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Travel Daily

First with the news

Thursday 22nd May 2014

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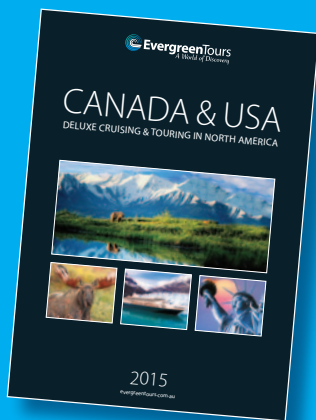
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US approves IATA's NDC

THE US Department of Transportation has granted tentative approval of IATA's Resolution 787, which is the foundation document for the New Distribution Capability standard being developed by IATA for the transmission of rich XML-based data for air bookings.

"This is excellent news for air travellers, airlines, intermediaries and for competition," said IATA director-general Tony Tyler.

The DOT said that comparison shopping using existing protocols is "generally limited strictly to comparing fares, and it is difficult to make price quality comparisons of different carriers product offerings.

"The modernised communication standards and protocols and the marketing innovations that [Resolution 787] could facilitate would be

procompetitive and in the public interest," the ruling stated.

The DOT has also accepted IATA's proposed "anonymous shopping" conditions which will ensure that travellers are not required to provide personal information to receive a fare offer.

The NDC standard will remain voluntary, with each airline still free to choose its own data exchange methodologies.

The ruling also said that the use of common technical standards could facilitate the development of distribution practices and channels which would make it easier for consumers to compare competing offers.

Stakeholders now have until 11 Jun to submit comments in response to the tentative ruling.

Ten pages of news!

Travel Daily today has ten pages of news & photos, plus full pages: **(click)**

- AA Appointments jobs
- Bentours

Follow the lights!

BENTOURS is offering a special departure next Jan which has been designed to allow travellers to see the Aurora Borealis.

The 14-day trip ex Bergen on 24 Jan 2015 is priced from \$5895ppts - see the **last page**.

NEW 2015 European River Cruising Brochure OUT NOW



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Travel Daily on location in Dubai

Today's issue of TD is coming to you courtesy of Dubai Tourism and Emirates, which are hosting their agent 'giga famil'.

OUR group is now ensconced at the fabulous Al Maha Desert Resort, located just an hour's drive from Dubai but feeling like a thousand miles from care.

The property has about 40 completely private villas each with its own pool, and the serenity is truly magnificent.

You're surrounded by desert and the stars, with oryx and gazelles approaching curiously and the only sound being that of birds and the desert breeze.

Travel students go online

TOURISM education in Australia is seeing some significant changes, with major trends in the sector outlined by Professor Elizabeth Roberts from Southern Cross University (SCU).

Speaking at the launch of this year's Avis Travel Agent Scholarship (TD yesterday), Roberts said that distance education was increasingly popular, with a strong jump in the number of students studying online with SCU.

"This group now accounts for 29% of students within Southern Cross University's School of Tourism and Hospitality Management," she said.

The faculty is also seeing demand from older people who are returning for further

education, with almost a third of SCU tourism and hospitality students aged over 25.

There's also been an increase in the number of students who are studying part-time while also in full-time employment.

Roberts said SCU was responding to the needs of working professionals, with all of its undergraduate and postgraduate units now offered online via Distance Education.

Southern Cross University has signed on for a further three years as a sponsor of the Avis Scholarship, with Roberts applauding Avis' efforts to encourage ongoing education for people in the industry.

This year's scholarship prize includes up to \$8,000 of financial support to study at SCU as well as two return Qantas business class airfares to New York, a tour of Avis World HQ, CLIA training modules, NTIA tickets and more.

Hong Kong Airlines QF through check

QANTAS has launched a new InterAirline Through Check-In (IATCI) facility for customers travelling between China and Australia via Hong Kong.

The system is valid for onward travel with Hong Kong Airlines, with QF saying it will allow pax to enjoy an "even more seamless journey" as they are checked through to their final destination.

CX appointments

CATHAY Pacific has named its former country manager Australia, Dane Cheng, as Director Sales & Marketing, taking the place of Rupert Hogg who becomes Chief Operating Officer.

It's part of a reshuffle which will also see James Ginns become Director Service Delivery, while James Tong will become Cathay's Director Corporate Affairs.

More industry appointments on page 8 of today's *Travel Daily*.

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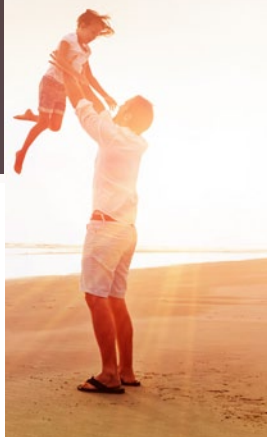
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Massive NTIA finalist anticipation

THE industry is waiting with bated breath for the official announcement of the finalists for this year's National Travel Industry Awards.

To be exclusively revealed in **Travel Daily** tomorrow, the release of the finalists is the next stage in the process leading up to the NTIA gala dinner which takes place in Sydney on Sat 19 Jul.

The finalists have been selected by voting from the industry, with agents selecting their top suppliers and suppliers in turn voting for the agent categories.

The judging of the finalists kicks off next week, including the presentations from those contending for the new Emirates Travel Consultant Scholarship.

Tickets to the gala dinner are still available, and will include entry to the AFTA Party.

See tomorrow's **TD** for full details of the NTIA finalists.

Obi zipline proponent

THE Queensland Government has chosen Australian Zip Line Canopy Tours to submit a detailed proposal for a proposed tourist attraction in Obi Obi Gorge.

Tourism Minister Jann Stuckey said the firm had demonstrated it had the ability to bank-roll & operate the project, to be located inland from the Sunshine Coast within Queensland's Kondalilla National Park (**TD** 16 Jan).

Stuckey reiterated the zipline project would help position Queensland as a world-class eco-tourism destination.

"Attractions of this nature will bring more visitors to our national parks and protected areas, and help us to achieve our goal of doubling overnight visitor expenditure by 2020," she added.

Australian Zip Line Canopy Tours is now required to demonstrate how the project's construction will be planned, designed and operated sustainably.

CZ requests JFK route

CHINA Southern is moving forward with plans to commence new services to New York (**TD** 06 Aug), lodging an application to begin non-stop services from Guangzhou to JFK, starting 06 Aug.

The SkyTeam carrier has sought expedited approval for the new service and told the US DOT it intends to use "newly manufactured" Boeing 777-300ERs on the route, adding it reserves the right to use other jets including A380s and 787s.

CZ has proposed an initial four weekly operation, but says the frequency "may change" based on seasonality as well as market and fleet considerations.

"China Southern reasonably projects that it will carry approx 122,184 passengers between Guangzhou and New York during the first year of operations and the route will generate income of approximately US\$84.5 million during that period," CZ said.

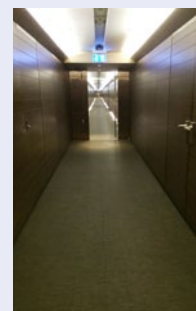


Window Seat

YOU don't have to be a celebrity to stay at the swanky Armani Hotel in Dubai - but once you're there you are certainly made to feel like one.

Agents on the Dubai Tourism giga fami visiting the property this week noticed that the corridors to the rooms (below) are lined with mirrors, giving them the fabulous feel of a fashion catwalk.

Strutting your stuff on your way back to the room may not be everyone's cup of tea, but the hotel's 100% occupancy level shows it certainly works for some.



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Today's cruise news making headlines in TD Cruise Update:

- Ahead of predicted booming growth, **APT** has increased its Kimberley inventory by 400%, with its *MS Caledonian Sky* vessel deployed to operate alongside the *Oceanic Discoverer*.
 - **Royal Caribbean** has revamped its online cruise planning tool for passengers to make restaurant reservations, drinks packages and shore excursions ahead of travel.
 - **Holland America Line** has not yet decided on the exact dates it will transition the *MS Ryndam* and *MS Statendam* vessels into the P&O Cruises Australia fleet.
 - A dedicated brochure on New Zealand & Sub-Antarctic voyages by **Silversea Expeditions** in the 2014/15 season has been released to the trade this week.
- For further details, [CLICK HERE](#).

Mövenpick Thai focus

A **THIRD** property in Thailand has been added to the Mövenpick Hotels & Resorts stable.

The Passage, Koh Samui Resort will rebrand as Mövenpick Resort Laem Yai Beach Resort when it re-opens in Nov this year.

Mövenpick's Asian portfolio will further expand in 2015 to five when it takes on management agreements of properties at White Sand Beach in Pattaya and Chiang Mai in Suriwongse.

The upscale international Swiss hotel chain has also earmarked expansion at Hua Hin and Chiang Mai, to additions to open in 2017.

New GPT solo tour

GRAND Pacific Tours has introduced a new departure date for single passengers on its 16-day Solo Travellers Highlights tour of New Zealand.

The luxury coach holiday will commence on 25 Oct and is priced from \$5,580pp.



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TravelEdge's long walk in park



TEN members of the TravelEdge team recently went for a very long walk in Sydney's Centennial Park - albeit for a cause - to raise money for cancer research.

As part of The Cancer Council's "Cancer Never Sleeps" campaign, the team walked around the park completed a non-stop 24-hour

walking marathon, carried out in 30-minute tag-team shifts.

Some made the exercise more entertaining by skipping or dancing on their laps around the park, with \$6,000 raised to contribute toward the cause.

The TravelEdge team are **pictured** above prior to the walk.



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Prem air traffic slows

THE International Air Transport Assoc has reported a slow down in the number of pax travelling in premium seats on international markets in Mar, rising 1.9% compared to the same month last year but down on the 4.1% uptick recorded in Feb this year.

IATA said forecast for premium travel markets remains "broadly positive, but improvements in the demand environment seen in late 2013 have shown some reversal."

Locally, the South Pacific region held firm, where Premium traffic growth was up 12.8% compared to the corresponding month in 2013 - nearly 3 percentage points ahead of the next closest region of the Mid Atlantic - and 9.6% higher for the FY year-to-date.

Similarly, Economy traffic growth in the South Pacific was the highest globally in Mar, up 7.8% year-on-year - making the zone's total traffic growth 8.5% - 2.2 points above North America.

Sabre API platform

SABRE has added a new "open portal" that will enable developers from travel companies, web-based travel sites, start-ups, meta-search and social sites to access a suite of application programming interfaces (APIs).

Dubbed Sabre Dev Studio, the initiative aims to make it more easily accessible for consumers to link to services provided by travel companies via travel apps.

Over 150 APIs are available, as well as testing tools, prototypes and sample codes.

"It also supports the company's strong commitment to helping airline, hotel and travel agency customers identify new revenue opportunities, and deliver differentiated services," Sabre said.

Sabre Travel Network president Greg Webb said Sabre Dev Studio will aid developers accelerate software solutions in the areas of mobility, personalisation and data analytics - **CLICK HERE** for more.

Turkey incentive

AGENTS who book and deposit clients on select Tempo Holidays Turkey coach tours between 14 May and 10 Jun will go into the draw to win a trip of their own.

The firm is giving away a six-night Turkish Delight Coach Tour for two people, to one lucky agent in the incentive.

Turkish itineraries are currently on sale at Tempo, with discounts of up to 20% available for travel between now and 17 Jul and from 21 Aug to 23 Oct.

Phone 1300 362 844 for info.

Arkaba Walk 25% off

WILD Bush Luxury has slashed the price of three-night Arkaba Walk package departing on 05 Jun, now priced at \$1,613ppts.

The deal, which is only available for a maximum of eight guests, represents a saving of \$537pp.

Guests spend two nights in semi-permanent camps and one night at Arkaba Homestead.

Hyatt Coco Palms

HAWAIIAN property made famous in the 1960's by Elvis Presley, The Coco Palms Resort, is to be managed by Hyatt Hotels Corp, the firm has confirmed.

Located in the Wailua region on the island of Kauai, the 363-room property was built in 1953 and has featured in numerous Hollywood films, including *Blue Hawaii* which starred Elvis Presley.

It was devastated by a hurricane in 1992 and to this day has remained dormant.

However, a yet to be identified Hyatt affiliate brand has signed a management agreement with The Coco Palms Resort owners, and plans to begin a revitalisation project from early 2015.

The redevelopment will include a signature lagoon, approximately 331 guestrooms & 32 bungalows, multiple restaurants, lounges and swimming pools.

An reopening date of sometime in 2017 has been slated.

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Tokyo into BestCities

TOKYO Convention & Visitors Bureau has become the newest member of the BestCities Global Alliance, joining the likes of Berlin, Copenhagen and Melbourne.

Etihad Sydney Lounge revealed

ETIHAD Airways chief executive James Hogan says yesterday's official opening of its Sydney Airport First & Business Class Lounge, it's first in Australia, reinforces the Gulf carrier's commitment to the country.

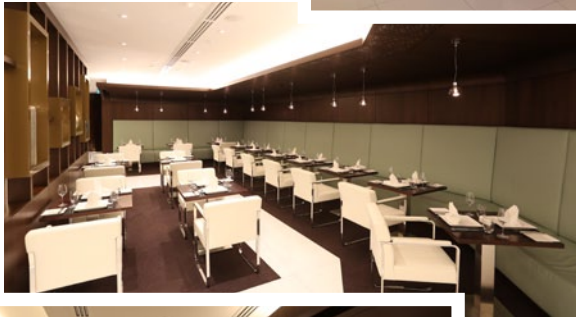
Located on Pier C, adjacent to Gate 51, the new facility's design is based on three key principles - style, space and serenity.

"It's all about offering an experience in the lounge that not only sets the tone for but is also consistent with the flight experience ahead," Hogan commented in Sydney.

Pictured here are a collection of images from the lounge.

ABOVE: The stylish Etihad Lounge Entry.

RIGHT: The Lounge offers a spacious dining area.



LEFT: There's a choice of a la carte dining or a buffet selection for Lounge guests.

RIGHT: Guests will enjoy multi-zone electric & USB power outlets and free wi-fi connectivity in the stylish Lounge.



Meta-search site transparency

ONLINE businesses in the US that feature a travel meta-search function, regardless of how they are compensated, will be codified as a "ticket agent" under planned changes to enhance passenger protection for air travel.

The US Dept of Transportation (DOT) last night announced nine new regulatory provisions that aim to "improve the air travel environment of consumers."

Codifying the interpretation of ticket agent will ensure all entities that manipulate fare, schedule and availability of information in response to consumer inquiries, and who receive a kick-back, are accountable to the Department's consumer protection requirements.

Redefining the definition of 'ticket agent' will make it clear for internet search sites, such as Kayak and Google, that they must specify when flights are operated under a codeshare arrangement, the Department said.

"Large travel agents" - defined as a firm with annual revenue of US\$100m annually - are also in the firing line of the planned revised regulations.

The DOT's Notice of Proposed Rulemaking highlights a need for agencies to adopt minimum customer service standards, "such as responding promptly to

customer complaints."

Another policy flagged would require travel agents to hold a reservation at the quoted fare without payment, or to cancel without penalty, for 24 hours if the booking is made one week or more prior to departure.

Agents would also be required to provide prompt refunds where ticket refunds are due, including fees for optional services that may have been purchased in conjunction with a flight, when the flight was cancelled or oversold.

The proposed rule changes will require greater transparency by airlines at time of ticket purchase as to what ancillary charges may apply, such as checked bag levies and advance seat assignments.

"Currently, fees for additional services are often difficult to determine when searching for airlines and as a result, many consumers are unable to understand the true cost of travel before purchasing a ticket," the DOT commented.

Other changes would make it necessary for airlines accounting for at least 0.5% of domestic scheduled passenger revenue to report their on-time performance, oversales and mishandled baggage rates.

With the data, customers would have a more informed decision on an airline before booking.

Furthermore, carriers and ticket agents would need to disclose any codeshare arrangement on initial itinerary displays, and "unfair and deceptive practices" - such as preferential ranking on searches - would be prohibited.

VA OK for DAL c'share

VIRGIN America has received approval from US regulators to place the code of Virgin Australia on its services to Dallas Love Field when it commences services to its new Texan hub on 13 Oct.

Business Development Manager - NSW/ACT

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Outrigger rate hold

FAMILIES are being enticed to stay at the Outrigger on the Lagoon in Fiji, with the company vowing to avoid rate increases during school holiday periods.

The firm said it would "hold rates steady" for visits over the peak Jun-Jul and Sep-Oct holiday seasons, with room rates priced from \$295 per night until 31 Oct.

Five- and seven-night packages (which incl one and two nights free respectively) are available for \$1,181 & \$1,476 in a superior resort view room.

India trade mission

TOURISM Australia is taking applications for the India Travel Mission 2014 which will be held in Jaipur from 21 to 24 Aug.

The event will provide a "superb opportunity" for Aussie tourism entities to establish business ties with key qualified travel agencies and tour operators from across India's key cities of Mumbai, Delhi, Chennai, Bangalore, Kolkata, Pune and Ahmedabad.

For the first time, buyers from the Gulf Countries will also participate - [CLICK HERE](#) for info.

Augmented knockout

TEMPO Holidays says it has been overwhelmed with positive feedback regarding its augmented reality feature built into its 2015 range of destination brochures.

The unique technology works by downloading the free Stellar app on smartphones and tablets, which then scans the front cover using the camera and streams video content to view instantly.

The wholesaler said the technology was designed to offer a "wow factor" for agents to impress their clients.

Tempo's brochure also offers an index at the back with every departure arranged by date as opposed to destination.

Banff pool closure

THE Fairmont Banff Springs has announced its outdoor heated pool will be closed for renovation work from 25 May to 11 Jun.

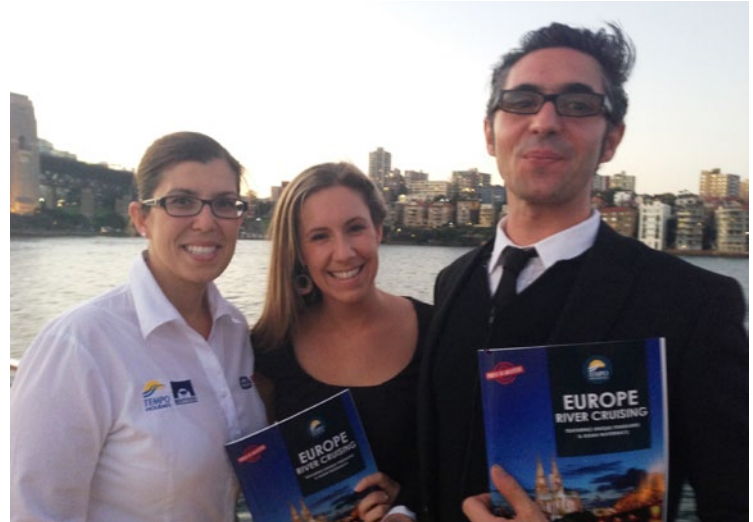
The property's indoor pool, hot tub & spa pools are not impacted.

AS PDX to Mexico

ALASKA Airlines is seeking a green light from US & Mexican government authorities to launch new routes into Mexico from the US Northwest.

The airline wants to introduce seasonal services from Portland to Los Cabos (from 03 Nov) & to Puerto Vallarta (04 Nov), using Boeing 737 aircraft.

Tempo dedicated cruise brox



CALENDAR year 2015 will see a massive 700 separate departures across 11 ships in the Tempo Holidays river cruise range, with 17 itineraries taking in many European and Asian countries on rivers such as the Rhine, Danube, Rhone, Seine, Mekong and more.

That doesn't include some last minute availability for 2014, which is expected to come onto the market wrapped in special offers and discounts for savvy consumer in coming weeks.

Tempo Holidays last night launched its 2015 River Cruising brochure, treating a select group of Sydney travel agents to a short cruise on Sydney Harbour to see the sights amid the setting sun.

It was the wholesaler's first dedicated river cruise brochure after releasing a limited range in the back of several destination-specific brochures last year.

Short pre and post-cruise arrangements bookend the river cruise components of the itineraries, with sailings taking place aboard the Luftner Cruises fleet of Amadeus ships.

A point of difference from the more established river cruise brands in Australia is that departures are not sold

exclusively by Tempo, although the company is Luftner's only wholesaler based in Australia.

This means that there will be a higher likelihood of departures including passengers from all parts of the world, however the product is delivered in English.

Each departure is majority-inclusive, with the ticket price covering all meals, onboard entertainment and most drinks including wines with dinner, with only some specialist beverages such as whiskey incurring a small supplemental charge.

Shore tours are also covered in the fare, with experiences such as orchestral concerts, wine tastings and vineyard tours available, or a fleet of bicycles for the footloose traveller to explore at their leisure.

Pictured above at the brochure launch from left is Amanda Hillard, Jacinta Crisp and Santiago Ramos, all from Tempo Holidays.

MEANWHILE, the wholesaler is celebrating the brochure launch with a bonus commission offer.

For all river cruise itinerary bookings made until 31 Jul for departures in 2014 or 2015, Tempo Holidays is offering 15% bonus commission to agents.

Phone 1300 362 844 for details.



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ANNE Hobbs, winner of last year's Avis Travel Agent Scholarship of Excellence, was one of the attendees at the official launch of this year's scholarship which took place in Sydney yesterday.

She's **pictured** above with Russell Butler from Avis and Professor Elizabeth Roberts from Southern Cross University (see **p2**) who addressed the launch.

It's the 18th year that the scholarship has recognised and rewarded travel consultants who consistently deliver outstanding customer service, with the overall winner receiving a range of prizes valued at over \$40,000.

It's open to all leisure and corporate travel agents regardless of their current position or level of experience - register online at www.avisscholarship.com.

AKL Airport funding

NEW Zealand's Ministry of Business Innovation and Employment will issue a funding grant to Auckland Airport for the development of a retail & tourism "cluster" project designed to entice high-yield Chinese visitors.

A total of NZ\$1.11m from the Tourism Growth Partnership Fund will be added to a further \$1.75m sourced internally over 3 years.

Promotions will focus on food & wine production in New Zealand, building on research showing the offerings are an important trigger for Chinese travellers.

The cluster project will aim to encourage Chinese travellers on the Hong Kong route to tap into New Zealand's range of high-end culinary offerings by dining out during a visit to the country.

Novotel water park

A SERIES of inflatable slides, runways and jumping pillows have been opened on the lagoon at Novotel Twin Waters Resort on the Sunshine Coast.

Available to guests and external visitors every weekend and every day in school hols, session passes of 30-mins and 50-mins are on sale for \$10 and \$20 respectively.

Activities on offer include a rocker and slide, soaker lounge & private island oasis for parents.

The new park will be open in time for the Jun school holidays.

IHG guide to Japan

DETAILS on natural wonders, attractions and hotel options in Japan are readily available on a new English-language landing page on the InterContinental Hotels Group website, IHG said.

The page, entitled "Visit Japan" is aimed at assisting Japan in reaching inbound tourism targets of 20 million by 2020.

Details on nearby attractions relevant to a selected hotel are also available on the landing page.

Exhibition Earlybirds

COMPANIES exhibiting at the maiden Travel Industry Exhibition from 18-19 Jul can take advantage of new Earlybird deals at APX Apartments Darling Harbour.

For bookings made by 18 Jun, Standard Studios are available from \$159 per night, or Executive Studios are priced from \$179pn.

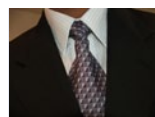
Phone (02) 8281 4700 to book.

Niue visitor season

TOURISM officials in Niue have welcomed Air New Zealand's second weekly service to the tiny Pacific island nation, signalling the start of its tourism season.

NZ will operate a second flight on Wed each week until 22 Oct to complement existing Sun services.

Niue officials say the extra flight will allow visitors to enjoy stays of three, four, seven or ten nights.



Industry Appointments

WELCOME to Industry Appointments, *Travel Daily's* Thursday feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry, send us an email at appointments@traveldaily.com.au.

Joining from Tourism Australia, **Giovanna Lever** has been named as the new Director of Marketing for **InterContinental Sydney Double Bay**. Lever will drive the new property's marketing & communications strategy.

From 01 Jul, **Dougal Bain** will take up his new role at **Infinity Holidays** as the wholesaler's Communications & PR Specialist.

Michael Cottan has returned to the **Shangri-La Hotel, Sydney** as its new President and General Manager. Cottan held the GM role from 2003 to 2008 and oversaw the property's transition from its old ANA guise.

David Udell has been appointed to oversee the entire Asia-Pacific region for **Hyatt Hotels Corporation** from 01 Jul, based in Hong Kong.

Following a restructure by **Queensland Airport Limited** of its executive team, Gold Coast Airport Chief Operating Officer **Paul Donovan** will lead a newly formed corporate marketing and business development unit.

Fresh off the back of TRENZ this week, the **Tourism Industry Association New Zealand** has welcomed **Chris Roberts** as its new Chief Executive from his role as General Manager Corporate Affairs at Tourism New Zealand. Roberts replaces the outgoing Martin Sneddon in the top job.

Wasawadee Sanpradith has been appointed by the Tourism Authority of Thailand to handle all PR matters once Pongsak Kanittanon steps down.

Tasked with looking after The Living Reef as its new manager, Marine Biologist **John Gaskell** has joined the team at **Daydream Island Resort & Spa**. Gaskell will develop the Reef's educational programs for education.

Anantara Vacation Club has named **Howard Leigh** as its Chief Financial Officer, with **Melanie Smith** appointed to oversee Club Operations.

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- excellent administrative skills and high level of written/oral communication skills
- problem solving and identifying opportunities, and a
- determination to succeed

Join us as The Concierge Travel Group enters into its next exciting phase and play a part in a dynamic growing team that aspires to be the best.

Please indicate your interest to **Louise Weatherman, Astute HR Consulting** at lw@astutehrconsulting.com.au.

Top achievers flip out in Dubai

TEN top selling travel agents taking part in the final phase of the Dubai Tourism/Emirates "giga famil" this year have enjoyed some great

experiences across the city over the last couple of days.

After arriving in Dubai, they chilled out with two nights at the luxurious Sofitel The Palm Resort, where the top suite - a four bedroom apartment complete with its own butler - costs AED55,000 per night.



The agents stayed in suites and enjoyed the gigantic bathrooms complete with a huge tub (left).

One of the activities was a visit to the dolphin pool at the nearby Atlantis The Palm hotel, where they donned swimming gear and headed into the water - lots of pictures at [facebook.com/traveldaily](https://www.facebook.com/traveldaily).

Pictured above enjoying their dolphin experience, which also included kissing, playing and dancing with the aquatic mammals are, back row from left: Niall McNamara, Flight Centre Martin Place NSW; Andrew Brown, Helloworld Launceston Tas; Veronica Rainbird, Dubai Tourism; Shane O'Donnell, FCm Travel ACT. Front row: Paul Kariotoglu, Hellenic Travel SA;



Tony Boomer, House of Travel Dunedin; Penny Mason, Bayview Travel Vic; Narelle Cooper, American Express Centurion NSW; and Lenny Padowitz, BYOJet Qld.

Dinner was hosted at the Armani Hotel Dubai (left) which is located on the lower floors of the world's tallest tower, the Burj Khalifa.

At the Armani they were able to sneak a peek at one of the rooms, with just one room available for inspection due to a late check-in and the hotel currently running at 100% occupancy.

Just about everything at the Armani has been created by fashion designer Giorgio Armani, who has many strings to his bow besides clothing.

Flowers in the room (and for sale in the lobby) are from the Armani Fiore brand, while all the furniture in the rooms is under the Armani Casa banner.

Such is the demand for the Armani from visiting movie celebrities, sports stars, royalty and the super-rich that its most expensive rooms sell out first, a fairly unique yield management situation for the hotel which is part of The Address Hotels group.

Some of the agents took keen interest in the array of upmarket vehicles parked out the front of the hotel, including a rare Bugatti Veyron (left) which is worth several million dollars.

The lucky group will spend a night at the "seven star" Burj Al Arab hotel which is **pictured** below behind Dubai Tourism's Veronica Rainbird and Julie King who are cruising the canals of the Madinat Jumeirah in a traditional Arabian abra.



BELOW: Spa treatments at the Jumeirah Zabeel Saray hotel were the order of the day on the second morning, with the participants pampered within an inch of their life at the property which is also located on Dubai's Palm Jumeirah.

The group is pictured below looking extremely refreshed and glowing after their experience.



737 MAX milestone

BOEING has surpassed 2,000 orders for its 737 MAX program after receiving a new order for 30 jets to "unidentified customers."

As of this week, orders for the 737 MAX stand at 2,010 from 39 customers worldwide, valued at US\$209 billion at list prices.

Boeing said the 737 MAX final assembly line remains on track for mid-2015, with the first jet to fly in 2016 and delivered to the first customer, Southwest Airlines in the third quarter of 2017.

Cosmopolitan sold

GERMAN banking giant Deutsche Bank has sold The Cosmopolitan of Las Vegas to Blackstone Real Estate Partners for US\$1.73 billion.

The bank financed the project, and took over the property after its developer suffered financial difficulties.

Virgin PNG decision

THE International Air Services Commission has authorised Virgin Australia an allocation of 160 seats per week on the Papua New Guinea route for five years.

VA intends to use the extra seats to add a sixth weekly Boeing 737-800 service between Brisbane & Port Moresby, the IASC said.

Wong creates Pandamonium



HELEN Wong's Tours was host to an audience of 300 travel agents and their families last weekend in Sydney for an exclusive screening of *Sneezing Baby Panda*.

Guests were further entertained by a larger-than-life giant panda.

Managing director and founder Helen Wong said the event was a fun way to say 'thank you' to the firm's supporters over the years.

Eight years ago Wong 'adopted' a newborn giant panda in China to help inject much needed funds into the preservation & breeding research program in Chengdu.

A campaign to name the panda heralded the name Ankali, and since then, select Helen

Wong's Tours group itineraries incorporate a visit to Ankali.

The trips including the 15-day Mystical China tour, priced from \$5,300ppts and the 17-day Enchanting China vacation, that leads in at \$6,290ppts.

Helen is **pictured** with Helen Wong's Tours sales executives Maryanne Perera and Brandan Zadravec, and some of the excited audience members.

Delta IP buy-back

DELTA Air Lines has struck a deal with Travelport to reacquire data and intellectual property rights to its passenger service and flight operations systems.

CEO Richard Anderson said the deal gives DL "greater flexibility and control over the technology enhancements that will continue to improve our operational performance & pax experience."

The agreement will see Delta become the only US airline to directly control its own "critical technology systems," DL said.

Motel 6 expansion

BUDGET hotelier Motel 6 has expanded its footprint in the US, adding 11 new hotels during the first quarter of 2014.

Motel 6's new properties are located in California, Texas, North Carolina, Virginia & Tennessee.

WIN A TRIP FOR TWO TO HAWAII

Throughout May, **Travel Daily** is giving readers the chance to win a fabulous holiday to the island Oahu, courtesy of **Hawaii Tourism, Outrigger Reef on the Beach and Hawaiian Airlines.**

The prize includes:

- Two return economy tickets on Hawaiian Airlines between Sydney or Brisbane to Honolulu, Oahu;
- Five night stay at Outrigger Reef on the Beach in Ocean View Room plus breakfast for two;
- Round-trip shared transfers between Honolulu Airport and Outrigger Reef on the Beach.

Every day **Travel Daily** will ask a different Hawaii-related question – just read the issue and email us your answer. There will be 22 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 Hawaii.

Email your answers to: hawaiicomp@traveldaily.com.au



Q.16: What is the name of the training module for Oahu on Hawaii Tourism's website?

Hint: www.hawaiiantourism.com.au

[Click here for more info and terms & conditions](#)



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Bring your strong technical and analytical skills to this key industry player! You will be responsible for online analysis within the technology department to ensure this product sits in a competitive position within the marketplace. This position is suited to someone who has a strong technical acumen and the ability to understand and report on financial information with the ability to work with large amounts of data in varying forms at one time.

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SYDNEY– EXECUTIVE SALARY PACKAGE

This organization is committed to delivering the best event management, group travel and incentive programs for clients of all sizes using their experience teamed with creativity and innovation. If you have experience managing corporate events from small corporate meetings thorough to large international incentive and conferences, then come and see what this fantastic, growing organization can offer you.

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Think all TMC's are the same? Not these ones. By joining one of these company's you will be able to make a real impact on client activity and generate the best relationships possible with your client portfolio. With your strong communication and relationship building skills you will be able to drive solutions for your clients improving expenditure and creating a lasting impression, resulting in retention & growth in your portfolio

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SYDNEY – SALARY PACKAGE OTE \$100K

If you have the determination & resilience of a successful BDM this exciting opportunity with a leading Brand is available now. If you can articulate your proven ability to build new business through your initiative, relationship skills and target-driven attitude this company has a place for you on their growing team. Your success will ensure their continued growth and you will be rewarded with a fantastic salary, bonus & benefits.

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*Conditions apply. Prices are per person, twin share and subject to availability. Follow the Lights Special Group Departure is valid for sale until 24 Jan 15 or until sold out. Advertised price is based on 24 Jan 15 departure in N-Grade outside cabin on Hurtigruten cruise. Prices accurate as at 02 May 14 and subject to change without notice. A \$750 deposit per person is due within 7 days of booking to secure reservation. Bookings made less than 100 days prior to departure full payment is required immediately. Special cancellations terms apply. All international airfares are excluded. Single supplements apply. Deals and offers are subject to availability and are not combinable with any other offer. Visit www.bentours.com.au/au/ftl2015 for full Terms and Conditions. Tempo Holidays Pty Ltd trading as Bentours International ABN51007331213, VIC License 31341

