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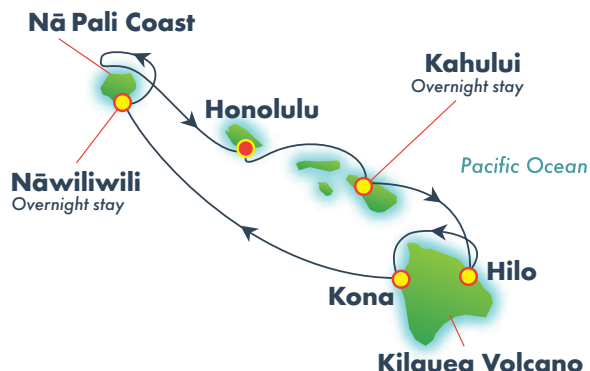
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NCL says "Take 5"

NORWEGIAN Cruise Line is urging agents to take advantage of its "Take 5 Free" offer, which ends on 15 Aug.

The deal includes a free beverage package, US\$200 of onboard credit and more, representing up to US\$3,000 of overall value.

The cruise line is also promoting its seven-night Hawaii cruise, visiting the islands of Oahu, Maui, Hawaii and Kaua'i, for more details, see the **cover page**.

Windstar Med 2020

WINDSTAR Cruises is today promoting its 2020 Mediterranean program, with itineraries leading in at \$3,969pp.

For more information, head to **page six**.



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Alliance's record profit

ALLIANCE Aviation Limited is forecasting continued growth on the back of a record breaking 2019 financial year for the business, the airline's 2019 results have revealed.

The company saw a record profit before tax result of \$32.8m in the 12 months to 30 Jun, a 25.7% jump on the prior financial year and a revenue growth of 11.9%, to \$277 million.

In its results released to the Australian Securities Exchange this morning, Alliance said it "retains a positive outlook for the 2020FY", with contract flying

hours expected to increase as clients continue to look to add services, and tour operators eyeing charter flights to deliver new and varied itineraries, with its new Melbourne-Kununurra route (**TD 27 May**) set to debut in 2020.

Alliance reported contract revenues grew 8% to \$165 million, while charter revenue climbed 69% "with significant growth coming from the tourism sector" as well as winning the tender for the Federal election.

The company also added five aircraft to its fleet, with further additions due in the 2020FY following a deal to buy five Fokker 100 from Helvetic Airways (**TD 11 Jul**).

The results follow concerns flagged by the Australian Competition and Consumer Commission over Qantas' purchase of a 19.9% stake in Alliance in Feb (**TD 01 Aug**).

QF ups Santiago

QANTAS has named Sydney-Santiago as the next route for its Boeing 787-9 *Dreamliner* and added three more return flights per week between the cities.

The aircraft will begin operating on the route from late Jun 2020, the same time the additional flights will commence, with the move to increase flights on the route from four per week to daily.

The change is part of the phased delivery of the national carrier's six additional *Dreamliners*, as the more efficient aircraft gradually replace the Boeing 747 aircraft on Qantas' international network by the end of 2020.

Qantas' *Dreamliner* carries 236 pax & features the latest version of the Business Suite, next generation Premium Economy seat & an improved Economy seat.

Today's issue of TD

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

- Windstar Cruises
- AA Appointments jobs
- Aurora product profile pg

The Qantas Channel is now live.
Registration remains open.

Responsible for a travel agency?
You can continue to register* for the Qantas Channel to be eligible to access a wide range of content for your customers.

Register now



*In order to enable your agency to access the Qantas Channel you should register for the Qantas Channel via Qantas Agency Connect and enter into an agreement with your GDS or Approved Technology Partner to access the Qantas Channel. Acceptance of each agency into the Qantas Channel following registration is subject to Qantas' approval.

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Vale John Popilieff

THE industry is mourning the passing of Axis Travel in Adelaide staff icon, John Popilieff from a heart attack.

Axis Travel Owner Max Najar said "his level-headed maturity, wealth of experience and common-sense approach to life will be remembered, complemented by his friendliness and ease to relate to all peoples - a human advantage today that cannot be emulated easily at all".

QF in "best position yet"

QANTAS CEO Alan Joyce has declared the airline is in "the best position its ever been", ahead of the financial reporting period for Qantas later this month and as the carrier approaches 100 years of operation next year.

Speaking at the Centre for Aviation (CAPA) summit in Sydney yesterday, Joyce said the airline was in "the best financial position, the best brand position its ever had and it's well positioned to take advantage of the opportunities with project sunrise when new aircraft arrive. "This is not a 100-year-old looking at the end of its life, this is an organisation that's excited and reborn and grabbing the opportunities," he said.

Joyce called out the Perth to London service as an "amazing success", highlighting that the service was "the biggest and most successful launch in Qantas' history".

He pointed to the customer experience of the Perth to London service receiving the highest net promoter score of all its routes, with a load factor



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of 95% and profitability since its inception.

However, he took aim again at Perth Airport, saying the current legal dispute over runway charges (**TD 18 Dec 2018**) were hindering the launch of a Perth to Paris direct service.

"If it wasn't for the dispute we're having with Perth Airport, we would have been announcing the operation of Perth to Paris.

"It's something that has to be resolved," he said.

He said the trans-Pacific joint business agreement with American Airlines (**TD 22 Jul**) was seen as pivotal for the airline.

"Brisbane to Chicago will be the world's fourth longest route and it's great to be able to link the third largest city in Australia with the third largest city in America."

The development of other city pairings for direct services including Sydney, Melbourne and Brisbane to London and New York non-stop still remains a strategic priority, according to Joyce, with new technology and ultra long-haul aircraft part of the airline expansion strategy.

Explore Patagonia

AURORA Expeditions is today showcasing the experiences that await passengers on its journeys to Patagonia in South America.

The 14-day itinerary on the *Greg Mortimer* promises to venture to "the heard of Patagonia and Chile's breathtaking fjord system", including two days hiking in the Torres Del Paine National Park, renowned for its granite peaks, guanacos and home to pumas.

For more, see **page eight**.



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Travel Daily

Is en route to
Perth

Today's issue of *TD* is coming to you courtesy of **TravelManagers**, who will kick off their 12th annual conference in Perth tomorrow.

A RECORD number of attendees will descend upon Perth's Crown Towers tomorrow for the start of the 2019 TravelManagers conference, with the theme this year highlighting the groups' customer centricity.

Over three days, attendees will enjoy a welcome function, plenary sessions, dining at a number of Perth's hottest venues as well as time to support a local charity as part of TravelManagers philanthropy.

The conference concludes on Sun with a lavish gala dinner and awards ceremony.

SATC's ambitious plan

THE South Australian Tourism Commission (SATC) has launched an ambitious tourism plan aiming to grow the state's visitor economy from the current \$7.2b to \$12.8b by 2030.

The *South Australian Visitor Economy Sector Plan 2030* outlines the intention to generate 16,000 new jobs and has pinned down six key areas of focus.

The areas are: marketing, experience & supply development, collaboration, industry capability, leisure & business events and promoting the value of tourism.

The report predicted that expansion will continue to be strongest from the Eastern Hemisphere, including China, while the trend across all markets towards a shorter average length of stay is likely to continue.

The expectation of travellers for personalised, high quality experiences with short lead times are set to represent "both an

opportunity and a challenge for tourism businesses".

The report says the core drawcards of SA will remain as the established areas of "food and wine, nature-based tourism and cultural experiences".

SA Minister for Trade, Tourism and Investment David Ridgway emphasised the importance of tourism to the state.

"In order to meet the ambitious target set in the Plan, we need a clear and consistent vision that is created and owned by industry and the South Australian community," he said.

"What the SATC has released today is a plan for industry, by industry, which builds on the momentum and growth that tourism has achieved over the past decade."

The state is on track to reach its previous goal of an \$8b visitor economy by Dec.

For more, [CLICK HERE](#).



Window Seat

GETTING a new passport is usually a relatively simple process, just get some new photos, fill in a form & hey-presto you're travelling ready.

Well, it wasn't so easy for a wise-cracking former British soldier, who is facing a lifetime of holidays within the confines of the United Kingdom, after Her Majesty's Passport Office refused to issue a passport under his new hilarious moniker, Kenny Fu-Kennard.

The Cornwall native said he had no issue updating his driver's licence, but bureaucrats at the Home Office were less than amused, claiming the name was "vulgar", unacceptable and not fit to grace the pages of a British passport, as it was likely to cause offense.

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Melbourne 16 Feb 2020



TM customer conf

THE theme of this week's TravelManagers annual National Conference of customer is a "natural progression" from last year's focus on success, Executive GM Michael Gazal said.

"In Honolulu we spent a lot of time discussing the tools, skills and innovations required to help our personal travel managers (PTMs) and industry partners achieve success in their business and personal lives," Gazal said.

"From improving work-life balance to developing functional and personal skills...this year it's about applying all of that to our already-obsessive focus on our PTMs' customers."

The conference is set to get underway in Perth tomorrow at Perth's Crown Towers, with **TD** en route to the city (see **page three**).

Qantas webinar

QANTAS is hosting a 15-minute interactive webinar on Wed to allow agents to learn more about speciality fares.

The live classroom will involve exploring unique itineraries for customer journeys, helpful resources and support for agents with Qantas speciality fares.

Four webinars will be hosted throughout the day, at 8.30am AEST, 9.30am, 10.30am and 2.30pm.

Register for the webinar **HERE**.

Air Italy codeshare

AIR Italy has this month expanded its codeshare partnership with Qatar Airways to cover Qatar's service on the Doha to Sydney route.

Flight numbers covered under the codeshare include QR906/IG914, QR908/IG9138, QR907/IG9141 & QR909/IG9139.

WorldMark rebrand

WORLDMARK South Pacific Club, Australia's largest timeshare club, has rebranded to Club Wyndham South Pacific.

The new branding will see a gradual change of resort names across the club collection, commencing with Wyndham Kirra Beach, Wyndham Surfers Paradise and Wyndham Sydney Suites all rebranding to Club Wyndham resorts by the end of the year.

"Club Wyndham resorts provide the 'home away from home' that Australian travellers - especially families - want," said Barry Robinson, Int'l Ops President.

Sth Africa Biz sale

SOUTH African Airways is advertising a Business class sale from now until 15 Aug, available on flights to and from Australia for travel between 23 Aug and 15 Dec.

Fares to Johannesburg under the sale lead in at \$4,529 ex Melbourne.



How to see Vietnam and Laos

Read the Autumn edition of *Travel & Cruise Weekly*

All smiles at CAPA conference



THE Centre for Aviation (CAPA) conference brought together hundreds of members of the aviation, travel and associated industries for two days of discussion and networking at Sydney's Hyatt Regency hotel.

The conference featured a stellar line up of speakers including Alan Joyce, CEO Qantas; Geoff Culbert, CEO Sydney Airport; Ian Heywood, Global Head of Distribution Travelport and James Kavanagh, Executive GM Flight Centre Travel Group.

Chief among the topics was the

current debate around the New Distribution Capability (NDC) and the market conditions for airlines operating to and from Australia.

A buoyant sponsors area enabled networking among attendees with team Finland **pictured** making the most of the day: Minna Monaghan, AirHelp; Sanna Ruuskanen, Finnair and Satu Raunola-Spencer, AirHelp.

MEANWHILE, Adelaide has been named as the destination to host the CAPA Australia Pacific Aviation & Corporate Travel Summit in Aug 2020, jointly supported by the Government of South Australia and Adelaide Airport.

The two-day event will be held on 05 and 06 Aug, and is expected to welcome hundreds of leading aviation and travel industry executives.

HKTB monitors HK

HONG Kong Tourism Board (HKTB) said tourist activities are continuing in Hong Kong as usual, but the board continues to monitor the current situation closely, HKTB Regional Director - Australia Andrew Clark told **Travel Daily**.

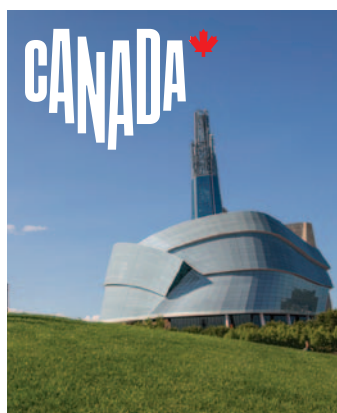
Ongoing protests in Hong Kong yesterday triggered Smartraveller to increase the level of advice to "exercise a high degree of caution" (**TD** yesterday).

"Hotel and tourism operators are also monitoring the situation, and are prepared to provide necessary assistance to minimise disruption to travellers in the event that unforeseen circumstances arise," he said.

Live NDC bookings

AMERICAN Express Global Business Travel has confirmed it has processed live bookings using American's NDC-enabled content and the new Amadeus Travel API.

American Airlines Senior VP of Global Sales & Distribution said the milestone marked a "significant step closer to making NDC-enabled content broadly available through Amadeus-powered travel companies."



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Thursday 8th August 2019

Q'town new village

QUEENSTOWN'S master-planned community of Jack's Point is entering the next phase of its development with the construction of its central hub, Jack's Point Village.

The lakefront township located beneath the Remarkables is set to be a similar size to Queenstown, with an integrated mix of residential, commercial and visitor accommodation all 10 minutes from the airport.

The town is set to play host to a total of 600 rooms for visitors and 110 Village homes, the latter of which begins construction next week, as well as 25kms worth of trails and an 18-hole golf course.

A five-star waterfront hotel is also soon to be unveiled.

For more information on the plan, **CLICK HERE**.

Cairns CC upgrade

THE Queensland Government has released renderings of the planned upgrades of the Cairns Convention Centre (**below**).

The \$176 million renovation will see the Centre receive a new tropical-themed entrance and a "Sky Terrace", featuring views of Trinity Inlet.

Plans for the centre also include a flat floor space able to accommodate 450 people, a rooftop banquet space for 410 and three meeting rooms.



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.

Australian Tourism Industry Council has named **Simon Westaway** as Executive Director. The experienced tourism and aviation executive was a founding executive with Jetstar Airways and former senior executive at Tourism Australia.

The Langham, Sydney, has appointed **Laura-Jane Hawkins** as its new Marketing and Communications Director. She joins the hotel with more than 10 years of senior marketing experience across journalism, broadcast and public relations for Ovolo Hotels Hong Kong, Kandima Maldives and Forces TV, London.

Mark Melnyk has taken on a Vice President of Investor Relations role with **Hilton Grand Vacations**. Melnyk most recently founded The Demarest Group, a corporate finance and analysis consultancy firm based in New York City.

Hotelbeds has announced the appointment of **Leon Herce** as Global Sales Director, moving from his current role as Global Executive Vice President Retail and EMEA Managing Director of Amadeus. His new role has been created to combine all sales functions, including wholesale, retail travel agents, airlines and B2B2C business lines.

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DREAM BIG AND WIN!



The countdown is on until Dream Cruises' *Explorer Dream* arrives in Sydney on 27 October.

To celebrate the Australian deployment for the newest member of its fleet, Dream Cruises has partnered with *Travel Daily* this month to give one lucky reader the chance to win a 7-night Queensland coastal cruise in a balcony stateroom on board *Explorer Dream*.

To enter, all you need to do is share with us what dream feature you would include if you were involved in the design of a Dream cruise ship.

Perhaps liquid chocolate on tap in your cabin, or someone to hold your shade umbrella as you lie by the pool?

We're after creative entries in the form of a poem, photo, jingle, video or something else. Use your imagination!

Explorer Dream...Discover a New Dream!

Send your answers to
dreamcruises@traveldaily.com.au



DREAM CRUISES

Accor adds 15 Sing

ACCOR has added 15 hotels to its Singapore network in a deal with Global Premium Hotels.

The move sees the hotel group take its portfolio in the country to 30 properties and over 7,600 rooms.

The 15 hotels will be rebranded to become 13 ibis budget hotels, one ibis Styles and one Mercure.

Tourism NT promo

TOURISM NT will partner with Hospitality NT for the second year running for the 2019 Signature Series, a Territory-wide promotion of dishes and drinks designed to showcase local produce, eateries and bars.

The 2019 series will expand from 20 Signature Dishes to more than 50 dishes and drinks crafted by local chefs and bartenders.

The Series is also designed to promote the NT as a food and drinks destination.

Trav Associates PR

TRAVEL Associates has appointed PEPR Agency to its public relations account following a competitive pitch.

PEPR will work with Travel Associates to build brand profile via media strategies, corporate profiling, thought leadership opportunities, partnerships and social media.

Travel Associates has a network of around 100 boutique offices.

Silversea solo sup

SILVERSEA is offering a 10% solo supplement on a selection of its voyages in Asia, India and Central & South America in Oct and Dec.

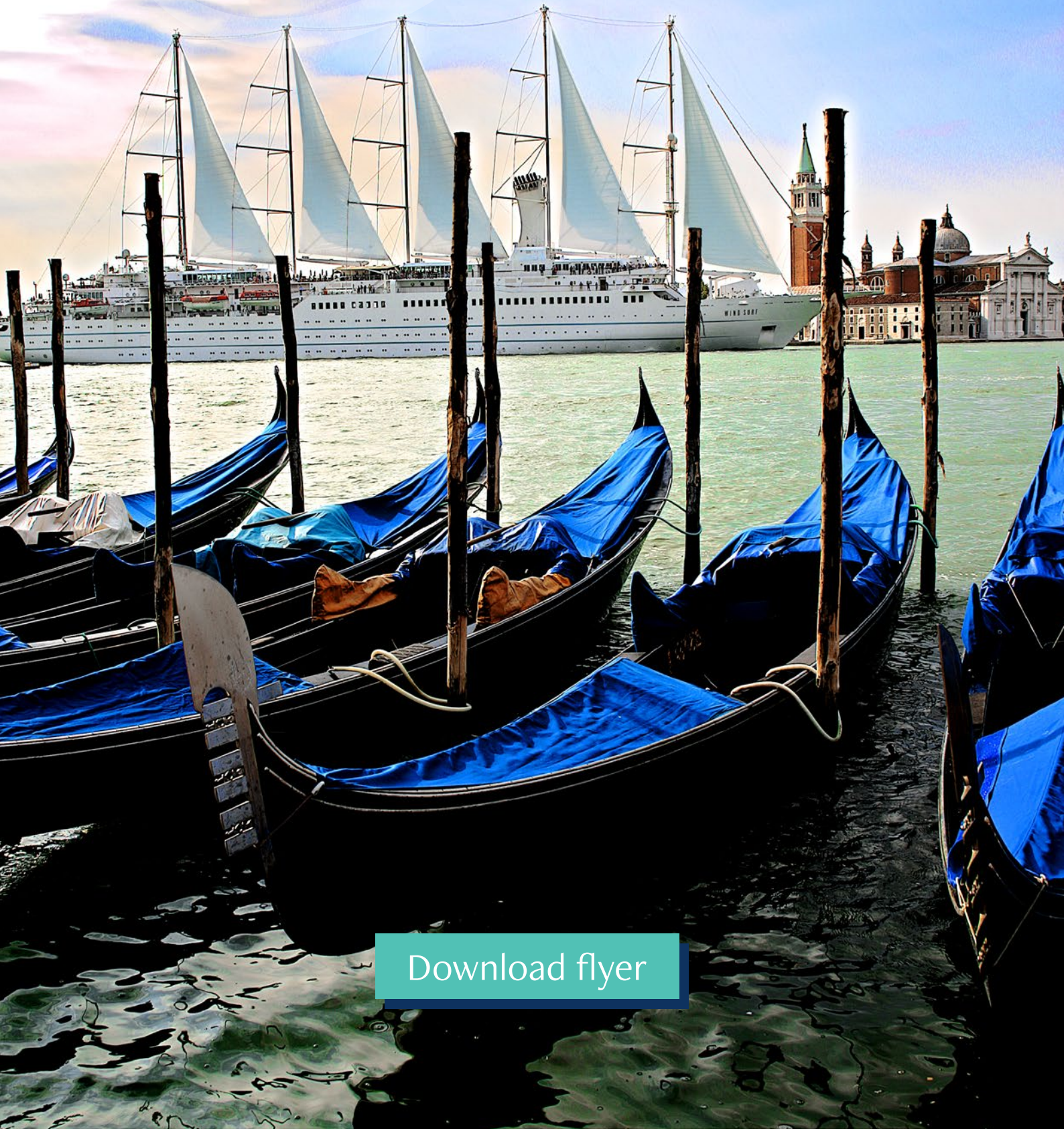
Fares also cover return international Economy flights and transfers.

Select trips also include US\$1,000 worth of shipboard credit per suite and a one-category suite upgrade.

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We are searching for a Sales Executive who is passionate along with the ability to source and secure new business to join this industry leader. You will have a real drive, passion and understanding of the travel market along with the ability to establish relationships and conduct presentations to secure wins for the business. Be rewarded with a supportive team and be proud to walk through the doors with this product under your arm

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Having just won a significant account our client are in need of a Senior Account Manager to take the lead of this large Account. We are looking for someone extremely polished who has worked on large market accounts and is confident presenting to board rooms, liaising and negotiating at the CEO level. Ideally someone from a corporate background who has had experience within the banking or insurance industry would be an advantage.

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BUSINESS DEVELOPMENT MANAGER

SYD, MEL, CBR, BNE - \$80K PLUS SUPER PLUS BONUS

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SAIL along the deep fjord systems of the Beagle Channel flanked by colossal glaciers. This southernmost tip of South America remains an untouched haven for unique and endemic creatures. Journey with Aurora Expeditions to Patagonia and explore the heart of this vast wilderness.

Depart from Ushuaia, Argentina

on a 14-day voyage and venture to the heart of Patagonia and Chile's breathtaking fjord systems on board the new purpose-built expedition vessel, the *Greg Mortimer*. Having a small-ship of 120 passengers allows their experienced expedition team flexibility to change course or take advantage of unexpected wildlife displays. Spend your days sailing the legendary Beagle Channel, Zodiac-cruising through fjords glistening with icebergs and watching out for acrobatic dolphins, Magellanic penguins and seals. Spend two days hiking in the Torres Del Paine National Park, renowned for its towering granite peaks while keeping

a close look out for guanacos and the elusive puma.

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Win a trip for two on Aurora Expeditions' Patagonia and Chilean Fjords voyage, valued at US\$12,400*.

Register for our webinar and keep a look out for more details on the prize in tomorrow's Travel Daily.

CLICK HERE to register for the webinar.

*Terms and conditions apply