jumeirah** has named **Jose Silva** as its new Chief Executive Officer. Silva brings over 35 years' experience in the hospitality industry to Jumeirah, including just shy of 25 years with Four Seasons Hotels & Resorts. His most recent post was Regional Vice President for France, Switzerland, Spain and Portugal.

President and ceo of JFKIAT LLC (the operator of T4 at New York's John F Kennedy Int'l Airport) **Gert-Jan De Graaff** is set to replace **Brisbane Airport Corporation's** ceo and md **Julianne Alroe** from Jun 2018.

Six Senses Hotels Resorts Spas' Director of Sustainability **Jeffery Smith** has been promoted to the position of Vice President - Sustainability with the boutique operator, taking over from **Amber Marie Beard** who will now consult on special projects.

Hawaii Tourism Authority has confirmed Chief Operating Officer **Randy Baldemor** will step down from the role on 02 Mar.

Boeing builds seats

AIRCRAFT manufacturer Boeing has teamed with automotive seat producer Adient to form a new company that will develop, build and sell a range of seating products to airlines.

Adient Aerospace's seats will be available for installation on new aircraft and as retrofit configurations for planes produced by Boeing and others.

The firm's customer service centre will be based in Seattle.

Thailand visits soar

TOURISM officials in Thailand have announced the country welcomed 35 million visitors in 2017, a 9% year-on-year increase on the corresponding 12 months.

International tourist numbers were up 8.8%, driven by the China market which rose 12%.

In 2018, the Thai government is forecasting visitor numbers to increase 6% to 37.55 million and spending to surpass 2.1 trillion baht (AU\$82.4 billion).



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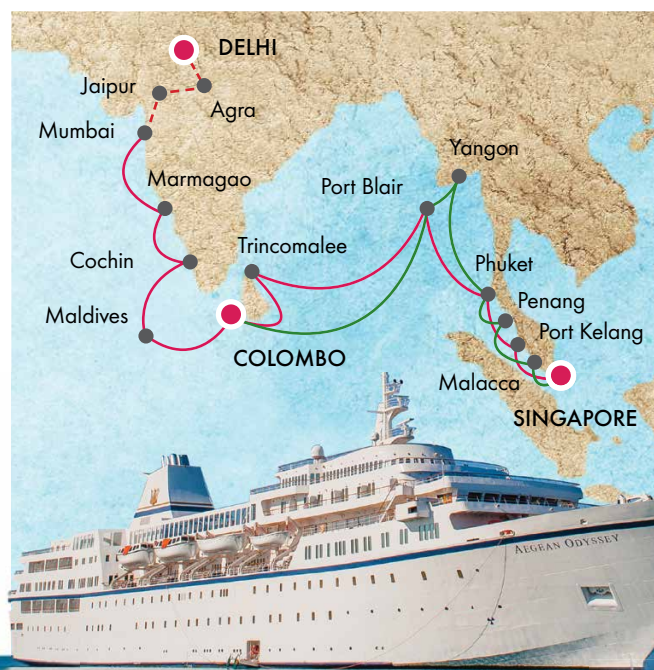
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2018 - 2019

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Fares from **\$9,210** per person, twin share

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PASSIONATE ABOUT PRODUCT?

PRODUCT MANAGER

BRISBANE – OTE \$93K PKG + BENEFITS

Are you experienced in developing relationships & have strong negotiation skills? We are looking for an experienced Product Manager to be responsible for the delivery of the product plan along with the negotiation of rates, contract management & ensuring all targets are achieved. Educate agents & build relationships with internal/external stakeholders. Strong analytical, negotiation & time management skills required.

HERE'S YOUR CHANCE TO STEP UP

GM -CORPORATE TRAVEL DIVISION

SYDNEY - SALARY \$130K DOE plus plus

This role will see you take ownership of your own department, lead this growing division to greater growth in 2018. You will be responsible for managing the P & L so experience in this area is essential. Look after the whole operation from Sales, Account Management to Consultants.

If you are looking for a step up and have worked across different areas in a TMC this could be your next step, please call for a confidential chat.

KEEP THE PROPERTY LOOKING TOP NOTCH!

CHIEF ENGINEER

MELBOURNE – STRONG SALARY PKG + BENEFITS

Great opportunity to join this growing brand as Chief Engineer. Overseeing a team you will be responsible for the overall maintenance & appearance of the property ensuring that facilities are operating effectively, making sure policies & procedures are adhered to & planning preventative work whilst monitoring costs. Above avg. package on offer with great benefits & career progression. Experience in a similar position required. Apply today!

HUNTERS WANTED

SENIOR BUSINESS DEVELOPMENT MANAGER

SYD- BIG BASE \$100K PLUS BIG BONUSES

Join this unique corporate Travel Management Company in Sydney where you will be solely responsible for your region with a lot of potential to win new business. My client is looking for an experienced Business Development Manager who has come from a TMC with a strong track record in sales. Career growth is huge for the right candidate. This company offer a great base salary of \$100k and one of the best commission schemes out there.

DELIVER RESULTS

REGIONAL REVENUE MANAGER

PERTH – EXEC SALARY PKG

We are looking for an experienced area/regional revenue manager to join this expanding hotel group. Lead a team of Revenue Mgrs. /Analysts & work closely with hotels to design & implement revenue management processes & strategies across all hotels in your region to achieve company goals.

Work closely with all key stakeholders to plan & deliver results. Exec. salary + bonus + benefits. Exp. in a similar role a must along with great leadership & analytical skills.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

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*Complimentary breakfast is valid when booking our best available rate for stays between 18th December 2017 - 25th February 2018. Wi-Fi and VAT is included.