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**VA, Alliance extension**

THE ACCC has extended the period for consideration of the proposed Charter Alliance Agreement between Virgin Australia and Alliance Aviation (TD 14 Sep 16), with the new deadline now set for 31 May.

**Travel advertising surge**

THE Australian travel industry has boosted its collective advertising budget by more than \$70 million as holiday demand hits record levels.

Figures obtained by *Travel Daily* show travel brands increased their advertising spending by more than 12% to \$667 million during 2016, eclipsing the \$593 million spent the previous year.

For the first time Luxury Escapes Travel took top place as the industry's biggest spender, taking the equivalent of \$33.8 million in advertising time and space.

The figures saw the deals provider overtake previous top spender APT (TD 05 Apr 2016) at \$27.9m, as well as Scenic's \$26.1m, Flight Centre's \$25.5m and Webjet at \$24.7m.

Others in the top 10 were Trip A Deal at \$21.5m, Ignite Travel at

\$18.9m, Helloworld with \$17.5m and Qantas at \$14.2m.

The data is calculated by Nielsen and shows the rack-rate value of ad spends across major media including TV, radio, press, cinema and digital.

The figures do not include volume discounts and so do not reflect actual spends, but provide an indication of overall activity and the position of individual travel brands.

Among the airlines, Qantas was followed by Jetstar at \$11.6m, Virgin's \$8.4m and Tigerair's \$1m.

Tour operators showed surprises including Bunnik Tours with \$6.9m, not far behind the Globus family of brands at \$7.9m, which includes Avalon Waterways, and overtaking the Travel Corporation's \$5.8m which also includes Uniworld.

South Australia topped the state tourism bodies at \$8.6m, ahead of Western Australia's \$5.1m.

Cruise spending was led by the six Carnival Australia brands which together represented \$18.4m, followed by Royal Caribbean at \$11.6m and Norwegian Cruise Line at \$1.5m.

For more on the cruise lines, see today's *Cruise Weekly*.



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**Star to leave today**

**NORWEGIAN** Cruise Line has confirmed that its *Norwegian Star* is expected to depart from Melbourne this afternoon after repairs to its azipod propulsion system are completed.

"All guests are comfortable and enjoying the ship's amenities or time ashore in Melbourne. A small number of guests have chosen to disembark," NCL said.

After cruising to arrive in Auckland on 18 Feb the vessel will resume her scheduled itinerary, the company confirmed.

**Qantas cto departs**

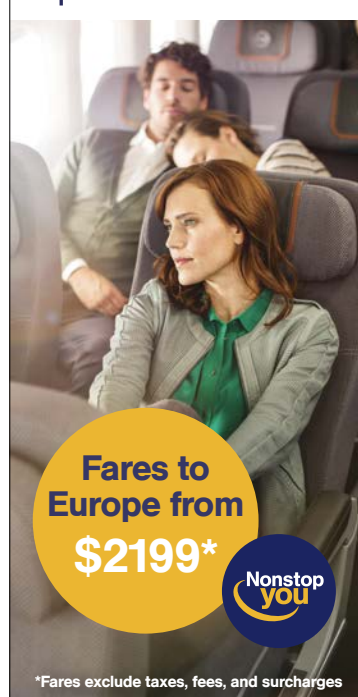
CHRIS Taylor, who has been chief technology officer at Qantas since Jan 2014, has resigned to take up a new overseas role.

Taylor will leave in May, with the carrier running an "international search" for his replacement.

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Tuesday 14th February 2017



## Trips to Europe, Dubai up for grabs!

**SOME** lucky *Travel Daily*, *Cruise Weekly*, *Business Events News* and *travelBulletin* readers will be jetting off to Europe and Dubai courtesy of Emirates this year, with EK once again the major sponsor of our wildly popular footy tipping competitions.

Registrations are now open for industry staffers wanting to participate in the comps which cover Super Rugby, AFL and NRL.

Each week there are also travel vouchers up for grabs courtesy of Expedia TAAAP for the top tippers in each competition.

Participants from previous years can simply re-log in this year into each tipping comp website to take part, while new tippers can also register at no charge.

Sign up for each code by clicking on the relevant logo below.



## SeaLink H1 profits up 56%

**SEALINK** Travel Group today announced an EBITDA for the first half of FY17 of \$26.7 million, jumping 56% compared to the same six month period in 2015.

The South Australian-based company said it set record sales and profit in all its businesses, which include Kangaroo Island SeaLink and Captain Cook Cruises (CCC) operations in NSW and WA.

Highlights of the period include a strong international tourism demand, growing at 11% per annum and the roll out of new innovative IT solutions and mobile ticketing applications.

SeaLink reported patronage on the *MV Murray Princess* was higher than the same period last year, with sales up 14% in H1.

Sydney sales on CCC rose 12%, boosted by an increase in dining cruises, with Japanese patronage from the higher yielding visitors seeing "significant improvement",

but demand from Chinese groups had "softened".

Patronage on CCC's White Bay Int'l Cruise ship pax terminal service to and from Barangaroo is "growing steadily."

The firm said it is well-positioned to improve on its FY2016 result in H2 and is performing in line with the company's expectations.

Focus areas for the remainder of the year include the continual development of premium tourism products, SeaLink added.

## NTIA nominations

**THIS** is the final week for nominations for the 2017 National Travel Industry Awards, with the final deadline being this Fri 17 Feb at 5pm.

Nominees will be announced on Mon 13 Mar 2017, with voting to commence the following day.

[Click here for nominations](#)

## VA expands J class

**VIRGIN** Australia will next month roll out its domestic Business class cabin on 14 more routes across Australia.

Effective 01 Mar 2017, the additional regional flights, when operated by Boeing 737-800 aircraft, will feature the Business class cabin which offers eight luxury leather seats in a 2-2 configuration and "gourmet in-flight menu designed by resident chef Luke Mangan".

The extra VA Business class routes include flights from Brisbane to Proserpine and Rockhampton; Broome, Newman, Kalgoorlie, Port Hedland and Karratha to Perth; Launceston to Sydney and Melbourne; Melbourne to Mildura; and Sydney to Ballina, Coffs Harbour and Hervey Bay.

Business class fares for the additional regional routes are now on sale via GDS for travel commencing 01 Mar.

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## oneworld considering LCCs

**THE oneworld** alliance is reportedly considering adding low-cost carriers to its membership as it moves to fill gaps in emerging markets.

Regions including Africa, India and China are currently under-represented in the oneworld stable, compared to the larger groupings Star Alliance and SkyTeam which have large carriers based in those markets.

*Bloomberg* reports that oneworld ceo and former Helloworld boss Rob Gurney is re-evaluating the group's position on low-cost airlines.

Gurney said the alliance was in "formative" talks with possible new airlines in Africa but was not yet pursuing recruits in India or mainland China, although it would "absolutely" like to be working with airlines based there on the right terms.

The alliance, which includes Qantas, British Airways and American Airlines, would consider how to accommodate low-cost carriers without impacting existing members, Gurney said.



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### TD's 10% commission

**PERTH-BASED** boutique tour operator Travel Directors (TD) has announced it will offer agents 10% commission when booking its range of high-end tours.

Travel Directors has a collection of 25 unique trips to off-the-beaten track destinations such as Armenia, Slovenia and Iran.

### DoubleTree for NZ cap

**HILTON** Worldwide will expand its presence across the ditch with the addition of the DoubleTree by Hilton Wellington expected to launch by the end of the year.

The 108-room, 4.5-star DoubleTree by Hilton Wellington will be located within the seven-storey T&G building in the CBD.

Hilton's vp of development Australasia Robert Scullin said the Wellington property "is integral to our regional portfolio expansion for the country".

### TTW realignment

**TRAVEL** the World (TTW) has promoted long-standing staffers Juliana Higgins and Sharon Hando to the roles of national marketing & product manager and national sales manager respectively.

The advancements come ahead of the amicable departure of Deb Corbett to Ponant next month.

Sussanah Teng has taken on the position of national marketing and product executive in a support role to Higgins.

### NZ South Africa VACs

**NEW** Zealanders planning to travel to South Africa have been given some reprieve to visa requirements adopted last year which saw it necessary for them to visit the High Commission in Wellington (**TD** 21 Dec).

The South African High Commission has launched two South African Visa Application Centres (VAC), run by VFS Global, in Wellington and Auckland.

The VACs will offer an easier, more accessible visa application process, with the help of an appointment-based system, fee collection and secure dispatch.



**IT MIGHT** bring relief to some and heartache to others, but a court in Islamabad yesterday imposed a ban on Valentine's Day throughout Pakistan.

In what might strike alarm among marketers of Valentine's Day deals and promotions, the country's High Court has deemed the international day of romance is not an Islamic tradition and must cease.

Festivities have been banned in public and media instructed not to report on the day.

The *BBC* says the court's action followed a petition which asserted the annual event promoted immorality, nudity and indecency.

The ban doesn't affect shops and restaurants, but does cover government offices.

### CA seeks SZX/LAX

**AIR** China has sought approval from US authorities to launch new thrice weekly Shenzhen-Los Angeles flights starting 06 Jul.



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## SLH annual showcase rolls in



**SMALL** Luxury Hotels of the World international member properties have been in Sydney and Melbourne this week for the annual SLH Roadshow.

The event offers a platform for Small Luxury Hotels members to provide an update to travel industry partners with the latest news and developments of their respective hotels and resorts.

**Pictured** at ARIA Restaurant

in Sydney from left are Svetlana Jovanovic, The Unique Tourism Collection (UTC); Francesco Ferruzzi, Hotel Lord Byron, Rome and Hotel Regency Florence; Diana Kaler, The Arch London; Peter Nieuwland, Francois Gelly, Hotel Belles-Rives and Hotel Juana, Antibes; Nira Caledonia, Edinburgh; Mauro De Riso, Halcyon House, Cabarita Beach (NSW) & Jonica Paramor, UTC.

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## G Adv summer sale

**DISCOUNTS** of between 10% and 20% are being offered on G Adventures itineraries departing between now and 31 Dec under the 'Endless Summer Sale'.

Trips vary in length and style, with destinations including Spain, Vietnam, Mexico, Peru, sailing the Greek Islands and more.

The promo runs until 28 Dec.

## RCI South Pac savings

**ROYAL** Caribbean is offering a 45% saving on select South Pacific cruises on *Explorer of the Seas* and *Voyager of the Seas* - ships dedicated to sailing Pacific voyages across the summer.

Itineraries on the "South Pacific Sisters" include destinations such as Mystery Island and Port Vila in Vanuatu, Noumea and Isle of Pines in New Caledonia, as well as Suva and Lautoka in Fiji.

*Explorer's* 13-night South Pacific & Fijian Bliss voyage on 09 Apr is priced from \$1,299ppts.

## Games Minister Jones

**QUEENSLAND'S** Minister for Education, Tourism & Major Events Kate Jones has had her portfolio expanded to include Minister for Commonwealth Games.

The move was welcomed by the Queensland Tourism Industry Council's chief Daniel Gschwind who said Jones had "earned the respect and trust of the State's tourism industry" in her current ministerial roles.

"The Commonwealth Games portfolio is a natural fit for Ms Jones alongside her existing work within the tourism and education industries," Gschwind said.

## TAP adds Abidjan

**ABIDJAN** in the Ivory Coast will be the seventh destination added to TAP Portugal's network in 2017, with the route from Lisbon set to be re-launched on 17 Jul after a 15 year hiatus.

Services will operate on a four weekly basis.

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Go wild in Africa or explore other adventure destinations in the February issue of *travelBulletin*.

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**travelBulletin**



## Jetstar scores Kiwi coup

**JETSTAR** has secured a lucrative 10-year deal with the New Zealand Government to become a contracted supplier.

The deal begins 01 Mar and is the first time the low-cost carrier has been included among air providers to New Zealand's public servants and government officials.

Parent company Qantas is a supplier under an existing contract and will continue to offer trans-Tasman and int'l flights, while Air New Zealand is reportedly one of several airlines in discussions to remain among providers.

Jetstar's entry to the public sector arena follows a government decision to seek new contracts in response to increased competition with airlines.

Jetstar Group ceo Jayne Hrdlicka said the airline was now firmly established in New Zealand and able to provide the government

with domestic jet and regional travel alongside Qantas' trans-Tasman and long-haul services.

"This is great news for New Zealand taxpayers," she said.

"Government officials and employees will now be able to travel with Jetstar's low fares for domestic and regional flights."

Jetstar launched its domestic services within New Zealand almost eight years ago and now offers up to 500 flights a week on 11 routes.

"We've continued to invest in the market, adding 600,000 seats on our new regional network, and we now carry well over 2 million domestic passengers every year in New Zealand," Hrdlicka said.

### Airbnb Lux Retreats

**AIRBNB** is reportedly in talks to buy Canadian accommodation service Luxury Retreats in a move to add high-end holiday rentals to its portfolio.

The Montreal-based service has more than 4,000 properties in its portfolio and is understood to be valued at up to \$300 million, *Bloomberg* reports.

Luxury Retreats offers villas, chalets and other homes in 90 markets and generates about \$150 million in annual bookings.

Airbnb said it was "always looking" for new options but had yet to make an announcement.

### Zoom has lift off

**INDIA'S** newest regional carrier Zoom Air will begin its first commercial operations from tomorrow, flying from New Delhi to Durgapur via Kolkata.

The full-service airline will operate with Bombardier CRJ-200 twin-engine jet with 50 seats.

Other flights will serve the city of Chandigarh from New Delhi, while destinations such as Amritsar will be introduced later.

## Maxim's into Magellan



**MAGELLAN** Travel Group (MGT) has today revealed that corporate travel management company, Maxim's Travel is the latest signing to the group (*TD* yest).

Sydney-based Maxim's Travel is an award winning firm, owned and operated by Chris Goddard.

Goddard said MGT provided Maxim's with a holistic solution to meet its economic & positioning objectives following a strategic alignment review of its travel and event management businesses.

"I am very much looking forward to partnering with Magellan, I see this as a best fit for membership for my business moving forward," he added.

Magellan Travel Group ceo Andrew Macfarlane said he was "thrilled" to have Maxim's aboard

as the firm continued to expand its corporate membership ranks.

"The signing of Maxim's & other soon to be announced corporate members highlights the appetite that is out there for agencies, both leisure and corporate, seeking greater transparency, value and partnership from their chosen travel group."

National manager Magellan Corporate Scott Darlow said the arrangement "further vindicates the decision we made to provide additional value-adds, services and support specifically to the corporate travel management sector".

A joining date is to be advised.

Goddard (left) is pictured with Scott Darlow, national manager Magellan Corporate.

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Applications close Friday 17th February 2017.

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## AccorHotels World Cup pact



**ACCORHOTELS** has been named the Official Accommodation Partner of the Rugby League World Cup 2017 (RLWC2017) which will take place in Australia, New Zealand and Papua New Guinea from 27 Oct

through until 02 Dec.

The partnership will see AccorHotels be home for the teams, officials and tournament organisers in every Australian and New Zealand host city, across hotel brands including Pullman, Novotel, Mercure and ibis.

Chief operating officer AccorHotels Pacific Simon McGrath said the company was delighted to have been selected and the properties were "looking forward to providing the very best in service" for the cup.

**Pictured** above are Andrew Hill, ceo of RLWC2017 and Simon McGrath signing the pact.

## BKK Sakura Lounge

**JAPAN** Airlines will open its newly renovated Sakura Lounge at Bangkok Airport on 01 Mar.

The refreshed space will feature a new layout and additional shower suites while revamped menus will be provided by Japanese restaurant NIPPON-TEI.



**Regional Sales Manager, Queensland**  
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If you feel you meet the criteria above and this sounds like your ideal role please apply by sending a short covering letter and your resume to: [jobsau@vikingcruises.com](mailto:jobsau@vikingcruises.com)

Only suitable applicants need apply.



## AFTA update

From AFTA's chief executive, Jayson Westbury



A **VERY** happy Valentine's Days to everyone in the travel industry and while I am not a romantic type of person, it might be a good idea to at least acknowledge the person in your life on this day.

Over the weekend CLIA held its 16th Annual Cruise Industry Awards and for the first time in a long time I was unable to attend in person. That is because I was headed to London to take up the issue of the ALG Collapse with various authorities and the administrator. I am a little curious as to what might be done to support Australian consumers and travel agents who have been caught in what is clearly a very large collapse. I do not think that the ALG collapse casts a negative reflection on the cruise industry, I think it is just a matter of poor management by those in charge at ALG.

But back to the CLIA awards. An enormous congratulations goes out to Carole Smethurst of Bicton Travel for her entry into the CLIA Hall of Fame. This sort of industry acknowledgement is of great importance as it is inspirational to so many and clearly Carole's energy and effort towards the cruise sector has made a difference. A further congratulations to all the winners on the night, there is no doubt that the "CLIA's" is building year-on-year which is more than a reflection of how important Cruise is for the Australian travel industry and indeed travel agents.

Having not been present on the night, I wanted to also express publicly my personal thanks for the soon to depart Brett Jardine, commercial director at CLIA. Brett joined CLIA about the same time as I joined AFTA and he has been a steadfast, loyal, outstanding and respected friend to both me personally and AFTA during his entire tenure at CLIA. He has done such an amazing job of elevating cruising in the Australian market and his unwavering support of travel agents is a testament to his belief that with cruise, travel agents will all have a great future. I wish him all the very best for the next wonderful phase of his life and I am sure that everyone in the travel industry feels the same way.

## DoTalk app launch

**AUSSIE** app DoTalk has launched the first free messaging app to provide real time and accurate translation of up to 90 different languages.

The app, which was invented in Cairns, is available across all iOS and Android smartphones and can translate via text or voice.

**CLICK HERE** for more info.

## Harnn Spa closure

**HARNN** Spa at Ramada Hotel & Suites, Noumea has closed for business, effective immediately.

The resort is yet to advise when it will be re-opening.

## Sydney hotels full

**THE** Sydney hotel industry has reported 82.1% occupancy for Jan 2017, according to STR prelim analysis, up 1.1% on Jan 2016.

STR noted the figure was impressive given the city had experienced much supply growth.

A key factor in strong Jan occupancy was the Amway China Leadership seminar held in the city which welcomed 8,000 international delegates.

## Disney tkt prices up

**TICKET** prices at Disney theme parks in Florida and California will be increasing up to 4.9%.

Florida's Walt Disney World is seeing off peak, daily prices jump from US\$97 to US\$99, while mid-season and peak day admission prices are up by US\$5 to US\$107 and US\$119.

An off peak ticket at Disneyland California or Disney's California Adventure has gone up US\$2 to US\$97 while the peak day prices have risen by US\$5 each to reach US\$124, it's reported in the US.

## WestJet Quebec focus

**CANADIAN** carrier WestJet is upping capacity in Quebec by 74%, adding 105 more flights per week in the province.

On 15 Mar the carrier will launch a twice-daily service between Montreal and Halifax, on 15 Jun it will inaugurate a route between Montreal and Quebec City and on 15 Oct it will begin a twice daily service between Montreal and Boston.

There will also be several existing flight frequency increases across the Quebec region.

## Departures dipped in Dec

**SHORT-TERM** resident departures from Australia decreased 0.3% in Dec this year in trend terms, with outbound travel having only grown 1.7% in the last 12 months, according to Australian Bureau of Statistics figures released yesterday.

Year-on-year the fastest growing destination in the top ten was India, up 9.7% followed closely by Japan which is up 9.3%.

Travel to Indonesia seems to have stabilised, down 1% over the last 12 months, while departures to the USA are up 0.7% and the UK showed a 1.9% decline.

The biggest yearly drop was travel to Thailand which is down 5.8% over the last 12 months.

Arrivals continued to increase,

with a 0.2% monthly uplift and yearly growth of 8.7% compared to Dec 2015.

New Zealand was Australia's top source market with 128,500 arrivals during Dec, followed by the UK with 116,800 and then China with 98,800 for the month.

The ABS noted that Chinese residents made 1.2 million short term trips to Australia - compared to just 500 in 1976, making it the fastest growing source market over the last 40 years.

Strong growth in visitation to Australia was also seen from Vietnam (from 100 in 1976 to 70,500 last year); the UAE (100 growing to 40,900 over the last 40 years) and South Korea (from 1,200 to 286,000).



This month Travel Daily, Tempo Holidays and Tourism Ireland are giving agents the chance to win a trip for two to Ireland.

The winner will travel on a luxury coach around Ireland for a week, and the prize includes return flights.



To win, show your Irish spirit by dressing up in your best St Patrick's Day outfit and send a photo through. Best photo wins! Get your whole office involved! Send entries to [tempo@traveldaily.com.au](mailto:tempo@traveldaily.com.au)

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## Quest Port Adelaide opening



**THE** Premier of South Australia Jay Weatherill joined Port Adelaide Premiership player, Chad Cornes to officially open Quest Port Adelaide last week.

Weatherill welcomed Quest's investment in South Australia and said it was an endorsement of the state's growing tourism industry.

"It is further evidence, bricks and mortar evidence, that Port Adelaide has a bright future and that our visitor economy is thriving," he said.

The 103-key property is within walking distance of the South Australian Maritime Museum, National Railway Museum and the South Australian Aviation Museum, with easy access to Osborne, West Lakes and the Techport precinct.

### ASF Gold consultation

**PROGRESS** for ASF investment group's \$3 billion Gold Coast Integrated Resort is underway with consultation to start between the Queensland Govt and the Gold Coast community.

ASF will be hosting a Gold Coast Business Opportunities Event on Thu, 02 Mar to meet and discuss supply opportunities with local businesses.

The project is set to feature multiple five and six star hotels, a casino, waterfront piazza, restaurants, theatres, shows and entertainment, luxury and boutique retail precincts and generate more than 13,000 jobs in the area.

**Pictured** above are Chad Cornes, Jay Weatherill, Gustavo Romero, franchisee; Daniel O'Hare, franchisee & Zed Sanjana, Quest Apartment Hotels ceo.

## Money

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

**\$1AUD = US0.761**

**THE** Australian dollar was lower overnight as markets looked ahead to tonight's testimony from US Federal Reserve chair Janet Yellen.

The Australian dollar fell 0.4% against the greenback as it dropped from three-month highs. The Aussie's largest losses were -0.6% against the British pound and -0.3% against the Japanese yen.

The AUD saw smaller losses versus the NZD as it remained near three-month highs and was flat versus the euro as the European currency faced another night of selling.

Wholesale rates this morning.

US	\$0.761
UK	£0.608
NZ	\$1.057
Euro	€0.719
Japan	¥86.63
Thailand	฿26.61
China	¥5.213
South Africa	R10.115
Canada	\$0.992
Crude oil	US\$53.86

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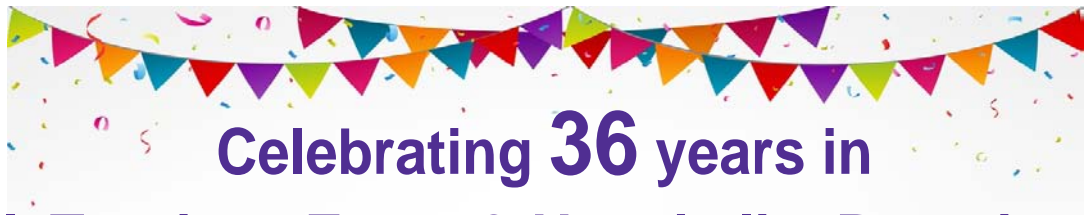
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### Sales / Account Manager - Technology

Sydney CBD

**Excellent Salary package on offer!!**

This travel technology leader is a major player in back to mid office travel systems. They embrace innovation and have a very low staff turnover. In this role you will maintain existing relationships and target new potential users of the product whilst seeking opportunities for further product development within the travel technology space.

- Growth prospects
- Account mgt/BDM mix

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### Executive Manager - Travel Industry

Sydney

**Salary from \$150 - \$200K + super**

A fantastic opportunity not to be missed with an innovative global player in the Travel Industry. This role involves overseeing a small team of managers where you will drive growth, deliver to targets and influence the direction of the business. You will guide and mentor your team throughout Sydney, with some employees remotely located. Previous Snr Mgt experience within the industry is essential.

- Global Player
- Strategic Mgt role

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### Fares and Ticketing Consultant

Sydney

**Salary to \$45K + super**

Get your weekends back! Work Monday to Friday only! Our client is a leading Consolidator that offers stability as well as ample career development opportunities across three independent business divisions. As a Fares and Ticketing Consultant you will support retail travel agents and direct clients with fares and ticketing enquiries. Must have reservations & ticketing exp. with strong airfares.

- No weekends!
- Market leader

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### Product Coordinator - Luxury Inbound

Sydney

**Salary from \$55K + super**

A niche company with a luxury product range that creates interesting and unique itineraries. Varied role including but not limited to; loading rates & updating website, producing product/tariff manuals, design, cost & quote suggested itineraries for overseas agents, participation at product seminars & fam events across Australia. Must have a background in Inbound Travel. Product exp. an advantage.

- Monday-Friday only!
- Lively office environment

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### Sales Executive - Airlines

Sydney, to \$70K + super + benefits

Global airline flying to over 100 destinations in 20 countries. Exp. Sales Exec needed to support a portfolio of trade accounts including TMC's, corporate & retail agents. Deliver product updates, trade shows, fams & new business.

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A brand with a solid reputation offering set tour departures and the ability to custom design itineraries. Oversee all air product negotiation & distribution as well as quality control & providing training on fare information for the sales staff.

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