

What's involved in a successful GDS migration?



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# Travel Daily

First with the news

Tuesday 24th April 2012

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## Joyce: No JQ US or Europe

**QANTAS** Group boss Alan Joyce has all but ruled out an expansion of its highly successful lcc Jetstar model to regions outside of Asia, for at least the immediate future.

Speaking to *Travel Daily* on Sat in Singapore, Joyce confirmed: "We've got far more opportunities in Asia that we want to tap into before we would ever consider anywhere else."

"What we've got on our list for the next few years is going to keep us busy," he said.

Jetstar's growth includes the debut of Jetstar Japan in Jul and

Jetstar Hong Kong in 2013, which will eventually have a combined fleet of 42 A320 aircraft.

Joyce also indicated that there are still "huge growth plans" for Jetstar in Australia, New Zealand and Singapore.

"We've got people knocking on our doors about Jetstar ventures in the Asian region all the time because they see how successful it is," the Qantas ceo said.

When questioned by *TD* if there are plans to introduce the Jetstar business to the United States or European markets, Joyce said the Qantas Group's priority was to "digest what we've committed to, and not do any more ventures until Jetstar Japan & Jetstar Hong Kong are delivered - then we'll look at further opportunities in Asia."

"The US and Europe are not on our radars really, so we're not looking at any ventures there."

He said markets in the US and Europe were crowded with a lot of low-cost carriers already.

"The last thing I'd want to do is compete against Southwest [Airlines] in North America or Ryanair in Europe," he told *TD*.

## Early tipping deadline

**SPECIAL ANZAC Day** matches in both the NRL and AFL this week mean the next round of tipping in *Travel Daily's* exclusive travel industry tipping competitions need to be made today.

Tippers need to place this week's round of tips in by 5pm AEST.

## Nine pages of news

*Travel Daily* today has nine pages of news and photos, plus full pages from: ([click](#))

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## Global promotion for USA

**BRAND USA** yesterday launched its first ever "global" marketing campaign in a bid to attract more visitors to the United States (**TD 08 Nov**) - but Australia has been left out of the initial pitch for now.

Unveiled at Pow Wow in LA overnight, the campaign will feature Rosanne Cash - daughter of music legend Johnny Cash - singing a song she composed especially for the marketing effort called "Land of Dreams" to serve as the heart of the campaign.

"We've had a decade of lost tourism - not anymore, that changes today," said Brand USA ceo Jim Evans.

"Our goal is nothing short of rekindling the world's love affair with the USA, the place, the spirit and the dream".

The first wave of advertisements will start running in May in the UK, Japan and Canada with a budget of US\$12.3m for the first 3 months, followed by Brazil and South Korea.

Visit USA Australia says it's disappointed not to be included, but has submitted a proposal to Brand USA with hopes that funds

for the campaign will be ready in time for its industry roadshows across the country next Feb.

The new Brand USA campaign will use a mix of TV spots as well as digital, billboard and print media and a "robust online and social media strategy" to reach potential visitors.

It has also relaunched a website, [DiscoverAmerica.com](http://DiscoverAmerica.com) that will act as a visitors' information, and the special song is also available on this website as a free download.

### Vale Jim McDougall

**THE** travel industry is mourning the death of Jim McDougall, an industry legend who died on Sun at the age of 82.

McDougall was a member of Skal Sydney for 21 years, incl a stint as President in 1982-3.

His family followed him into the industry, with Kirk, Cameron, Beth and Brett all achieving success at various airlines.

McDougall's life will be celebrated at the Macquarie Park Crematorium in Sydney this Fri 27 Apr at 2.15pm.



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**HURRY! Virgin Australia Industry Rates to Los Angeles. Sales to 27 Apr 12.**

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[CLICK HERE for further details](#)

## ATEC advises caution on China

**TRADITIONAL** source markets such as the UK, US and Europe should continue to be targeted in addition to future opportunities in China, according to ATEC managing director Felicia Mariani.

Following the announcement by Tourism Australia of its upcoming advertising push into China, beginning in Shanghai from next month (**TD** Fri), Mariani lent her support to the push, but advised TA should not put all its eggs into the China basket.

"While the push into new markets is crucial, many businesses will need significant support to meet the needs of the Chinese visitor," Mariani said.

### TCF reinstatement

**THE** Travel Compensation Fund has announced the reinstatement of Sinbad Group Pty Ltd (ABN: 47 138 274 272) into the TCF following its termination late last year.

"In the meantime, much of our industry still remains very reliant on the traditional markets of the West as their 'bread and butter'".

"While we must absolutely look to China and the Eastern markets as holding the greatest potential for our future, maintaining a balance of focus is critical, and this has been acknowledged by Andrew McEvoy in his statement last Friday," Mariani concluded.

### Garuda goes to Altea

**GARUDA** Indonesia will migrate its reservations, inventory and departure control processes to the Amadeus Altea Customer Management Solution platform, implementing the system by 2014.

Amadeus Airline Group vp John Chapman Altea said the program "will enable Garuda to continue their impressive growth trajectory and efficiently join the Skyteam alliance".

## Air Pacific kids special

**CHILDREN** under 12 years can fly return to Fiji from Sydney, Melbourne or Brisbane for \$299 all-inclusive if booked by 19 May, valid for travel until 12 Dec.

Excellent deals on hotels, tours and transfers are also available through a number of wholesalers.

Info at [www.fijionsale.com.au](http://www.fijionsale.com.au).

**MEANWHILE**, GDS displays are showing a temporary suspension of services by Air Pacific between Nadi and Hong Kong for two weeks between 03-20 Mar next year.

The carrier is expecting delivery of its first A330 aircraft in 2013.

## Salvaging Concordia

**COSTA** Cruises has appointed US firm Titan Salvage to oversee the refloating and towing operation of its stricken *Costa Concordia* vessel, which remains partially submerged off the coast of Sicily.

The wreck will be towed to a nearby Italian port in a process expected to take a year to complete.



## Window Seat

**WITH** the Olympic Games rapidly approaching, online travel deals publishing website Cheapflights.com.au have come up with a list of the alternative sports they would like to see at the global sporting showcase.

Events such as tuna tossing, outhouse racing, and quidditch - which, for the non-Harry Potter fans is the game played by the boy wizard and his friends, were all mooted as worthy of world participation at the games.

The loony list can be seen in its entirety at [bit.ly/nonsports](http://bit.ly/nonsports).

**NOW** we've seen everything.

Proof that anything is possible came when Etihad Airways provided one of its A330 jets to Channel 7's Sunrise program...to race it against a V8 Supercar.

To see the race for yourself, check out [bit.ly/eyv8race](http://bit.ly/eyv8race).

# What's involved in a successful GDS migration?

Brad Jukes from Acland Travel tells us how training, support, IT and account management teams all supported his successful migration to *Sabre*



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**Sabre**  
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**Travel Daily**  
on location in  
**Los Angeles**

Today's issue of TD is coming to you from Los Angeles where the US Travel Association's annual Pow Wow is taking place.

**POW WOW** rolled out the red carpet - literally - last night when the 5000 delegates to this year's event in Los Angeles got the movie star treatment at the opening night party in Hollywood.

The event was themed around a movie premiere, with guests arriving at the Hollywood & Highland Centre - the venue for the Academy Awards - stopping for a "photo op" with stars from Madame Tussauds.

The highlight was an exclusive *Circus du Soleil* performance of *IRIS* in the Kodak Theatre, while cocktails were complimented by Wolfgang Puck delicacies.

Tonight delegates will celebrate 100 years of movies at Universal Studios, and have a sneak peek at *Transformers: The Ride-3D*.

**Norfolk visitor centre**

**CONSTRUCTION** of Norfolk Island's first purpose-built visitor interpretive centre was completed in the national park last week.

The 'first stop shop' for visitors will now begin the interior fit-out of contemporary and interactive displays and is expected to be opened by the end of this year.

**MEANWHILE**, Baunti Escapes on Norfolk has launched innovative iPod self-guided tours for visitors.

**Regional NSW Awards**

**TOURISM** businesses in regional NSW are invited to attend free workshops put on by the Tourism Industry Council NSW aimed at equipping entrants with skills on how to enter the Inland NSW Tourism Awards.

Workshops will be held in Dubbo, Wagga Wagga, Broken Hill and Tamworth from Thu through to 08 May - for full details on the classes see [bit.ly/inlandawards](http://bit.ly/inlandawards).

**TSAX's Biggest Morning Tea**

**TRAVELSCENE** American Express will continue its support and sponsorship for The Cancer Council's Biggest Morning Tea fundraiser for the third year in a row, hosting morning tea events throughout May.

The group's members across the country are also encouraging their clients to stop for a cuppa on May 24 for Australia's Biggest Morning Tea.

As a national corporate partner of the event, the group are aiming to do all it can to help The Cancer Council reach its overall goal of raising \$11.5 million for cancer research.

**Pictured** at the launch of this



year's Biggest Morning Tea fundraising endeavours from left are Travelscene head of marketing Adam Vance with Cancer Council ceo Professor Ian Oliver and BMT ambassador Barry du Bois.

**S SUPER RUGBY** Rd 9 Winner

**CONGRATULATIONS**

**Philip Alcorn**

from *Queensland Rail Travel*

Matthew is the top point scorer for Round 9 of *Travel Daily's* Super 15 Rugby industry footy tipping competition, and has won a High Tea Cruise for two people, courtesy of **Captain Cook Cruises**.



**Major Prize Sponsors**

**1st Prize:** 3-night holiday to New Zealand, courtesy of **Emirates & Novotel Hotels**



**Edinburgh Airport sold**

**SCOTLAND's** Edinburgh Airport has been sold for £807m (AU\$1.3b) to Global Infrastructure Partners - the owner of Gatwick and London City Airports - after owner BAA was ordered to sell the hub by Britain's competition watchdog.

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## Hotel penalty rates

**TOURISM** Accommodation Australia is once again urging the government to review penalty rate structures, with Anzac Day tomorrow being the fifth public holiday this month after Easter which saw services run at a loss.

TAA NSW director Carol Giuseppi said many major hotels would operate on reduced staff levels or even close restaurants for lunch or dinner tomorrow because of high wage costs.

"It's time the Government realised that we are businesses that need to operate 24 hours a day, every day to service our customer needs," she said.

## Central Aus road upgr

**THE** NT govt said today tourists will be among the beneficiaries of a \$28m boost to the Territory's road network, which includes \$5m for the upgrade and sealing of 7kms of Namatjira Drive on the popular Red Centre Way route.

Road works are expected to be completed by early 2014.

## Tiger Cairns relaunch

**TIGER** Airways will recommence daily daytimed services to Cairns from tomorrow, with the budget carrier offering fares on the route ex Melbourne priced from \$99.95.

## Govt expands airport protection plan

**FEDERAL** Infrastructure Minister Anthony Albanese has announced today it will extend the Tripartite Deed protection plan to all Australian leased airports.

The plan removes obstacles for airports wanting to invest to expand and modernise facilities.

Now added under the Tripartite Deed are Parafield, Archerfield, Tennant Creek, Camden, Essendon, Mount Isa, Jandakot, Moorabbin and Hobart airports, joining the 12 other major airports included last year.

## More Hertz US depots

**HERTZ** Corp. has expanded its US Local Edition depots to 125 locations in 33 states as part of its company-wide strategy to ramp up the expansion of 'off airport' rental sites to the neighbourhood market, designed to appeal to leisure and business travellers.

## Roman stay 3/pay 2

**TEMPO** Holidays is offering a stay three nights pay two deal at the 4-star Hotel Rose Garden Palace in Rome, priced from \$406 per person twin share.

The deal is available for travel between 01 Jul and 09 Sep and includes daily breakfast.

## Travelzoo reach 25m

**TRAVEL** deal website Travelzoo has surpassed the 25m subscriber milestone, with more than 10m outside the US compared with 1.5m five years ago.

## Qld agents 'doing the Gecko'



**ABOVE:** These far north & central Queensland agents were whisked off to Mexico by Peregrine and Gecko's, in conjunction with Korean Airlines recently.

At the Palenque ruins on the Yucatan Peninsula, the agents decided to take a moment out of their busy schedule to "do the Gecko" as they describe it.

**Pictured** from left are: Teresa

Tyler FC Castletown; Sarah-Louise Scales, Peregrine; Sally Ells, FC Rockhampton; Rosie Sharvin, ET Rockhampton; Ellicia Donohue, FC Tweed Mall; Shannon Styles, FC Willows; Nicky McKinney, FC Earlville; Sarah Leonhardt, FC North Shore; Candice Marsh, FC Eagle St; Natasha Allaway, FC Smithfield; Kathy Clifford, FC PM and Kristen from SF Cairns.

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# Discovery Adventures catching



**G ADVENTURES** says its seen “amazing success” coming from its Discovery Adventures program recently launched in Australia.

Under a global licensing deal with the Discovery Channel the new program (**TD 15 Feb**) features elements of science & education, targeted principally at the high-end grey nomad market, with 31 tours on offer around the world.

“Discovery Channel has entrusted us to make real life experiences, like those experiences featured in their television content,” said G Adventures chief Bruce Poon Tip.

The arrangement sees G Adventures expose its product to the Discovery Channel audience - one of the most viewed networks

globally and home to the highly popular *Deadliest Catch*.

The Discovery Adventure program launched in the United States a few years ago on a test basis and has seen a steady roll-out globally in recent months.

“It’s a super innovative idea and amazing opportunity for us.”

Poon Tip said the program has already appealed to business professionals, with highly educated chief executive officers from companies taking the trips too.

**Pictured** at the G Adventures HQ in Melbourne with the Discovery Adventures brochure is Bruce Poon Tip (right) with Australia/New Zealand/Asia head honcho Pete Rawley.

## QF centre shut on Wed

THE Qantas Industry Centre is reminding agents it will be closed on Wed 25 Apr due to the Anzac Day holiday - for urgent matters contact General Reservations.

## Rocky Mountaineer boosts team

**ROCKY** Mountaineer has today announced the appointment of Julie Simpson to the role of Asia Pacific sales manager.

Her appointment with the firm aims to capitalise on growing demand from the local region, as flagged exclusively by **Travel Daily** 12 months ago when vp of global sales Bob Nicholas said a larger presence in Australia was needed (**TD 25 Mar 11**).

Simpson has close to 10 years industry experience, having previously worked as sales rep for APT in NSW and Victoria and at

Virgin Australia.

Her responsibilities will include training & maintaining relationships with distribution partners mainly in Australia and New Zealand.

“The addition of a new Asia Pacific Sales Manager is part of the company’s ongoing commitment to providing strong in-market representation in all of its top markets” and “helping to increase awareness” of the luxury brand, the firm said.

Simpson will be based in NSW.

## APT tour milestone

**APT** has expanded its Freedom of Choice local touring program to 200 experiences.

Available in 26 destinations in 15 countries, the latest additions include photography or Flamenco Class in Barcelona, Catacombs or Italian Cooking Class in Rome and a Les Baux de Provence or Saint Paul de Mausole Asylum guided tour in Arles.

## Snowies ski/stay deal

**PERISHER** is offering a Ski & Stay 5, Pay 4 midweek deal (Sun through Fri) at The Station priced from \$599, valid between 01 Jul and 24 Aug - [perisher.com.au](http://perisher.com.au).

## US/AA unions agree

THE three largest unions for US Airways and American Airlines recently reached an agreement with the carriers to support a possible future merger, according to a report by *Air Transport World*.

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## Gecko's Greek sailing

GECKO'S has launched eight brand new sailing trips in Croatia and Greece for 2012 departures, with prices starting at \$1,450ppts, sailing between May and Sep.

## The ingredients for success



**ABOVE:** Melbourne agency Trans World Travel recently celebrated its 33rd anniversary with a weekend escape to the beautiful Yarra Valley.

MD Rob Mackie said he was happy to share the recipe for the company's longstanding success: "Integrity, knowledge, passion, enthusiasm, loyalty and a fabulous team".

**Pictured** above taking part in a My Kitchen Rules-style cook-off are Robert Matthews, Sarah Martin, Allan Harvey, Ruth McKenzie, Nicole Thompson and Jacqui Xerri.

### Accor getting trivial

TRAVEL agents are being invited to a night of "fun, food, wine and fabulous prizes," with the Accor-hosted event taking place on Thu 03 May at the Mercure Sydney near Central Station.

To RSVP call 02 9288 7116.

### UU Paris bargain

AIR Austral is offering fares between Sydney and Paris from just \$1066 gross, valid for travel 18 Jan-19 Jun and 12 Sep-30 Nov and commissionable at 9%, with year-round booking availability.

## AFTA UPDATE

The latest insights from AFTA's Chief Executive, Jayson Westbury



**HAVING** just returned from a week of meetings in Madrid - more on that in a minute - one has to wonder how our federal parliament has become so slippery. Hard to imagine that only a few months ago we were all led to believe that federal parliament would be a stable place in which solid decisions could be made. Now we are in a place in which the Speaker of the House, a most important part of parliament has been placed into question. In all the time Harry Jenkins sat as speaker you would never have even thought of such things taking place.

So in the lead up to the Federal Budget due to be handed down on the 8<sup>th</sup> of May, we may find that the Government has trouble getting it past the lower house. While nobody would wish this on the country, it may well be a reality as the vote of some of the cross benchers are now in question and with a very fine one-seat majority, the government cannot afford to be wanting when it comes to support for the budget. Buckle up as I think we are once again in for a rocky few weeks ahead in Canberra.

Meanwhile, returning from the WTAAA and IATA meetings in Spain last week, I am pleased to report that some good progress was made in a number of areas including the global problem of airline collapse, common themes for how to regulate travel agents across the globe and a concentrated effort to bring forward suppliers who want to work with Travel Agents around the globe, just to name a few.

In terms of the global meeting with IATA, it does appear that the suggestion of bringing in a global financial criteria has been met with resistance and it will in its first attempt be only a set of guidelines on which various countries can shape new financial criteria. Given that IATA has only just implemented and used the new Australian financial criteria it's good to know that it is very unlikely that any changes will be forthcoming in this market as a result of the push to move to a global criteria.

It's also become apparent that Australia is lucky that our IATA processing is based now in Singapore and not one of the other 4 regional hubs around the world. We have a good working relationship already with the Singapore office and from reports during the meeting in Madrid, this is not the case in many of the other parts of the world. I am also pleased to report that the points made in relation to the Air Australia collapse and the need for some systems for protecting funds in the BSP was met with a keen interest and one which I trust IATA will continue to explore.

This is a better result than no interest at all. All in all, a good series of meetings with some sound outcomes to follow in advance of the annual Passenger Agency Conference set for September 2012.



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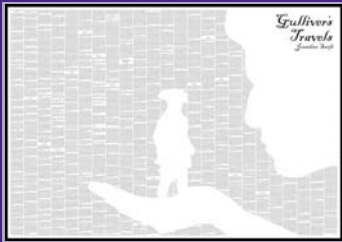
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For more information visit [www.spinelessclassics.com.au](http://www.spinelessclassics.com.au).

To win, simply be the first person to send in the correct answer to the question below to: [gulliverstravels@traveldaily.com.au](mailto:gulliverstravels@traveldaily.com.au)

**What size is the Wind in the Willows poster?**

Congratulations to yesterday's lucky winner, **Susan Connolly** from **American Express**.



**Asia hot spots on the menu**

**ABOVE:** Representatives from a number of suppliers and tour operators from Thailand and Asia were on hand to provide a crash course in the best and 'not to be missed' parts of Thailand and Asia at a recent event for travel industry leaders in Sydney.

**Pictured above** from left is Simon Sweet, Footsteps in Asia; David Reeves, Hotels de la Paix; John Savage, Savage Communications and Eric Hallin from the Rembrandt Hotel, BKK.

**Burma ready for boost**

**A RECENT** report from the Centre for Asia-Pacific Aviation has identified significant aviation development opportunities in the central Asian nation of Burma.

Pax numbers into the country's two main international airports has grown to nearly 2.5m - an increase of 1m pax, with the country already served by three major Chinese carriers.

Malaysia Airlines, Singapore Airlines and Thai Airways have all expressed interest in promoting services to Burma, while Qatar Airways has already confirmed it will commence services this year.

German carrier Condor and Japan's ANA are both exploring options to begin flights to the country in the near future.

**A century of Beverly**

**THE** Beverly Hills Hotel is celebrating its 100th birthday and has announced a range of events, special dining & accommodation packages to mark the milestone.

Among the offers is a unique concept whereby one lucky table each week in each of the hotels restaurants will have their bill converted to 1912 currency value.

Kids will be made to feel like stars with the 'Little Legends Family Package' in which they will be decked out in a feather boa, sunglasses and top hat and given the full red carpet arrival treatment, complete with photo shoot and an autograph seeker.

**SAA Botswana direct**

**SOUTH** African Airways is further opening up access to the Okavango Delta, launching direct services between Johannesburg and Maun, Botswana from 15 Jun.

**Travelport AXESS deal**

**TRAVELPORT** has announced a long-term agreement with leading GDS platform AXESS International Network owned by Japan Airlines.

The system will provide improved functionality to connected agency users with enhanced connectivity to airlines, a wider range of fares, hotels and car rental options.

The system will be implemented over the next 18 months.

**Money**

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

**\$1AUD = US1.032**

Against the USD, the Australian dollar continues to drop ever so slightly, yet consistently on the back of a strengthening greenback.

Investors are eagerly awaiting the release this morning of CPI figures for the first quarter of 2012, which is the leading measure of inflation, while drivers will see relief at the bowser after recent drops in the price of crude oil.

*Wholesale rates this morning:*

US	\$1.032
UK	£0.640
NZ	\$1.269
Euro	€0.784
Japan	¥83.76
Thailand	฿32.032
China	¥6.511
South Africa	R8.103
Canada	\$1.023
Crude oil	US\$103.10

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*Avis is a global leader in the tourism industry, offering a diverse range of challenging and rewarding career opportunities. Competitive remuneration, incentives, a fully maintained company vehicle and excellent staff discounts are just some of the ways we look after our valued sales team. Enjoy a supportive and fun team environment, with a focus on exceptional customer service that has seen us become Australia's most popular Car Rental Company.*

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To be successful in this role you must have excellent communication skills, as well as computer literacy skills including Word, Excel and PowerPoint. Demonstrated previous sales experience with a proven track record of achievement in service industry sales is essential. Previous successful people management experience, though not essential, would be highly regarded.

**To find out more about these exciting opportunities please submit your resume to [john.purnell@avis.com.au](mailto:john.purnell@avis.com.au)**



**SHARE THE LOVE VOTE FOR SCOTT!**

Scott Wallace has been nominated for the **NTIA Awards** in the category of **Best Sales Executive - Industry Supplier**.

In recognition of his outstanding customer service we encourage you to vote for him.

click here to **VOTE FOR SCOTT**







**Supplier Updates**

**WELCOME** to *Supplier Updates*, *Travel Daily's* new regular feature.

Agents can now access the latest special deals and promotions being offered by suppliers, simply by **CLICKING HERE.**

Supplier enquiries for notices: [advertising@traveldaily.com.au](mailto:advertising@traveldaily.com.au)

**Ferrari going loco**

**FERRARI** chairman Luca di Montezemolo (below) yesterday launched Europe's first privately-owned high-speed train as part of a group of businessmen investing €1b on improving rail service between Italian cities.

The new service will commence between Rome and 8 other cities from Apr 28, and will eventually consist of 25 trains network-wide.



**Scoot adds Bangkok**

**SINGAPORE** Airlines' low-cost long haul offshoot Scoot has announced that Bangkok will be its newest destination, with the services to debut early in Jul.

Launch fares ex Sydney and the Gold Coast lead in at \$149 one way to Bangkok via Singapore.

**MSC Games cruising**

**MSC** Cruises has a fly/cruise package timed to coincide with the London Olympics, including Etihad Airways flights, a nights accom in Southampton and an eight-night Northern European cruise on the *MSC Opera*.

Departing 16 Jul, the deal is priced from \$4,149ppts.

**Expedia UK Aus promo**

**TOURISM** Australia, Tourism Queensland and Tourism WA will this week launch a \$340,000 joint marketing blitz in the UK aimed at attracting more Brits down under.

The campaign will be promoted through Expedia.co.uk & feature discounted flights and accom.

**Las Vegas F\*\*\* steak**

**POTTY-MOUTH** British celebrity chef Gordon Ramsay will launch his first restaurant in Las Vegas next month at the Paris casino.

Dubbed 'Gordon Ramsay Steak' the 200-seat eatery promises to "playfully transport guests from Paris to London" with a lounge separated from the main dining room by a 'Euro-tunnel' design.

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**WIN A TRIP TO NEW CALEDONIA**



Throughout April, **Travel Daily** is giving one lucky reader the chance a win an amazing holiday for two people to New Caledonia, courtesy of **New Caledonia Tourism, Aircalin** and **GLP Hotels.**

The prize includes Aircalin Return Airfares from SYD/BNE to Noumea, return airport transfers, three nights accommodation in a superior room at Le Nouvata Hotel Noumea, one night accommodation in an overwater bungalow at L'Escapade Island Resort including return boat transfers and a day trip to Amedee Lighthouse.

Every day **Travel Daily** will ask a different New Caledonia-related question – just read the issue and email us your answer. There will be 18 questions in total, which will also be posted on our website.

At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this fantastic holiday to New Caledonia.

*Q.15: Name the brand of aircraft that Aircalin has in their fleet?*

Email your answers to: [newcalcomp@traveldaily.com.au](mailto:newcalcomp@traveldaily.com.au)

Hint! Visit [www.aircalin.com](http://www.aircalin.com)

Click here for terms & conditions



**IAG seals the BMI deal**

**BRITISH** Airways parent company International Airlines Group has finalised its purchase of British Midland International from Lufthansa at the final gross price of £172.5-million.

The price tag was a substantial discount from the initial deal, with subsidiary carriers bmibaby and bmi regional not part of the sale and likely to be wound up unless a buyer can be found.

**MEANWHILE**, Virgin Atlantic has said it will appeal the European Union's decision to approve IAG's takeover of bmi, which included its landing slots at Heathrow.

Virgin boss Richard Branson says the slots should have been made available at auction, which VS would have bid on, and automatically giving these to IAG would limit consumer choice.

**Worldhotels expands**

**INDEPENDENT** hotels group Worldhotels has announced a strategic consultancy and marketing partnership with Global Hospitality Franchise System Inc (GHFS) to create five branded properties in the Philippines over the next decade.

From its launch last year in China, the group has expanded to India, with this move touted by as "timely" by GHFS spokesperson Manolito Gonzales.

"The envisioned expansion of Worldhotels is very timely as the Philippines Tourism and Hospitality Industry is experiencing robust growth.

"The cooperation between Worldhotels and Global Hospitality Franchise will be seen as a positive development in the industry," Gonzales added.





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