

SQ suffers fuel cost

SINGAPORE Airlines has revealed a slump of more than 50% in its operating profits during the Apr-Jun quarter as increased fuel prices take their toll.

The carrier's operating profit during the three months was S\$193 million (about A\$192m), down S\$212 million on the equivalent period of last year.

Group revenue amounted to S\$3.8 billion, a S\$20 million reduction.

Cathay purge hits Aus

EXCLUSIVE

CATHAY Pacific's worldwide round of job cuts has been extended to Australia, with key state positions axed in favour of centralised operations in the carrier's Sydney office.

The airline is understood to have cut the positions of state managers around Australia, while at the same time reducing its team of business development managers nationally to just a few based in Sydney.

Cathay announced in May it was shedding 600 jobs in its Hong Kong headquarters as part of the biggest round of cuts yet mounted by the carrier.

A further 200 were slated to be cut in the future as part of a global program to reduce the

airline's operating costs as it confronts increasing competition from mainland China rivals.

A Cathay Pacific spokesperson refused to confirm the Australian job cuts, but acknowledged reform was underway.

"Following the redesign of our HO organisation, we are establishing an outpost structure that modernises our ways of working and thinking, makes us leaner and more agile and more effective in the way we deliver for the customers," the spokesperson said in a statement.

"An internal memo has been shared with the employees of the Cathay Pacific Group as our regional and country teams start to communicate and, where necessary, consult with their local teams on the restructuring.

"This work will continue over the coming months."

Early Asiana A380

ASIANA Airlines has brought forward plans to operate its A380 aircraft on flights from Seoul Incheon to Sydney.

The A380 will be operating flights OZ601/602 from 28 Oct, instead of 26 Nov.

Today's issue of TD

Travel Daily today has nine pages of news and photos including an NTIA photo page, plus a full page from:

- Travel Trade Recruitment

TRAFALGAR

We Hear...

"I'VE BEEN WAITING FOR THE 2019 AMERICAS AIR DEAL"

So Here...

FLY FOR \$799*

WHEN YOUR CLIENTS ARE TRAVELLING ON 2019 USA & CANADA TRIPS

BOOK NOW



Lauren - Sales Manager QLD

ASIANA

FLY BUSINESS CLASS TO KOREA AT PY FARE

SEOUL RETURN FROM \$2600 Airport Tax Inc.

From Nov 18 ~ Mar 19

ASIANA AIRLINES

A STAR ALLIANCE MEMBER

Reservations 02 9260 4300
au.flyasiana.com

LEARN MORE

Salary reminder

A REMINDER there is still time to complete *Travel Daily's* annual salary and employment survey.

Participants in the five-minute survey can win a range of prizes including one of two Google Home Minis, 20 EVENT cinema tickets and 30 annual subscriptions to *travelBulletin*.

The survey can be undertaken by anyone in the industry, including agents and suppliers.

CLICK HERE to take part.



WINNER 2018

Awarded
BEST TOUR OPERATOR - INTERNATIONAL

Thanks for your support!

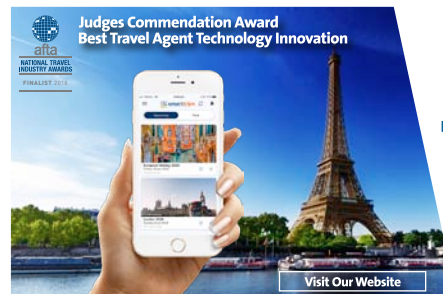
Be Intrepid >



CLICK HERE



Connecting Australia to the region that has been dubbed the 'End of the World'



Introducing... **smarttrips**
DELIVERING SMARTER TRAVEL

Designed For Travel Agents, By Travel Agents.

Smart Trips is a cutting edge mobile app exclusively designed for travel agents to supply their clients' travel documents and offer 24/7 connectivity on their Smartphone or Tablet

Get ready to deliver smarter travel documents and provide next level service and engagement to your clients.

www.smarttrips.com.au

TA youth mission

TOURISM Australia (TA) will have its biggest ever presence at the World Youth and Student Travel Conference (WYSTC) in Sep, with plans to create a dedicated "Australia village" at the Edinburgh event.

The organisation has become a platinum sponsor for this year's event - the world's largest dedicated youth and student travel show - as part of its current youth focus which has also included the creation of the Aussie News Today campaign.

TA will take its largest contingent of operators to the event, with more than 30 youth-focused products signed up.

The md of TA, John O'Sullivan, said participating in WYTSC would help to boost awareness of Australia's youth travel offering internationally.

TA also plans a Youth Product Roadshow alongside WYSTC. For more details **CLICK HERE**.

Champion losses tallied

MAGELLAN Travel Group has been confirmed as one of the major creditors of Adelaide-based Champion Travel, which had its ATAS accreditation cancelled in May this year (**TD** 13 Apr).

Figures obtained by **Travel Daily** confirm Magellan is owed almost \$120,000, along with other creditors whose outstanding amounts have been tallied at more than \$740,000.

Champion Group Holdings was wound up on 14 May, with a liquidator's report showing debts of more than \$400,000 to secured creditors and a further \$327,748 to unsecured creditors.

Along with Magellan, those caught by the collapse include Sheraton Grand Mirage Resort, owed \$70,932; Le Meridian Phuket Beach Resort, \$58,636; Cairns Limousine Service, \$10,364; Tropic Wings Tours & Charters, \$7,748; Aussie Travel

Cover, \$5670; and QT Hotels, owed \$4,122.

Champion also owes \$4,431 to the Australian Tax Office and more than \$384,000 to Westpac.

The company's liquidation is being handled by Stephen James of BCR Advisory.

Based in the Adelaide suburb of Rose Park, Champion Travel was founded in 1991 and offered travel for individuals and corporate clients.

Its website remains online and says the company also offered conferences, exhibitions, golfing holidays and incentives.

United ski links

UNITED Airlines has confirmed two new daily services to the ski fields of Mammoth Lakes from its hubs in Denver and Los Angeles.

Flights begin 01 Dec and join existing services from SFO.

Gate 7 expands

VISIT California has renewed its partnership with tourism marketing agency Gate 7, extending an 11-year relationship.

Gate 7 has also announced a series of new appointments.

Tristan Freeman has been appointed general manager after 10 years at the agency.

Lisa Dunn has been named director of events, while Sophie Taylor has returned from maternity leave to take up the position of director of PR.

Within the Visit California team, Rob Dempsey has been named account director, Sarah Runnacvles has become senior PR, and Max Higgins has been welcomed as content manager and social media coordinator.

Melanie Bednall, travel trade manager, will continue to drive Visit California's trade focus.

Gate 7 md Jo Palmer said she was excited to roll out an integrated strategy for California.

**ADVENTURE
WORLD
TRAVEL**

**WINNER OF BEST WHOLESALER
INTERNATIONAL PRODUCT 2018**

THANK YOU!

ADVENTUREWORLD.COM

afta
**NATIONAL TRAVEL
INDUSTRY AWARDS**
WINNER 2018



Lofty ambitions

ACCORHOTELS has announced plans for a boutique development at its landmark Mount Lofty House in the Adelaide Hills, part of its MGallery by Sofitel brand.

To be called Sequoia, the addition will involve 15 luxury villas set aside from the main hotel, with views over Piccadilly Valley from atop an escarpment.

The development of Sequoia is part of a \$14 million upgrade of Mount Lofty House, which has already seen the addition of the triple-hatted Hardy's Verandah Restaurant and the new Stables Day Spa.

Work is underway on refurbishing all existing rooms at the property, which are expected to be complete by Feb, with the new Sequoia development scheduled to debut later in 2019.

The hotel's general manager, Jesse Kornoff, said Sequoia would "rival some of the best boutique hotels in Australia".

Accor retreats from AF

ACCORHOTELS has abandoned plans to buy a minority stake in Air France-KLM amid heavy losses and ongoing turmoil at the French carrier.

Announcing its half-year financial results yesterday, Accor said it remained convinced that a strengthened partnership between hotel companies and airlines offered "significant value creation potential".

However, it said requirements for the acquisition of a minority stake in AF-KL had not been met, and that it had decided "not to further pursue this opportunity."

The hotelier had announced last month that it was considering an investment in the airline pair "as part of a strategy to enrich its range of services" (*TD* 05 Jun).

But the announcement was met with surprise given ongoing industrial conflict affecting AF and the sudden resignation of its chief

executive Jean-Marc Janillac (*TD* 07 May).

Accor announced revenue of €1.6 billion in the first half of 2018, up 8% on 1H last year.

Earnings (EBITDA) were up 4.2% to €291 million.

The group now expects full-year EBITDA of between €690 million and €720 million.

TIME air mentee

THE Travel Industry Mentor Experience (TIME) has named the recipient of its 2018 Royal Aeronautical Society (RAeS) scholarship who will join its 32nd intake on 05 Sep.

Qantas ground services manager at Perth Airport Pauline Fitzgerald has secured the scholarship as part of a RAeS partnership that extends TIME's career development work into the aviation sector.

Window Seat

ADVENTURE World Travel has teamed up with the World Wildlife Fund and TTC's TreadRight Foundation to support the preservation of habitat for polar bears.

The tour operator has generously sponsored a slightly less threatening version of the vulnerable Arctic predator (**pictured**) on behalf of *TD*, which will help raise funds for the worthy cause.

Our thanks for *TD's* newest team member, **pictured**.



2018 Global Tourism Summit Hawai'i, 1-3 October

Get ready for one of Hawai'i's biggest networking events of the year! Hosted by Hawai'i Tourism Authority, The Global Tourism Summit connects over 2,000 tourism industry professionals to collaborate on current trends, strategic alliances, and emerging opportunities.

- Meet face-to-face with Hawai'i suppliers during B2B Sessions
- Network with like-minded industry professionals
- Take away fresh ideas for future success
- Learn about Hawai'i's unique culture
- Enjoy the beautiful Hawaiian Islands

Early-bird registration is available until 31 July!
Register now at globaltourismsummithawaii.com



JAL web packages

JAL has launched a web-based dynamic package reservation system for customers in Australia.

The service will provide options to travel on JAL's international flights between Sydney - Narita and Melbourne - Narita, including the ability to combine Japan domestic flights and a hotel stay in a single transaction.

The service was also launched to support travellers who are planning to attend the 2019 Rugby World Cup.

[CLICK HERE](#) to view the website.

AA carry-on change

AMERICAN Airlines announced that from 05 Sep, Basic Economy fares will include both a personal item and a carry-on bag like other Main Cabin fares.

The change will make AA "short-haul Basic Economy fares more competitive with airlines that include a carry-on bag in their lowest fares," stated the airline.

Aurora new launch

AURORA Expeditions is inviting travel agents to celebrate its new 2020 America voyages aboard the *Greg Mortimer*.

Attendees will have a chance to win a voyage for two to one of Aurora's new destinations, valued at up to US\$16,200.

[CLICK HERE](#) for details and to register for the launch events.

Ormina 2019 brox

ORMINA Tours has launched its 2019 brochure with new itineraries and destinations, including the new 11-day Tuscan Villages tour.

The Tuscan Villages tour focuses on Tuscan traditions, art, gastronomy and its history.

The program also includes 11 new itineraries in Puglia, Sardinia, Corsica, Slovenia and Montenegro, along with new departure dates for Small Group Journeys across the program.



LAST night Luxury Gold unveiled its program for 2019, with head of sales David Farrar making pains to note it is much more like a "magazine" than a brochure.

The stunningly produced collateral aims to evoke the "Golden Era of Travel," with curated editorial features from expert travel writers and senior Travel Corporation executives, including the company's founder and chairman Stanley Tollman.

For 2019 there is a single Luxury Gold publication covering all of its worldwide itineraries, which includes a significant expansion of the "Chairman's Collection" offering, handpicked by Tollman himself.

Luxury Gold aims to offer the ultimate experience of its destinations, with the fully inclusive product including chauffeur transfers, relaxed starts with complimentary in-room breakfasts and a choice of included experiences.

The 2019 Luxury Gold product also allows agents to offer clients "bespoke journeys" in Greece, Ireland, Scotland and Southern Africa, providing Luxury Gold product on an F.I.T. basis.

Pictured above at last night's launch are, from left: The Travel Corporation md Australasia John Veitch; Lorraine Sharp, Insight Vacations md; and David Farrar, Luxury Gold sales director.

There's no better time to travel to **OVER 150 DESTINATIONS**

Now is the time to book your clients with rare fares to over 150 destinations across Europe, Africa, the Americas and more with Emirates. Offer must end 30 July 2018.

DESTINATION	ECONOMY CLASS PER PERSON RETURN FROM* (AUD)	BUSINESS CLASS PER PERSON RETURN FROM* (AUD)
Dubai	\$1,099*	\$6,499*
Indian Subcontinent	\$1,149*	\$5,999*
The Middle East	\$1,299*	\$7,199*
Europe	\$1,319*	\$6,999*
The United Kingdom	\$1,339*	\$7,099*
Africa	\$1,579*	\$7,499*
South America	\$1,749*	\$7,999*
North America	\$1,799*	\$7,999*



emiratesagents.com/au



*Advertised fares are for return Business Class and Economy Class travel departing from Melbourne. Prices are inclusive of taxes and surcharges correct as of 3 July 2018, and subject to currency fluctuation and availability. Offer ends 30 July 2018 and is subject to change. All advertised fares are for travel commencing between 1 October and 30 November 2018, and 14 January and 31 March 2019. Economy Class luggage allowances may vary for travel to Africa and the Indian Subcontinent. Higher levels apply for other travel periods. Flight restrictions, day-of-week surcharges, inbound blackout periods, amendment and cancellation fees apply. 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.

Smart Trips commended



FAMILY-RUN travel agency Lifestyle Travel Ballarat was recently recognised with a Judges' Commendation Award at the

2018 NTIA Awards for developing a mobile app exclusively for travel agents wanting to supply clients with important travel documents seamlessly.

Smart Trips was developed after five years of research into how to improve the process of agent/client communications while travelling.

The tool enables agencies to upload important information which can then be accessed by clients who have the app installed on their smart device.

"It's been particularly beneficial for travel agencies who manage large group travel bookings and offers increased engagement and interaction with clients," the agency said.

Pictured: Simon Spencer, Leonie Spencer, Roger Spencer, Natasha Spencer, & Adam Spencer.

SkyBus Vic boost

MELBOURNE bus service company SkyBus has announced an order of 15 more buses from manufacturer Volgren, enabling the company to run more services and increase the number of routes it can offer.

The new buses will feature wi-fi and USB ports, and follows the Victorian Govt pledging \$5b to the Melbourne Airport rail link which is estimated to be operational by 2022 (**TD** 23 Jul).

Ant Man hits HK

HONG Kong Disneyland Resort yesterday unveiled the name of its newest Marvel attraction, Ant-Man and The Wasp: Nano Battle! (pictured inset).

The attraction will debut in 2019 as the park continues its expansion of the resort.

The announcement comes following the sequel to Ant-Man debuting in theatres globally.

Evangeline Lilly, who plays the Wasp, says "for the character to have her own ride is an incredible honour".



Hawaii mega famil

HAWAI'I Tourism and Hawaiian Airlines are giving agents a chance to experience the Aloha Hawai'i mega famil.

There will be four itineraries to choose from with visits to O'ahu, Maui, Kaua'i or Island of Hawai'i for three nights, with the final night spent at Waikiki.

The famil will include international & neighbouring island flights, activities and four nights' accommodation.

CLICK HERE to register.

SeaLink's shout

SEALINK is offering a \$50 voucher to spend at either Dudley Wines or Kangaroo Island Spirits, for bookings on the two-day Food, Wine & Natural Wonders of Kangaroo Island tour.

The fully inclusive tour explores the island's local food & wine, as well as its natural attractions.

The Tour operates every Mon, Wed and Fri and is priced from \$725pp from Adelaide.

CLICK HERE for more info.

KLM voice option

KLM is launching its latest service that will allow customers to use voice commands to search for KLM flights.

KLM's assistant BB, known as Blue Bot, will help customers find a suitable KLM flight, then send them a link which takes them directly to the KLM website.

The service will be available on the Google Assistant in English and Dutch.

Today's Technology Update is brought to you by Tramada Systems Pty. Ltd.

Compete with Tramada and Compleat



Tramada Systems was founded as an independent platform to enable all travel

agents to compete with the technical capabilities of global agencies. With global agencies announcing price tracking technology (TD 13/7/18) allowing for a "price-drop guarantee" it's timely to remind readers that fare search functionality is not new, at least not to Tramada clients.

Price tracking magic happens thanks to our integration with Concur® Compleat, ensuring agents receive alerts about lower fares, automatically, from Compleat's scan of the GDS at agent-defined intervals. Should a lower fare be found prior to ticketing, alerts are sent to the agent who can elect to re-book the itinerary at the lower rate. If so, the PNR is modified in the tramada® technology platform.

Agents using Compleat routines can run custom searches, incorporate their agency's contracts and associated pricing into searches, and even customise different search schedules for individual customers. Additional Concur Compleat functionality is available to find lower hotel rates and room availability, again alerting the agent if these are found.

By removing the "manual" from the ticketing process for offline bookings, this is automation at its finest, replacing tedious manual steps with streamlined workflows, increased data integrity, improved consultant productivity (and job satisfaction levels) and, crucially, value-add service - such as a price-drop guarantee - delighting customers.

Contact Sales@tramada.com for more information!

Susan Enners, Country Manager Australia/New Zealand, Tramada - your technology partner



helloworld
TRAVEL
THE TRAVEL PROFESSIONALS

Congratulations

Renee Nightingale,
Helloworld Travel Albury,
Wangaratta & Wodonga

and thank you for
being a part of the
Helloworld Travel family.

RENEE NIGHTINGALE,
HELLOWORLD TRAVEL ALBURY,
WANGARATTA & WODONGA
BEST TRAVEL AGENCY
MANAGER
RETAIL MULTI LOCATION



afta
NATIONAL TRAVEL
INDUSTRY AWARDS
WINNER 2018

ATEC uncorks wine tourism



THE Australian Tourism Export Council (ATEC) has won the bid to develop a new program which will support Australia's expanding

wine tourism industry.

ATEC will spearhead the "Wine Tourism Capability Program" to assist wine businesses across Australia engage with the growing international tourist market.

"This program will focus on equipping wineries with the knowledge of how to position their business to be more attractive to international visitors through key training modules on how to be product ready, sales ready and service ready," said Brett Murphy, general manager, export and regional wine support package, Wine Australia.

The contract was awarded by Wine Australia and funded by the Australian Government.

To develop the program ATEC will work alongside Wine Tourism Australia & Fastrak Asian Solutions to develop the program.

Pictured are: Jessica Keen, ATEC; Brett Murphy, Wine Australia; Jo Hargreaves Wine Australia; and Peter Shelley, ATEC.

Scout renews SITA

SINGAPORE Airlines' low cost carrier Scout has renewed its communication network services with SITA as the airline continues to expand throughout Asia, Europe, Africa and America.

SITA AirportHub shares infrastructure that allows airlines to connect all their applications and IT systems at an airport quickly and easily and removes complexity.



WIN TICKETS TO MAMMA MIA!

Each day this week in Travel Daily, Royal Brunei Airlines are giving readers the chance to win a double pass to the Mamma Mia Cocktail in-theatre evening in Melbourne on 22 Aug. The prize is valued at \$500 per double pass and includes premium dress circle seating, a selection of canapes and beverages and private suite access pre-show and at interval.

To win, in 25 words or less tell us how would you sell Royal Brunei Airlines new one stop MEL to LHR to your clients?

Send your entries to rba@traveldaily.com.au

T&C



Travel Specials

WELCOME to Travel Specials, *Travel Daily's* Friday feature. If your firm has released a travel special you'd like to make the industry aware of, send the details to specials@traveldaily.com.au.

European Waterways is offering last minute specials of up to 20% off cruises and select dates booked before 08 Aug. **CLICK HERE** for info.

Book a Wellness and Wildlife package to India with **Adventure Resorts & Cruises** by 31 Aug & save \$1,060 per couple. Call 1800 507 777.

DriveAway is offering USA and Canada travellers savings of up to 15% off car hire, up to 20% off motorhomes and free mileage throughout Jul and Aug. For more information, **CLICK HERE**.

Save up to 44% off **LATAM** flights to Santiago from Melbourne and Sydney on bookings made until 16 Aug. **CLICK HERE** for info.

Lizard Island is offering a "Stay Five, Pay Four" deal until 21 Sep for travel between 01 Apr and 30 Nov 2019. A \$200 resort credit will also be available to spend on dining or on-site activities. **CLICK HERE** for more.

A range of "Romance Package" deals are currently available at the **InterContinental Fiji**, including free golf. **CLICK HERE** for more.

Preferred adds 22

PREFERRED Hotels & Resorts, has welcomed 22 new member hotels, resorts, and residences to its collection of over 700 properties world-wide.

New member properties include a private island resort in the Maldives and a new opening in Paris to the brand's first hotels in Quebec City, Canada, Apulia, Italy, and Malaga, Spain.

Other highlights of new additions include Borneo Eagle Resort in Kota Kinabalu, Malaysia and The One Barcelona, Barcelona, Spain.

Mali election alert

SMARTTRAVELLER advises tourists visiting southern Mali to exercise a high degree caution in the lead up and following the country's Presidential elections to be held on 29 Jul.

Travellers should avoid political rallies, protests and large gatherings, and not travel to any other areas, including Bamako.

WA in bloom

THE 2018 wildflower season in Western Australia's Coral Coast region has been forecast to commence in early Aug with thousands of species on display.

The Coral Coast is home to three of Australia's 15 National Biodiversity Hotspots inc. Mount Lesueur-Eneabba, Geraldton to Shark Bay sand plains and Carnarvon Basin.

CLICK HERE for further info about flowers in bloom & tips.

Viking upgrades

VIKING is offering a free upgrade to a Deluxe Veranda stateroom and one-way flights from \$795 per person for guests who book a Veranda stateroom on one of its three cruises until 31 Aug.

The offer applies to Grand Voyages: 32-day Islands of the South Pacific, 29-day Southern Australia to South Africa and 57-day Sydney to London via Africa. Contact 138 747 for further info.

WHEN TRAVEL IS LIFE.

If you're an Experienced Travel Consultant Book an appointment to find out more enquiries@ktravel.com.au Ph: 08 8184 9146



KALEIDOSCOPIC TRAVEL

www.ktravel.com.au



Corporate Chatter

With Tony O'Connor

Credibility is the key

IMAGINE that you are at a party and you are introduced to someone. Imagine that you say this to them.

"Hello there. It's very nice to meet you. I am the best person in this room. In fact, I am an outstanding human being in so many ways. I am the most interesting person you could hope to meet, and when people form a relationship with me, they never want to leave. In fact you know, people leave their friends and family just to come and talk with me (smile, wink, nod)."

I imagine that, unless you're an American president, you wouldn't say this to anyone. But it's the sort of thing companies can effectively write about themselves

in sales documents and tender responses. Yes, I've exaggerated a little. But unsubstantiated claims of excellence, frequent hyperbole and exaggerated descriptions of products and services can have the same effect.

I think it's a reasonable rule of thumb that if you wouldn't say something about your company to a prospect face-to-face, then don't write it either. It will have the same negative impact. The only difference is that you will be spared seeing the reaction. In presentations, when it's up close and personal, it's not uncommon for salespeople to use the little "reductive words of uncertainty" when talking about their offers; words such as "a bit, maybe, perhaps, a little, and sometimes". My guess is that this is often an instinctive correction to tone down what has been written. It's better to be factual in the first

place.

In a TMC tender, or in any thorough selection process, candidates nearly always start off with high and equal credibility. There are 20 or 30 or more TMCs to choose from, and the fact that you've been selected to participate means that you are held in good regard. But too often I think, the sales push and lingo extends into the more formal assessment period when buyers are testing for verifiable facts. Continued "selling" usually does more harm than good, and the

final contenders are usually the TMCs that have maintained a good level of credibility through the process.

The hard sell just doesn't work when the procurement antennae are turned to "high", such as during a tender. Ads on televisions and buses work because our sense of wariness is usually low by default. We can't live our lives in a constant state of defensive mistrust. But the defences are not down when you're dealing with professional buyers in a short selection process.

Also, it's useful to put yourself in the shoes of the people running a tender. They will often have far too much to read; more than they expected anyway. Many are not ready for the detailed information about services, processes, systems and pricing that a tender can stir up. Often, there are members in an assessment team for whom the task of reading and evaluating what you write is on top of their usual full-time workloads. Brevity and fact are much appreciated.

‘The hard sell just doesn't work when procurement antennae are turned to "high" ...’

Tony O'Connor is the Managing Director of Butler Caroye, Joint-CEO of Airocheck, and the Director of the GBTA in Australia and New Zealand.

CORPORATE UPDATE

APAC price rise predicted

CARLSON Wagonlit Travel's (CWT) 2019 *Global Travel Forecast* report predicts the price of corporate travel will rise across Asia Pacific next year, with projections suggesting a 3.2% jump for air travel and 5.1% for hotel accommodation.

The report anticipates airline rates will increase for the majority of countries in the region, with Australia to see an approximate jump of 2.2% in air ticket prices, and New Zealand to feel most of the pinch by rising 7.5%, as well as an 11.8% increase for hotel accommodation.

Bucking the trend in the upward trend of accommodation pricing

is Japan, which is anticipated to see a drop of 3.9% in hotel prices as it prepares to add capacity in the lead up to the 2020 Tokyo Olympics.

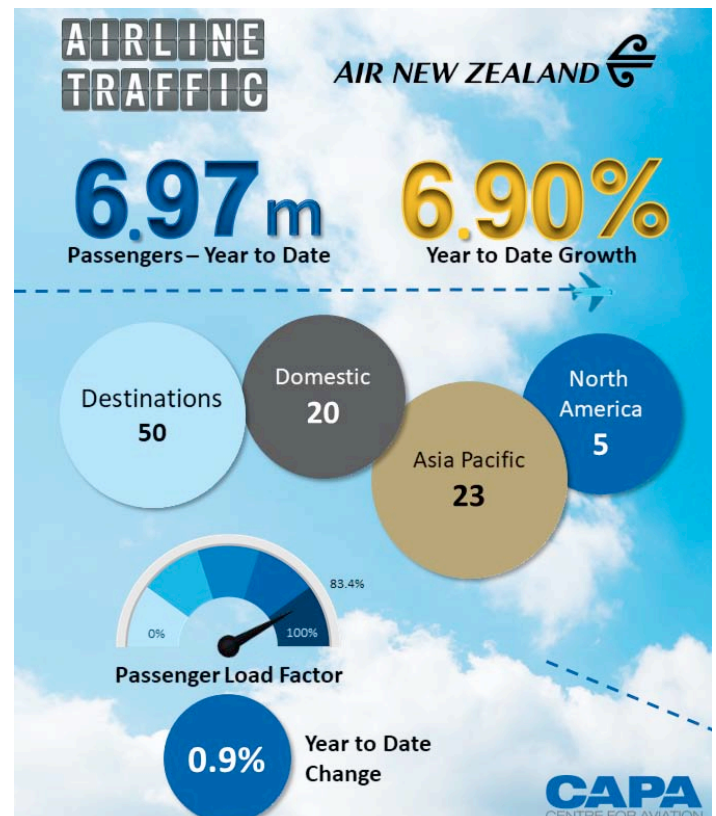
On the technology front, the report suggests that 85% of all corporate transactions will be done digitally by 2020, with sectors of the travel industry investing heavily in mobile apps to cater for the upswing.

Meanwhile, on-demand, shared, electric and connected cars are expected to become more popular in APAC business travel, with Australia to rise 2.4% in 2019, and NZ predicted to witness a 4% take-up.

CAPA
CENTRE FOR AVIATION

CAPA Insights

CAPA Centre for Aviation today offers its latest exclusive infographic, presenting insight from its own data and external sources.



IN THIS week's CAPA Insights, we take a closer look at the growing aviation market with a focus on airline traffic for Air New Zealand.

Domestic, trans-Tasman & Pacific Islands routes represent around 88% of all passengers carried by Air New Zealand, with long haul (Asia, North & South America and Europe) accounting for the remaining 12%.

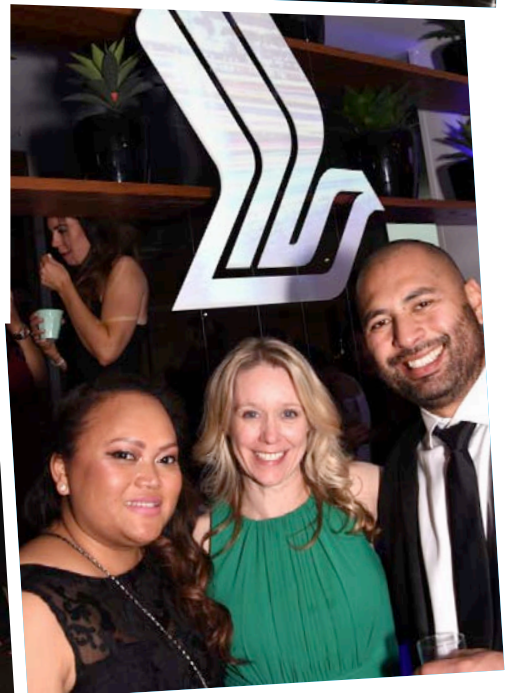
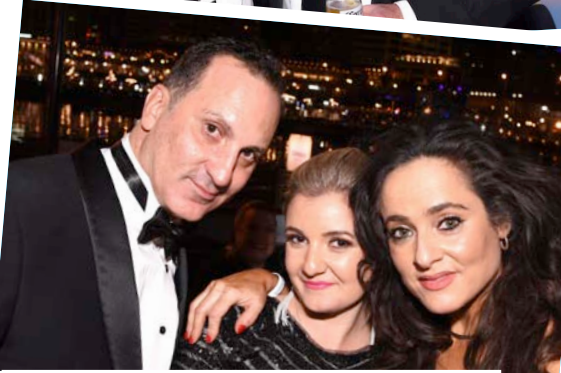
The airline continues to see an impressive load factor currently at 83.4%, and year-to-date growth in passengers of 6.9%.

Air New Zealand is in its 9th year of positive seat growth and is on track to carry a record 17 million passengers for the year.

NTIAs - after the final gong!

LAST Sat's industry night of nights, Australia's National Travel Industry Awards, wrapped up as always with the Singapore Airlines After Party. Hosted at a bar adjacent to the International Convention Centre Sydney, attendees were provided with special wristbands for entry, along with drinks coupons in the glossy *travelBulletin* themed NTIA program.

Travel Daily was there too, capturing all the action as the industry celebrated and commiserated, with these photos just a small selection of the shenanigans that went on. Lots more photos from the night at facebook.com/traveldaily, and don't forget our exclusive NTIA video at traveldaily.com.au/videos, as well as the special *travelBulletin* NTIA supplement which is now online at travelbulletin.com.au.



Fires hit Yosemite

THE Yosemite National Park, including Wawona and the Mariposa Grove, have been closed by the US National Parks Authority due to the threat posed by wildfires.

Closures extend to all hotels, campgrounds, and visitor services and are expected to remain in place until 29 Jul.

IHG grows Kimpton

INTERCONTINENTAL Hotels Group (IHG) has confirmed plans to open a number of Kimpton Hotels & Restaurants-branded locations including London (late 2018), Manchester (2019), Edinburgh (2019) and Glasgow (2019).

The hotel chain will also mark the UK debut of its upscale Voco brand in Cardiff later in the year, with IHG suggesting that further Voco hotels will also be "coming to the UK soon".

The announcements follow an agreement signed with Covivio in May to rebrand 12 hotels in the United Kingdom (**TD** 13 Jun 18).

JU VP steps down

AIR Serbia has announced the resignation of its vice president Asia-Pacific Steven Sipka, effective 07 Aug.

Sipka, who has been with the airline for five years, will be "pursuing other opportunities in the aviation industry".

Alpine Wine Tours

A NEW wine and spirits tour business has launched in Queenstown offering "unique, personalised and adult-only experiences" for tourists.

The sister company to the region's Alpine Adventures, Alpine Wine Tours offers half and full-day winery and distillery options that can be tailored to suit groups and private appointments, as well as custom wine and distillery tours.

CLICK HERE to find out more.



Win a trip to Walt Disney World

This month, *Walt Disney World* in Florida, Virgin Australia and Delta Air Lines are giving *Travel Daily* readers the chance to win two places on

"A Very Merry Toy Story Land Christmas Mega-Fam" flying Virgin Australia and Delta Air Lines to *Walt Disney World* Resort in Florida.

Send your entries to disneycomp@traveldaily.com.au. The most creative judged entry will win one of two *Travel Daily* Exclusive places on the famil.

Click here

for T&Cs

For more info visit

wheredreamscometrue.com.au

WALT DISNEY World Resort
IN FLORIDA



australia

DELTA

Marriott Komodo

MARRIOTT International has announced it will open the Courtyard by Marriott Labuan Bajo Komodo Resort in Indonesian in 2021.

The 158-room property will be situated on the west coast of Flores Island and will feature an all-day dining restaurant, fitness centre, and Courtyard Kids' Club.

Star head of sales

THE Star Gold Coast has appointed Jane Kingston to the role of director of sales.

She brings more than 20 years of experience at global hotel brands to the position, and was previously the deputy area gm for Watermark Hotels Group.

Virgin for San Fran

RESERVATIONS are now open for the Virgin Hotels San Francisco which is scheduled to commence operations on 15 Nov (**TD** 28 Feb 2017).

A new website has also launched for the hotel, which can be viewed **HERE**.

Lux deadlines

THE window to submit nominations for the Luxperience Awards is due to close by Mon 30 Jul.

The categories include the Inspiring Award, Meaningful Award, Connections Award, and Outstanding Destination Award, with nominations to be reviewed by an expert judging panel.

Travel Daily

SALARY & EMPLOYMENT SURVEY

Win a Google Home Mini or EVENT cinema tickets

Click here to have your say

NEED TO FIND A PARTICULAR TRAVEL SUPPLIER?

[VIEW THE 2018 AFTA TRAVEL PAGES SUPPLIER DIRECTORY HERE](#)

Travel Daily

www.traveldaily.com.au

Travel Daily is part of the Business Publishing Group family of publications.

Produced each weekday since 1994, *Travel Daily* is Australia's leading travel industry publication.

EDITORIAL

Editor in Chief and Publisher – Bruce Piper

Managing Editor – Jon Murrin

Editor – Jasmine O'Donoghue

Contributors – Adam Bishop, Sarah Fairburn, Anastasia Prikhodko, Jenny Piper, Christian Schweitzer

info@traveldaily.com.au

ADVERTISING AND MARKETING

Sean Harrigan and Lisa Martin

advertising@traveldaily.com.au

BUSINESS MANAGER

Jenny Piper

accounts@traveldaily.com.au

Suite 1, Level 2, 64 Talavera Rd
Macquarie Park NSW 2113 Australia
PO Box 1010 Epping NSW 1710 Australia
Tel: 1300 799 220 (+61 2 8007 6760)

Travel Daily operates by paid subscription to people within the travel industry - sign up at www.traveldaily.com.au.

CRUISE
WEEKLY

travelBulletin

business events news

Pharmacy
Daily

Travel Daily is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of *Travel Daily* no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.



Working in partnership with the Australian Travel Industry

Experienced Leisure Consultant

Western Sydney, Salary + Generous Commission, Ref:3169AJ01

Due to expansion, an exciting new opportunity has just become available for an experienced Travel Consultant to join a friendly and extremely successful team. An amazing opportunity for a consultant that has an existing database and would like to take advantage of a high base salary and a generous commission structure. You will enjoy a Mon - Fri work week with additional Annual Leave and 2 weeks Famil Leave allowance per year! Experienced Consultants with no base are also invited to apply.

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

Academic Business Travel Consultant

Kensington, Salary to \$68k + Super, Ref: 3469PE1

If you are a creative thinker, have strong communication skills, thrive working in a busy environment & have an exceptional eye for detail, then this opportunity is for you! This Corporate company is at the top of its game, has high staff retention & people are lined up to become part of their stellar travel team. They are currently looking for someone with strong corporate experience to look after academic & professional group travel. A challenging role paying top \$ for the right candidate.

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

Travel Consultant

Sunshine Coast, Competitive Salary Package, Ref: 1282CGA1

A great opportunity has become available for a strong Leisure Travel Consultant with a minimum of 3 plus years' experience to build a strong network of clients within an established travel agency. Working in a supportive office environment, you will be servicing existing customers and taking new enquires predominately face to face and via email. If you have a positive can do attitude, strong attention to details and some good client following, this is could be the perfect role for you.

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

Travel Consultant – Great Earning

Melbourne, High Base + Comm, Ref: 3521JP1

If you're an experienced travel consultant who loves selling travel and helping make your clients dreams come true this is the role for you. In this exciting role you'll be able to get the work/life balance you've always wanted. You'll also receive a great base salary that is much higher compared to the average salary plus have access to a great bonus structure. You will join a well-respected agency with a small close knit supportive team. This is the role you've been thinking about.

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

Travel Consultant – Niche Product

Sydney, Up to 55k + Super + Team Bonuses, Ref: 3556SJ1

A rare opportunity has just opened up with a travel company in Sydney's Northshore! Our client is seeking a consultant that is passionate about luxury travel product. The role requires you to use your industry knowledge to book niche itineraries and provide exceptional customer service to clients while working in an energetic team. The ideal candidate will have a strong background in leisure or corporate travel. In return, you will be rewarded with a generous base salary plus team bonuses.

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

Wholesale Travel Res | Tropical Destinations

Brisbane, \$45-50k + Super + Comms, Ref: 1999AW2

This small, boutique and independently owned company is looking for a talented and confident travel consultant, happy to move into a wholesale role. Focusing on tropical destinations and luxury products, you will put together itineraries for Special Interest Groups, Family Vacations and Wedding/Honeymoon packages. Working with a fantastic, established team, you will deliver exceptional customer service online and over the phone. Call directly for a quick and confidential chat!

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

Training Specialist

Gold Coast, Salary open to discussion, Ref: 3538SZ1

Are you a workplace Training & Development Specialist wanting to work closer to home in the Gold Coast or needing a change from your current position? This is a newly created role with a medium size organisation that is growing! This is a great opportunity for you to use your knowledge & skills in creating both online & manual training programs to assist with new induction and existing employees. Mon to Fri only in a contact centre environment, reporting to the Training & Development Manager.

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

Wholesale Travel Consultant

Melbourne, \$50k-\$59k, Ref: 3557HC1

Become a specialist! This is a fantastic opportunity to join a well-known travel wholesaler in Melbourne. This company is extremely reputable and well established and offer a secure and stable working environment. You will be dealing with travel enquiries from the trade and using your extensive travel experience and sales abilities to secure bookings. You will be dealing with travel enquiries from the trade and using your extensive travel experience and sales abilities to secure bookings.

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



Find your ideal travel job at www.TravelTradeJobs.com.au
online... on mobile... in branch