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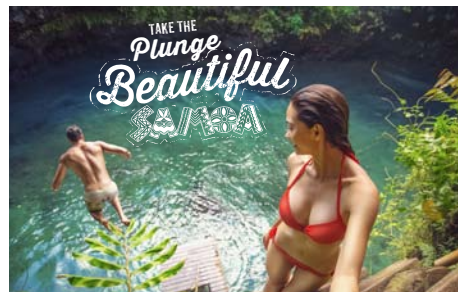
NEW CALEDONIA ON SALE

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Travel Daily

First with the news

Thursday 6th April 2017



CBC exec promotion

CABLE Beach Club Resort & Spa, has promoted Carol McCracken from the role of bdm to sales & marketing manager.

McCracken has been with the Broome property since late 2014 - more appointments on [page 7](#).

ACCC probes VA/HNA JV

VIRGIN Australia's plans to begin flying from Melbourne to Hong Kong may have hit a hurdle, with the ACCC seeking a thorough explanation from the Australian airline as to why it would be unable to fly into China without an alliance partner.

Last month, the Australian Competition & Consumer Comm gave Virgin's proposed alliance with HNA Group, Hong Kong Airlines and HK Express on routes to Hong Kong and China interim approval, enabling VA to begin selling flights on its first route into China, Hong Kong (**TD 21 Mar**).

However, the ACCC this week told VA to detail what specifically is holding it back from launching flights on the Australia-Hong Kong & Australia-mainland China service "without the alliance in place", **Travel Daily** can reveal.

Virgin Australia has previously stated the alliance is necessary to have a strong distribution and

route network within China and Hong Kong "in order to effectively compete with incumbent carriers", but now the ACCC has sought "all pertinent internal documents and other supporting evidence" to argue its case.

The ACCC is also seeking a response from Virgin Australia relating to Air China's concerns that the partnership with HNA Group and its sister airlines "may substantially restrict competition for feeder traffic" by it and other airlines on Australian domestic routes (**TD 22 Mar**).

Further, the watchdog wants more information on why it should approve a 10-yr term for the planned alliance, when the ACCC has generally authorised similar pacts for up to five years.

Virgin Australia has until 20 Apr to submit a response.

CZ LHR increase

CHINA Southern will introduce a second daily service to London Heathrow from Guangzhou on its 'Canton Route' starting 01 Jun.

Flights CZ603/604 will operate using Boeing 787s, providing connects to Australia and NZ.

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Peep's Choice votes

THE search for the People's Choice Retail Travel Agency of the Year Campaign for the 2017 AFTA National Travel Industry Awards has launched today.

Clients are now able to vote for their favourite Travel Agency in the People's Choice Survey, with the winner to be announced at the NTIA Gala on 22 Jul.

Votes will close on Fri 30 Jun - for more info, [CLICK HERE](#).

QF ROK, LDH waiver

QANTAS has issued waivers for travel to/from Rockhampton and Lord Howe Island for pax impacted by severe weather stemming from Cyclone Debbie.

[CLICK HERE](#) for all the details.

Today's issue of TD

Travel Daily today has seven pages of news, including a photo page for **APT** plus full pages from: ([click](#))

- AA Appointments jobs
- Visit Flanders product page

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First with the news

Thursday 6th April 2017

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NewCaledonia.Travel

Airbnb gains supporters

AIRBNB has gained the support of key organisations including the Australian Retailers Association (ARA) as the NSW Government prepares to release recommendations on whether to regulate short-term accommodation rentals.

The government is reportedly close to releasing a report on Airbnb and other short-term leasing sites, but has yet to indicate what level of regulation the government favours.

Bodies including Tourism Accommodation Australia (TAA) have been vocal critics of the online accommodation provider and other sites, calling for strict control measures similar to laws introduced overseas.

However, the Australian Retailers Association and the Restaurant and Catering Association have both voiced

support for the Airbnb model.

The ARA said it saw Airbnb as a strong contributor to the tourist dollar and overall retail spend.

"We've seen travellers who stay at non-traditional accommodation options stay twice as long as hotels guests, and spend nearly twice as much," said ARA executive director Russell Zimmerman.

EK laptop solution

IN A move that emulates that of rival Gulf carrier Qatar Airways, Emirates has announced the introduction of an electronic device loan service for passengers flying to the United States.

Available to passengers in First and Business class, EK is offering a Microsoft Surface tablet equipped with Microsoft Office 2016 to loan while in the sky.

The tablet has a USB port so pax can download their work into the device to "continue working seamlessly," Emirates said.

QR launched a similar laptop solution last week (**TD** 31 Mar).

The new service complements EK's laptop and tablet handling service recently introduced, used by close to 8,000 pax already.

MEANWHILE, Emirates is adding a second daily service between Dubai and Bali on 02 Jul "to meet growing demand".

The new return service, flights EK360/361 will be operated using two-class Boeing 777-300ERs.

AHA drops boycott

THE Australian Hotels Association has withdrawn an application with the Australian Competition & Consumer Commission for a proposed boycott of DC Payments relating to the supply of ATM services (**TD** 10 Feb).

In a letter to the competition watchdog yesterday, the AHA said it had come to a "mutually satisfactory agreement" and did not wish to pursue the matter further, unless there was a break down in the arrangement.

Why go to Flanders?

THE Belgian cities of Bruges and Ghent in Flanders are in the spotlight in today's Product Profile feature - see **page nine**.

The snapshot details the appeal of both destinations, and what there is to see and do.



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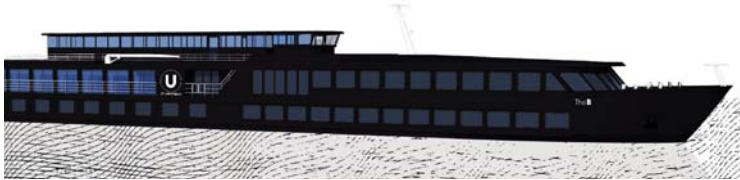
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CLICK HERE for further details

U by Uniworld goes black



U BY Uniworld will buck the trend and paint its first two river ships a shiny black (**pictured**).

CEO Ellen Bettridge told **TD** the company wants the ships to “stand out on the river”.

“We want people to know she’s different”, she explained.

The new brand’s Australian website is now active and reveals the *River Baroness* will be renamed *The B* and the *River Ambassador* as *The A*.

The B will remain on the Seine, sailing an eight-day Seine Experience, while *The A* will cruise the Rhine, Main and Danube on eight-day Rolling On The Rhine, Germany’s Finest and

The Danube Flow itineraries.

An additional three “super cruise” options will link some of the above sailings into one 15- or 22-day journey, while two five-day holidays will showcase Christmas in Europe and a special New Year’s Eve celebration.

Bookings are now open, visit ubyuniworld.com/AU/ for more.

More in today’s **Cruise Weekly**.

Italy touring sale

TEMPO Holidays has carved prices on a range of tours in Italy for departures until 26 Oct, with its five-day Emerald Tour by Coach tour now priced from \$975ppts, a saving of \$110ppts.

SYD/LHR non stop?

NEW aircraft variations from both Boeing and Airbus could make non-stop flights from Australia’s east coast to London a real possibility, Qantas ceo Alan Joyce has said.

Reuters reports the airline may soon be able to add non-stop flights from both Sydney and Melbourne to London, in addition to its 787-900 *Dreamliner* flights scheduled from Perth next year.

The increased range of the planned Airbus A350-900ULR and Boeing 777-8 would potentially allow Qantas to shave three hours off flight times and skip stopovers in the Middle East and Asia.

Non-stop flights would also open the possibility of charging premium fares.

“These aircraft, we think, are potentially real goers on these routes,” Joyce told *Reuters*.

“You know from what they have done on other aircraft that Sydney-London and Melbourne-London has real possibility.”



Window Seat

SINGAPORE Airlines yesterday took in-flight entertainment to a whole new level, bringing live performers from the West Australian Symphony Orchestra on board an Airbus A350-900.

The musicians gave high-altitude performances aboard SQ226 from Perth to Singapore to help the airline celebrate 50 years of flying to Australia.

While cruising at 39,000 feet, the mini orchestra performed a touch of Schubert in Business, Premium and even cattle class.

View the performance **HERE**.



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Meet the top travel marketers



THE Air New Zealand marketing team scooped the pool yesterday at the inaugural Mumbrella Travel Marketing Awards, taking out the “Marketing Team of the Year” category.

The win came on top of accolades for Air New Zealand’s “Dave the Goose” campaign (*TD* 06 Oct 2016) in the “Ad Campaign of the Year” category as well as the “Best Media Strategy” award.

The awards followed a day of insights, education and networking at the 2017 Travel Marketing Summit.

Now in its third year, the summit saw keynote speakers share their experiences with a 450 strong audience on trends

influencing the travel sector.

Among the speakers were Debra Fox, global sales & marketing director for APT; Leslie Dance vp of marketing for Hawaii Tourism and Noah Tratt, global senior vp media solutions for Expedia.

Virgin Australia’s recently appointed chief marketing officer Inese Kingsmill spoke with *TD* ahead of taking the stage sharing her excitement in what has been a big news week for the airline including the launch of Economy X, inflight wi-fi and MEL to LAX services (*TD* yesterday).

Travel Daily was a sponsor of the awards, with gm Christian Schweitzer **pictured** above with the Air New Zealand winners.

Marketing Manager

Tourism Malaysia Sydney invites Marketing Professionals to apply as Marketing Manager (Contract Position). Reporting to Director, responsibilities include: to assist development and implementation of Marketing plans and Media campaigns, to grow market share in the Australia market.

Candidates must have Tertiary qualified, preferably in Marketing Travel Industry experience minimum 5 years, Team Player, excellent communication and written skills & computer literate.

Gross Salary: AUD 70k + Super



To express interest in this role, please send detailed resume and a passport size photograph to mtpb.sydney@tourism.gov.my or Suite 601, Level 6, 151 Castlereagh Street, Sydney NSW 2000 by 21 April, 2017. Only shortlisted candidates will be notified.

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Cube incentive

TRAVELCUBE and Dubai Tourism are giving 10 travel agents the chance to experience Dubai.

The five-night famil - offered as part TravelCube’s new Dubai on Sale campaign will happen in Oct, with agents flying with Emirates and seeing places like Dubai Parks & Resorts and a new safari park.

Places will be awarded to 10 agencies who create the highest amount of Dubai room bookings between 03 Apr and 15 May.

Whit’s campaign axed

TOURISM Whitsundays has postponed marketing campaigns for a few weeks, due to the events of Cyclone Debbie.

Marketing campaigns in Europe and the UK will continue as planned given the longer lead times for international visitation, TW ceo Craig Turner said.

He said the board would spread the word that the Whitsundays was still open for business.

Accor buys VeryChic

ACCORHOTELS has acquired VeryChic, a digital platform for the private sale of luxury hotel rooms and apartments, cruises, breaks and packages.

Through the transaction, AccorHotels intends to strengthen its expertise in private sales and also for VeryChic to accelerate its international growth.

VeryChic was created in 2011 by Nicolas Clair, Hervé Lafont and Charles Decaux.

AS long-haul routes

ALASKA Airlines and Virgin America will begin new routes from Portland, OR and LAX later this year.

AS will begin flying between Portland and New York JFK on 06 Nov and from Detroit on 30 Aug.

VX will commence a daily service from Los Angeles to Philadelphia on 01 Sep.

The new routes brings AS/VX daily flights at Portland to 130.

Tourico push service

TOURICO Holidays has launched a new push service allowing its distribution clients to build and refresh an up-to-date availability and rates cache.

Partners now have the option of importing and caching Tourico’s inventory - creating an offline, in-house database of available product and prices.

The updates allows users to sell last minute trips, while reducing failed bookings.

Argentina price drop

CHIMU Adventures is offering savings across its range of Argentina tours until 19 Apr.

It’s Highlights of Argentina trip with flights is priced from \$3,695, while some tours have 10% off.



Experience the Kings of Vegas

Travel Daily and Las Vegas Convention and Visitors Authority is giving readers the chance to win one of five double passes to see Harrison Craig’s *Kings of Vegas Lounge Sessions* tour in 2017.

Harrison Craig’s two-hour concert will showcase songs from his Kings of Vegas album performing the hits from the likes of Mel Torme, Nat King Cole, Bobby Darin, Frankie Valli, Elvis Presley and many more.

To enter, simply send a photo of yourself or your team that best represents the ‘Entertainment Capital of the World’ to lasvegas@traveldaily.com.au. The most creative submission each day will win the double pass to the winner’s nearest event venue.



SQ app content

SINGAPORE Airlines has partnered with SITA to debut new technology that enables users of the airline's app to access free digital magazines on their device. By teaming with Adaptive, SQ customers can view a wide selection of up-to-date magazines via the latest version of the app.

Available on both iOS & Android devices, the content can be viewed before, during and after the Singapore Airlines' flight.

SITA DigitalMedia provides not only a better passenger experience but also supports SQ's efforts to go green and reduce paper production and handling.

Stalingrad 75th tour

MAT McLachlan Battlefield Tours is offering a unique and fascinating tour of the Battle of Stalingrad, for the 75th anniversary of the battle.

Running over seven days, the tour begins in the Russian capital of Moscow, with visits to Lubyanka Square, the Kremlin, Stalin's Bunker, Volgograd and Motherland Calls Memorial, to name a few.

The tour costs \$4297pp and includes accommodation, transport, expert guide battlefield tours and most meals.

CLICK HERE for more details.

GK bumps Shanghai

JETSTAR Japan has revised its launch date for its Tokyo Narita-Shanghai Pudong service.

Previously scheduled for 23 Jan, the four weekly service is now set to commence on 02 Jun.



The **Austrian National Tourist Office** (ANTO) is the national tourism marketing organisation for Austria. Our aim is to promote tourism to our country through innovative marketing via our network of worldwide offices. The Sydney branch office is responsible for the Australian market.

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- manage our database

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- possess extensive knowledge of Austria as a tourist destination
- are a digital marketing specialist
- have experience in a similar role in the travel industry for a minimum of three years with online marketing responsibilities

- have completed tertiary education in marketing or tourism
- are able to see the big picture yet pay attention to detail

This all-rounder position includes office administration and IT responsibilities and is based in Sydney with both interstate and overseas travel required from time to time.

An attractive salary and a great working environment await the right candidate.

If you are interested and suitably qualified, please send your resume and covering letter to astrid.mulholland-licht@austria.info

Deadline for submission:
19 April 2017



Wendy Wu global director visits



WENDY Wu Tours welcomed London-based global sales director John Warr to Australia for a fast paced tour of partnering consortias in Sydney, Melbourne and Brisbane.

Meetings included Helloworld, TravelManagers, Flight Centre, Express Travel Group, Magellan, itravel, Travel Partners and Travellers Choice.

"There are exciting times for the company with the potential to grow in line with our current performance," Warr said.

"We had positive feedback

and agreements with proposed strategies to maximise our partnerships across the Australian trade industry."

Warr's visit coincided with the national sales conference in which he spent time with the Australian business development team on the NSW South Coast.

Pictured at Helloworld's head-office in North Sydney from left are Vara Glover, WWT head of sales; Catherine Allison, head of land, cruise & coach product & contracting for Helloworld and John Warr.

Travelport on the move in Syd



TRAVELPORT recently opened a new office in the heart of Sydney, where it remains home to several key business functions that support its airline and agency customers across the Asia-Pacific region.

In its new digs, product, legal, finance, sales, marketing and support teams now have a more flexible way of working together with ergonomically designed sit-to-stand desks, collaborative hot desk areas, high-tech meeting room amenities and improved training facilities for its agency customers.

The new office also includes open areas for hosting events, informal space for general relaxation featuring modern catering facilities & fun elements

such as ping-pong.

Travelport has also invested in top-of-the-line video conferencing facilities to connect its clients and global experts.

MD for the Pacific region Kaylene Shuttlewood said the office relocation was timely as the company embarks on "new and exciting plans to continue supporting its customers' growth and success in the coming years".

Travelport is now located at 580 George Street, Sydney with offices also in Melbourne, Brisbane, Perth and Auckland.

Pictured at the office's opening from left are Travelport's Mark Meehan, md APAC; Kaylene Shuttlewood, md Pacific; Rose Thomson, chief HR office and Gordon Wilson, president & ceo.

APT Travel Group recognises agents at Gala

THE awards ceremony at APT Travel Group's Gala Event in Melbourne last Fri night recognised the VIP agents who in 2016 went above and beyond.

Helen Paulus from Geelong Travel was named ATG's national Highest Selling Consultant 2016, having sold the highest dollar amount of APT and Travelmarvel product in the 2016 calendar year.

The national award for Highest Sales Revenue - Single Location Agency went to Geelong Travel, while the national award for Highest Revenue - Multi-Location Agency went to Phil Hoffmann Travel.

The National Award for Highest Sales Revenue for an online agency went to Our Vacation Centre.

ATG Rising Star Awards went to helloworld Mackay (Queensland), St Ives Travel (NSW/ACT), Flight Centre Eastland (Victoria/Tasmania) and helloworld Belmont (WA/SA/NT).

The awards were presented by acclaimed chef and APT ambassador Luke Nguyen who, along with tennis legend John Fitzgerald, was a surprise guest at the ATG Diamond VIP business sessions held earlier in the day.

From the seminars it was onto the Regent Plaza Ballroom, where Diamond and Platinum VIP agents mingled with travel industry partners, ATG owners the McGeary family and ATG executives at the glittering gala event, hosted by surprise MC Larry Emdur.



APT Travel Group's 20 Year Club - staff who have been with the APT Travel Group 20 years or more - at the event.



THE ATG Sales Team.



LUKE Nguyen and partner Lynne.



HELEN Paulus from Geelong Travel.



KAREN Newbury, State Manager Queensland, with the team from Global Journeys and RACQ.



SURPRISE MC Larry Emdur takes the stage.



THE ATG Gala Event.



PHIL Hoffmann of Phil Hoffmann Travel with Geoff McGeary and ATG Group MD Chris Hall.



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 email appointments@traveldaily.com.au.

Abercrombie & Kent has appointed **Anthony O'Shea** as its new Head of Marketing. His most recent role was Director of Marketing & Communications for Hotham & Falls Creek ski resorts in Victoria.

Neil Mills will take up the new position of Chief Transformation Officer at **Airberlin**. His current role is as Chief Strategy & Planning Officer. Within his new role, Mills will target efficiency and productivity gains to improve the company's market position.

Rakesh Narayanan will lead commercial activities as **Sabre's** Vice President of Supplier Commerce, Asia Pacific. Narayanan has a career spanning over 20 years at Sabre and was most recently Regional Director for Sabre Airline Solutions in South East Asia and India.

Kana Wakabayashi has moved from Tokyo to Sydney to take up the position of Executive Director with **Japan National Tourism Organisation**. Wakabayashi will replace Mariko Tatsumi and brings more than 15 years' experience to the role in promoting Japan.

Hilton has named **Greg Hartmann** as Senior Vice President of Luxury, Lifestyle, Resort and Corporate Development.

Danielle Gregory will start her position as Marketing Manager at **Tourism Fiji's** Auckland office this week. Gregory has come from a contract position with Air New Zealand as well as time spent with Tourism & Events Queensland.

Holland America Line is pleased to announce the induction of **Frits van der Werff** as Vice President of Food and Beverage. Van der Werff will oversee all culinary and beverage operations and was most recently brand performance director at MSC Cruises.

AYANA Midplaza Jakarta welcomes **Philip Ommen** as General Manager. Ommen served as General Manager at Radisson Bali Tanjungbenoa Bali and Thistle Port Dickson resort in Malaysia most recently.

Michael Eccles has been appointed Events and Operations Manager at the **New Star Beach Resort at Cherawing Beach** at Thailand's Koh Samui. Eccles has more than 20 years' hotel and airline experience.

AVPartners has recruited **Mitch Tucker** as Managing Partner at **Sofitel Gold Coast Broadbeach**, a role that will see him responsible for delivering unique and creative conferences, events and meetings.

QR talent search

PERSIAN Gulf carrier Qatar Airways has appointed a headhunter to hire suitable aviation professionals for its proposed airline offshoot slated for India (**TD 13** Mar).

The move comes after the Indian government allowed foreign investors to own up to a 100% stake in local carriers, after FDI regulations were liberalised.

Current protocol restrict foreign airlines (barring overseas airlines) from investing up to 49%.

Moxy enters Austria

MOXY hotels has launched its first hotel in Austria, Moxy Vienna Airport, a 15-minute train ride from the city centre.

The 405-room property is Marriott's 9th Moxy destination.

GlobalCars savings

GLOBALCARS is offering up to \$780 off leases of Peugeot and Citroen vehicles in Italy.

Rates start from \$1,349 for a 21 day lease, for bookings by 28 Apr.

Rebuild a school

WORLD Expeditions has launched its fourth school rebuild project, heading to Nepal to rebuild the Kasi Goan school in the remote Gorkha region.

The school was in the epicentre of the Nepal earthquake on 25 Apr 2015.

The humanitarian rebuild project is administered by the company's not-for-profit arm, the World Expeditions Foundation.

The 18-day Rebuild Nepal: Shree Manjushree Secondary School trek will depart Kathmandu on 25 Nov and costs \$2,490 per person.

New Hahn partners

HAHN Air has announced the integration of 11 new carriers into its global network including eight interline agreements such as Nile Air (NP) from Egypt and Yamal Airlines (YC) from Russia, which can now be ticketed under the HR-169 designator.

Hahn also welcomed two new airline partners and one new ferry partner of the consolidation service Hahn Air Systems.

Thursday 6th Apr 2017

Club Med sales spike for sun destinations

CLUB Med has recorded a 66% increase in last-minute bookings with Club Med Bali (up 160%) and Club Med Maldives (up 174%) proving to be the top two most popular destinations.

"When the weather's horrible, people tend to stay at home and take that time to contemplate happy moments with loved ones in a new destination as something to look forward to," said Madeleine Clow-Suares, Club Med ANZ general manager.

The company sees Australia's erratic weather as the primary reason travellers are packing their bags in search of warmer weather and the beach.

Club Med boasts over 45 premium and luxury all-inclusive sun resorts.

Win tickets to Stockholm

To celebrate the 50th Anniversary of Singapore Airlines' flights to/from Australia, Singapore Airlines is offering Travel Agents in Australia the opportunity to win two return Business Class tickets from Australia to Singapore Airlines' newest destination in Europe, Stockholm!

To win, correctly answer each daily question in April. The lucky winner will have the most correct answers as well as the most inspired final entry. Send your answers to singaporeairlines@traveldaily.com.au



Q2. In the 1970's, Singapore Airlines was the first to give out free headsets for the inflight entertainment system, and offer a choice of meals and drinks in Economy Class. What is the name of Singapore Airlines onboard entertainment system?

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Flanders, Belgium

Discover Two Medieval Jewels in Flanders – Bruges & Ghent.

BRUGES. PICTURE PERFECT

Listed as a UNESCO World Heritage site, Bruges has the best preserved medieval city centre in Europe.

A beautiful canal city, Bruges is best explored on foot, although a canal boat ride is not to be missed.

With cobblestone paths, quaint bridges, swans on the water and horse drawn carriages, the city has a fairytale-like, romantic atmosphere. Not to mention that Bruges has no less than 55 chocolate stores, and De

Halve Mann brewery with a pipe-line running under the medieval streets that the locals tap into.

www.visitbruges.be/en

GHENT, EUROPE'S BEST KEPT SECRET

Ghent quickly charms visitors with its vibrant and wonderful street scapes, packed full of fabulous restaurants, cafes and bars. In the midst of the city sits the imposing 12th century Gravensteen Castle, while the city also features some of the continent's best known art works (including the Ghent Altarpiece, the most stolen piece of art in Europe, as in the movie 'The Monuments' Men'). Ghent is also

home to Europe's only hop on hop off water tram that enables visitors to discover the city's incredible vistas from its two inter-twining rivers.

www.visitgent.be/en

COMING Up Next Edition: 2017 – A special year of commemoration in Flanders as we remember 100 Years of the Battle of Passchendaele.

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