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## 1. How to register

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## 2. Book to enter

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**Important Information:** <sup>+</sup>An eligible booking/eligible flight is a booking/flight which includes at least one/which is a domestic or international flight which has a Qantas "QF" flight number on the ticket that is purchased in Australia; is operated by Qantas, Emirates or American Airlines; has a ticket number commencing with "081"; and is booked and travelled for business on or after the date the business registers for Aquire. Exclusions apply.

**Promoter:** Qantas Airways Limited (ABN 16 009 661 901) of 10 Bourke Road, Mascot, NSW 2020 telephone number (02) 9691 2584. Promotion period: 17 October 2014 to 14 November 2014. Eligible entrants: Australian residents who are Licensed Travel agents Australia wide. Entry: Register for the competition, make an eligible booking and enter the ABN of the Aquire Member and the traveller's Qantas Frequent Flyer number. Prize: 50 x 50,000 Aquire Points. Maximum total prize pool A\$50,000. Drawing the winner: Winners will be drawn on 12 December 2014 at the offices of the Promoter. Winner notification: within 2 days of the draw, the winner's will be notified by email and their names will be published on the Qantas Industry Website. See competition full terms and conditions.

**Permit details:** Authorised under NSW Permit No. LTPS/14/08187, ACT TP14/03586, Victorian Permit No. 14/5450, SA Licence No. T14/1925.






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# Travel Daily

First with the news

Friday 17th October 2014



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## Virgin to buyout Tigerair

**AFTER** forking out \$35 million for a 60% majority stake in Tigerair Australia last year, Virgin Australia today revealed it plans to acquire the remaining slice of the low-cost carrier from Singapore's Tigerair Holdings for just AU\$1 (**TD** breaking news).

Under the deal, VA will secure the brand rights to enable it to launch Tigerair Australia to short-haul international destinations, "providing new growth opportunities for the business".

Virgin Australia ceo John Borghetti said the proposed take over of TT is also likely to see it

stymie domestic growth for the budget airline due to an over saturation of capacity.

Borghetti added that by taking full control of TT, Virgin will be able to achieve profitability by the end of 2016 by leveraging the resources of the wider Group.

VA said its partnership with Tiger Holdings would continue into the future through brand licensing and "certain services."

The proposed sale will require approval from the Foreign Investment Review Board and a Tiger Holdings shareholders.

If given a green light, Virgin said it envisages completing the transaction by the end of 2014.

**MEANWHILE**, Virgin Australia also revealed today a first quarter underlying pre-tax loss of \$45m - an 18% y-o-y improvement.

### Qantas Aquire promo

**QANTAS** is giving travel agents the opportunity to win one of fifty packages of 50,000 Aquire points which can be gifted to their corporate clients.

The campaign runs over the next four weeks and consultants who register get an entry for every eligible booking they make for an Aquire Member by quoting the business ABN and the traveller's frequent flyer number.

See the **cover page** for details.

### Today's issue of TD

**Travel Daily** today has seven pages of news and photos, including a front cover page for **Qantas Aquire** plus full pages from: (**click**):

- AA Appointments jobs
- Club Med

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# Travel Daily

First with the news

Friday 17th October 2014

Europe Earlybird Sale!



travelcube

## THAI out of Africa

THAI Airways International is set to suspend its long-standing operations to South Africa, with the current thrice weekly 777-200ER service from Bangkok to Johannesburg to cease flying effective 14 Jan.

## Virtual cards set for surge

THE days of the corporate credit card are numbered, with over 90% of corporate travel spending set to migrate to so-called "virtual plastic" within the next five years.

That's the bold claim of Greg Thompson from virtual payments specialist Conferma, which has just signed a major global deal with Sabre Pacific's parent firm Abacus.

Speaking at the Abacus International Conference in Abu Dhabi yesterday, Thompson, who is Conferma's head of banking partnerships, unveiled the new Abacus VirtualPayment solution which enables agents to easily generate a unique Virtual Credit Card Number for every travel booking.

As well as providing a more secure alternative to physical corporate cards, the system offers dynamic credit limits, the ability to restrict charges to particular dates and even to tie down card numbers to particular categories of merchants.

The Conferma system is able to be integrated into the Sabre agent workspace, and offers automated reconciliation of booking and transaction data.

Conferma works with a range of credit card originators such as Visa, Mastercard and American Express as well as providers like Wright Express and eNett - meaning that all clients can retain their preferred banking partner relationships if they prefer.

For bookings made using Conferma technology, travellers will simply arrive at their designated hotel and the payment will be authorised, along with details of whether ancillary items such as meals, internet access and other add-ons are chargeable.

## Crown cites soft consumer sentiment

TRADING at Crown Limited's resorts in Melbourne and Perth "continues to be impacted by the general softness in consumer sentiment," according to the group's ceo Rowen Craigie.

Speaking at the Crown agm yesterday, Craigie also outlined capital spending of \$2.7 billion on Crown Melbourne and Crown Perth over the next few years, which he said was a "very significant investment by the company in large scale Australian tourism attractions which reflects our confidence in the broader tourism industry".

## Club Med campaign

CLUB Med is launching a major new brand campaign highlighting its "strong past and proud personality" in the lead up to the opening of a string of new resorts and a new "Le Luxe by Club Med" product line.

For more details, see the last page of today's *Travel Daily*.

Travel Daily  
on location in  
New Zealand

Today's issue of *TD* is coming to you from New Zealand courtesy of Tourism NZ, Air NZ and Virgin Australia which are this week hosting 250 Aussie travel agents on a journey through Middle Earth.

FOLLOWING yesterday's training sessions in Auckland, the agents on the 2015 NZ mega faml have split into twelve groups, heading off to explore the length and breadth of the land of the long white cloud.

Our "Tiki" group flew south to Christchurch and after a night at the Novotel Christchurch Cathedral Square today we will tour the city, seeing how it is continuing to rebuild after the 2012 earthquakes.

Later we will drive towards the Southern Alps, with a special barbecue lunch at a working sheep property called Morelea Farm before arriving at Aoraki Mt Cook National Park where we will stay at the Hermitage Hotel.

Over the weekend we will explore the Tasman Glacier, take in the delights of Wanaka including Puzzling World and stay at the stunning Edgewater retreat on the edge of Lake Wanaka.

The trip continues on to NZ's adventure capital Queenstown - more in Monday's issue of *TD*.

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# Travel Daily

First with the news

Friday 17th October 2014



## Gaines set for 1.1m options

**HELLOWORLD** ceo Elizabeth Gaines is being incentivised to increase the group's earnings per share during the current financial year, with a proposed long term incentive of 1,111,111 performance rights worth \$300,000 - or 40% on top of her fixed annual remuneration.

The plan was revealed yesterday in Helloworld's annual general meeting notice, with the bonus scheme requiring approval by the

company's shareholders.

The proposed resolution would see the performance rights granted if the "adjusted earnings per share" reaches a particular target determined by the HLO board, with the actual target not specified in the document.

The incentive plan is part of the board's intention to "promote the retention of senior executives (including Ms Gaines) and recognise their ongoing ability and expected efforts and contribution in the long term to the performance and success of the company".

A similar plan was approved by shareholders at last year's Helloworld agm which granted 2.5 million performance rights, worth \$1 million, to former ceo Rob Gurney (**TD** 24 Oct 2013), with this incentive having now lapsed due to his departure.

The Helloworld 2014 agm will take place on Fri 21 Nov.

## Webjet appointment

**WEBJET** has appointed Nigel Horne as chief executive officer elect for the company's newest acquisition, SunHotels.

Horne will join SunHotels on 03 Nov and is expected to take over the leadership of the business from Kenneth Karlsson in Jul.

Most recently, Horne held the role of senior vp global sales and marketing at B2B wholesaler, GTA.

## TASCo earlybird brox

**THE** Africa Safari Co has rolled out an eight-page earlybird brochure to Africa for 2014/15.

Available as an e-brochure, the guide features seven itineraries through Southern & East Africa which include airfares with South African Airways from Australia.

Options include the 13-day Highlights of Kenya & Tanzania priced from \$6,795ppts, with over 30 departures planned.

Earlybird packages need to be booked before 20 Nov.

**CLICK HERE** for more details.

## QR Gulfstream deal

**QATAR** Airways is building up its fleet of business jets, announcing it has signed a Memorandum of Understanding for the purchase of up to 20 Gulfstream jets.

The MoU inked is for a mix of Gulfstream flagship G650ER jet along with its wide-cabin G500 which QR said would operate to London, Paris and Geneva.



## Window Seat

**HAVE** you heard the one about the Aussie trying to throw a cheeseburger to a friend on the next balcony who slipped and fell over the edge?

This isn't a joke, it's one of the latest round of unusual travel insurance claims received lately by Allianz Global Assistance involving Australian travellers.

For the marine sport lovers, a man while out spearfishing accidentally mistook his own foot for marine life, fired and impaled himself on a spear.

Other classics include a man who lit his beard on fire while trying to help a fire breathing performer at the Burning Man Festival in the US desert.

A volunteer in Africa had his finger bitten off by a rhino, but Allianz said it didn't judge and gave assistance where it could.

See and taste the delights of a Swiss Alps mountainside lunch at a working Swiss farm.

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# Racing off from Abu Dhabi



LAST night's gala dinner at the Abacus International Conference in Abu Dhabi took place at the Yas Viceroy Hotel which is right next to the Abu Dhabi Formula 1 racetrack.

All is quiet at the moment, but in about a month's time the air will be filled with the deafening sound of revving engines as the 2014 Abu Dhabi F1 Grand Prix roars into life.

So it was only appropriate that some of the Aussie contingent at the Abacus conference (above)



posed in front of an Etihad F1 car.

The gala dinner followed a day of sightseeing and other activities, with some of the Aussies visiting the stunning Sheikh Zayed Mosque, including Benjamin Chong from Jetabroad and Salv Silvera of Corporate Travel Management (inset).

## Twenty year forecast

GLOBAL passenger numbers will double over the next twenty years to reach 7.3 billion annually, according to the first forecast from IATA for the next two decades.

The long-term outlook comes from the new IATA Passenger Forecasting Service and points to an average annual growth of 4.1% worldwide each year to 2034.

Continuing on current trends, China is expected to overtake the USA as the world's largest market with 1.3 billion travelling annually and growing at 5.5% each year, over the US at a 3.2% average.

China and the US will continue to lead the world in pax numbers, with India, Indonesia and Brazil rounding out the top five.

By 2034, 80% of the fastest growing markets will be in Africa.

## Hoffmann ATAS tick

SOUTH Australian retail travel group Phil Hoffmann Travel, with its work force of 170 full-time equivalent staff, has today been confirmed as accredited under the AFTA Travel Accreditation Scheme (ATAS).

MD Phil Hoffmann said he firmly believes ATAS "will go a long way in securing the future of travel agents as it will help consumers identify reputable, professional and reliable travel providers".

## VB unveils trade site

TOURISM authority VisitBritain has launched a revamped int'l travel trade site, providing access to a supplier directory, research & a free gallery of 3,000+ images.

The site enables any UK tourism business to manage their own listing on the platform - a first for any national tourism body, VisitBritain says.

Site users can also obtain an events calendar & UK itineraries.

The new platform is live now at [www.trade.visitbritain.com](http://www.trade.visitbritain.com) and can be accessed in Australia, the US, Canada, India, Hong Kong, Gulf states, Netherlands and Scandinavia.

## New Spirit of Tas ceo

BERNARD Dwyer has been named as the new chief executive officer of TT-Line, the company which operates the *Spirit of Tasmania* ferries.

The tourism executive is also the chief information officer for The Federal Group and sits on the advisory board of RACT Destinations.

# Offer Europe from AUD 1,521\*

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## Holiday scam warning

**THE** Australian Competition and Consumer Commission has today issued a warning about travel scams after receiving 1,650 complaints so far this year.

Deputy chair Delia Rickard said it was common for fraudsters to make cold calls announcing to consumers they had won a travel prize, varying from discount accommodation vouchers to whole holiday packages.

This year \$100,000 has been stolen from consumers, most of whom were contacted by phone and offered holiday vouchers for \$2,000 or \$3,000.

"Sometimes scammers will provide authentic-looking tickets and itineraries but when it comes time to travel, these documents are useless and the business cannot be contacted," she said.

Among the ways the ACCC said consumers can protect themselves was to book through an accredited AFTA travel agent.

"If you are looking to go on a holiday, you can use a travel agent to make sure you get legitimate accommodation," the ACCC said.

## Safari School success

**BENCH** International reports that around 200 consultants have so far registered for its new web-based Safari School product information package launched late last week (**TD** Mon).

The first 20 certificates for completing the course have been sent to Bench's new 'African Experts' already, while many other registered agents are working their way through the program's five modules.

## Watermark refurb

**THE** Watermark Hotel & Spa Gold Coast will reveal its multimillion dollar refit from Dec, which includes chic new deluxe rooms and an integrated lobby, restaurant, bar and boulevard alfresco lounge.

A new light rail station on the hotel's doorstep has also seen the opening up of the Watermark's restaurants on the eastern side facing Surfers Paradise Boulevard, to guests, visitors and locals.

## Sabre, HRS agreement

**OVER** 50,000 independent hotel properties around the world marketed via solutions provider HRS are now available for Sabre-connected travel agents to access via the Sabre travel marketplace after the firms struck a new deal.

## GNTO celebrates fall of the wall



**TWENTY-FIVE** years since one of the world's last major symbols of Communism and oppression - the Berlin Wall - crumbled in the German capital city, a lecture celebrating the milestone was hosted this week in Sydney.

The seminar was hosted by the German National Tourist Office (GNTO) in partnership with the Goethe Institute and the German Consulate in Sydney.

Titled "Understanding the Berlin Wall", the talk was introduced by Svetlana Monastyrsky of the

GNTO, who spoke about the transformation and growth of Germany as a welcoming tourist market over the quarter century.

She is **pictured** above second from right with Arpad Soelter, Goethe Institute; Dr Andrew Beattie, University of Sydney; Dr Marion Detjen, Humboldt University Berlin and Consul General Hans-Dieter Steinbach of the German Consulate Sydney.

## UA closes SEA base

**DECLINING** market share and competition from Delta Air Lines & Alaska Airlines in Seattle has led United to close its base in the Washington city, relocating 264 crew to San Francisco.

The carrier says it has also been forced to reduce domestic and int'l services to and from the city.

## QF Fast Travel tick

**IATA** has awarded Qantas Platinum status for its Fast Travel program which provides a more seamless travel experience for pax at check-in, re-booking, self-boarding, bag recovery and more.

# Fly to The Fashion World of Jean Paul Gaultier.

Don't miss this amazing exhibition, now showing exclusively at the National Gallery of Victoria.

Great sale fares to Melbourne now available.  
Visit [qantas.com/agents](http://qantas.com/agents)

Sale ends 23:59 (AEDT) 21 October 2014, unless sold out prior.



**IMPORTANT INFORMATION:** The Fashion World of Jean Paul Gaultier: From the Sidewalk to the Catwalk opens on 17 October 2014 and closes on 8 February 2015. This exhibition has been organised by the Montreal Museum of Fine Arts in collaboration with Maison Jean Paul Gaultier. Image credit: William Baker Kylie Minogue Virgins (or Madonnas) collection, Immaculata gown, Jean Paul Gaultier Haute couture, spring-summer 2007 © William Baker. Qantas Airways Limited ABN 16 009 661 901.

# Minchin honoured with a plaque

**DESTINATION NSW** has awarded musician, lyricist and composer Tim Minchin with a bronze plaque on Sydney's Theatre Walk. Minchin has had a big week, with the ticket release for *Matilda the Musical*, for which he composed the score.

The musically gifted Minchin is also the first Aussie to be nominated for a Tony Award for Best Original Score.

He is pictured above left receiving the plaque, presented by Destination NSW chief executive Sandra Chipchase.



## EY Butlers graduate

**THIRTEEN** men and women hired by Etihad Airways will take to the skies from Dec as qualified butlers, having now completed an intensive training course at London's renowned Savoy Hotel.

The Butlers will cater to every whim of pax in Etihad's A380 The Residence class from AUH to LHR.

## Aus hotel investment

**HOTEL** investors are looking further afield from major Asian cities for opportunities due to yields being squeezed in Asia, according to hotel investment & real estate firm Jones Lang LaSalle.

According to the latest Hotel Investment Highlights Report, released this week, Australia was a small player in the overall APAC hotel investment market, but big things are forecast for the future.

The report found asset prices were highest in cities including Shanghai, Sydney and Melbourne as well as Tokyo & Thailand.

## Consular cases on TV

**A NEW** documentary TV series looking at how the Australian Embassy in Thailand handles dramas presented by travellers will hit screens this weekend.

Dubbed *The Embassy*, the series will look at some of the situations Australians find themselves in while in Thailand and the limits of which such assistance is available.

*The Embassy* screens on Ch 9 at 6:30pm AEST starting Sun 19 Oct.

## BA 787s to Montreal

**BRITISH** Airways will deploy its Boeing 787 *Dreamliner* on the daily London to Montreal route from 29 Mar next year.

Montreal becomes the third Canadian city to see the 787 following Toronto and Calgary.

## Accom at Carnarvon

**SIX** new studio apartments have been added to the Takarakka Bush Resort at Carnarvon Gorge in the Northern Territory.

As part of recent improvements, the property also now boasts a Night Sky Observatory.

The new facilities will be opened today by local MP Ken O'Dowd.

## WA regional funds

**THE** WA Government is taking applications for its Regional Events Scheme in which \$750,000 will be split among eligible events for 2014/15 - [CLICK HERE](#) for more.

## 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](mailto:specials@traveldaily.com.au).

As the northern hemisphere ski season slowly kicks into gear, an earlybird deal of 25% off a seven-night stay at one-bedroom loft property Yotei Cottage is now available from [SkiJapan.com](#). Also included is a seven-day lift pass and more, priced from \$710. Phone 1300 137 411 for details.

Small ship wholesaler **Micro Cruising** currently has a plethora of offers on northern winter 2014/15 sailings in the Seychelles, Cuba, Panama and Greece. Offers include 2-for-1, 25% off and 30% off, excluding port taxes and only available on a limited supply of cabins. Phone (02) 7903 0314.

Sofitel properties are celebrating the brand's 50th anniversary. **Sofitel Gold Coast Broadbeach** is offering accom in a Luxury Ocean Spa Room, brekkie, valet parking, a champagne and oyster dinner and more, priced from \$650. Book by 31 Oct by phoning 1800 074 465 for stays by 09 Nov.

Travellers heading to Macau can enjoy 35% off room rates booked by 22 Dec at Conrad Macau for stays until 19 Feb. The Winter Getaway package also includes free wi-fi and 2pm late checkout (subject to availability). The property offers 636 rooms over 40 storeys. [CLICK HERE](#) for more details.

## Insight Gallipoli tour

**NEW** inventory for Anzac Day Centenary tours has been added by Insight Vacations in response to overwhelming demand.

A new 12-day itinerary has been designed including two days in Athens and a nine-night cruise having guests in close proximity of Anzac Cove on 25 Apr 2015.

The Gallipoli Anniversary and Aegean Cruise tour is priced from \$3,537ppts and departs 15 Apr.

For pax who do not hold ballot tickets for official ceremonies at Anzac Cove, a live broadcast of the event will be offered onboard.

**MEANWHILE**, the tour operator says only a few places remain on the 12-day Splendours of Turkey itinerary, priced at \$3,350ppts and departing on 21 Apr.

## Radisson Red in APAC

**CARLSON** Rezidor Hotel Group will debut its new Radisson Red lifestyle hotel brand in Shenyang Hunnan in northern China, with the first property to open in 2016.

The 300-room property will be part of a dual development in the Hunnan CBD, which will also comprise a Radisson Blu property.

Around half of the company's planned 60 Radisson Red hotels will be in APAC by 2020, Carlson Rezidor Hotel Group Asia-Pacific president Thorsten Kirschke said.

The announcement was made at the Hotel Investment Conference Asia-Pacific (HICAP) meeting in Hong Kong this week, which also saw Carlson Rezidor parading its new tech-savvy brand Quorvus Collection to investors.

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## Active at Quay West

**SYDNEY'S** Quay West has linked with the City of Sydney and the King George V Recreation Centre on Cumberland Street to launch its new 'Active Spring/Summer healthy living & activity program.

Through the tie-up, guests and conference delegates will have access to basketball and fitness classes and reduced casual entry tickets to the centre's facilities.

Until 31 Jan, guests will also be provided with a pedometer along with vouchers for healthy snacks.



Throughout the month of October, **TD** is giving readers the chance to win a luxurious French prize pack, courtesy of Avalon Waterways.

The prize includes his and hers Louis Vuitton weekend bags, three nights in a Junior Suite at the Sofitel Sydney, a bottle of Dom Perignon Champagne, gift voucher for L'Occitane products, and a dinner voucher to Felix fine dining French restaurant, valued at over \$5,500.

Every week this month **TD** will ask a different question about Avalon. The subscriber with the best answer to all of the questions will win this fabulous prize pack.

Email your answer for this week by COB 17th Oct to:  
[avalonwaterways@traveldaily.com.au](mailto:avalonwaterways@traveldaily.com.au)

In 25 words or less finish this sentence: Avalon  
Choice is better for my clients because...

Hint: see pages 16, 17, 18 and 19 of the 2015 Avalon Waterways River Cruises brochure



**Travel Daily** is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry - sign up at [www.traveldaily.com.au](http://www.traveldaily.com.au).

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## A Louvre full of loans

**MUSEUMS**, institutions and art galleries across France will loan out approx 300 items to the new Louvre Abu Dhabi as part of its first year opening celebrations.

Works loaned from France will be on show for periods ranging from three months to two years.

The museum says the number of items loaned will decrease as it gradually builds its own collection.

## Stella buy completed

**EMIRATES** ground handling subsidiary dnata has finalised its purchase of UK-based Stella Travel Services.

The deal sees Stella's Global Travel Group, Travel 2, Travelbag, Sunmaster, and Triton Rooms join the dnata group of travel brands.

## Agents hold racing's holy grail



**LESS** than a month before the gates burst open and 24 horses bolt down the Flemington track, the Emirates Melbourne Cup continued its national tour, this week stopping on the Gold Coast.

The cup held pride of place at the Ladies in Racing Luncheon at the waterfront Palazzo Versace,

## SQ campaign success

**SINGAPORE** Airlines says it saw a 40% increase in bookings to Australia among Indian travellers as part of a recent campaign in the country promoting Australia's food and wine offerings.

The promo ran on digital and print platforms and was run in conjunction with Tourism Australia and state authorities in Queensland, NSW and Victoria.

## Biggest Kid search on

**HOLIDAY** Inn Hotels & Resorts has launched an innovative comp in which it is looking for the 'big kid in the family', with the chance to win a holiday to Bali available.

The competition comes as part of a promotion for the brand's 'Kids Stay & Eat Free' offers.

Winners will be flown to Bali for five nights at the Holiday Inn Baruna Bali.

Channel 9 weather presenter Steve Jacobs has been engaged as the public face of the promotion, starring in a hilarious video of him playing pranks in the Old Sydney Holiday Inn at The Rocks.

**CLICK HERE** to view the video.

held to raise money for the Institute of Glycomics at the city's Griffith University campus.

In attendance was 1994 winning jockey Wayne Harris, who rode *Jeune* to victory that year and racing journalist Tony Bourke.

The Emirates Melbourne Cup takes place once again on 04 Nov.

**Pictured** above from left with the cup is Maggie Silva, Emirates; Anne Isaacs, Travel by Wyndam and Gemma Weatherby, Corporate Travel Managers.

## SPG go Pro for PCOs

**STARWOOD** Hotels & Resorts has officially launched its SPG Pro loyalty program for conference and meeting travel professionals.

SPG Elite Status rewards are available for business agents and conference organisers who book events at 1,200 Starwood hotels.

Details at [www.spg.com/pro](http://www.spg.com/pro).

## AF steadfast on LCC

**EXPANSION** of the Transavia low-cost unit remains on the table for Air France-KLM, despite it remaining central to last month's two-week pilot strike which led to hundreds of cancelled services.

According to Reuters, the strike cost Air France-KLM in the order of €500 million or more than one fifth of its full year profit.

The carrier's chief executive Alexandre de Juniac has said Air France may instead develop its low-cost arm using new planes rather than existing AF aircraft.





## HOT ROLES OF THE WEEK

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