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First with the news

Monday 30th January 2017

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Veriu Hotels debut

A NEW furnished apartment accommodation provider built on a 'ScandAustralian' (Scandinavian/Aussie) design will use Sydney as the launchpad for a national roll out of its concept.

Veriu Hotels will initially consist of five inner-city properties in Broadway, Central, Randwick, Green Square and its debut location in Camperdown, set to open in Apr, the AFR reports.

Each Veriu hotel will consist of between 20 and 120-rooms, and are pitched at the niche market between Airbnb and traditional serviced apartments.

Etihad incentive

AGENTS ticketing Etihad flights with Consolidated Travel to Europe between 25 Jan and 14 Feb have the opportunity to win vouchers with the carrier.

Vouchers range in value from \$30 for flights booked in Economy class to Europe up to \$200 for Business & First tickets to London/Dubai - more on [page 7](#).

Further BA strikes

BRITISH Airways is advising customers that further periods of industrial action by the Mixed Fleet Union have been scheduled over the coming weeks.

Strikes will occur between 05-07 Feb and between 09-11 Feb, with BA saying it would "once again ensure that all our customers will travel to their destinations."

Contingency plans will be made public tomorrow.

QF/AA to reapply to DOT

QANTAS boss Alan Joyce has confirmed the Australian airline will make a fresh pitch to the Trump administration to spruik the benefits of a stronger alliance with American Airlines.

The oneworld member carriers will aim to overturn the tentative ruling by the previous Obama administration, under which the Dept of Transportation indicated the venture could potentially harm competition on the Australia-US route (TD 19 Nov).

On Sat, QF/AA said they would re-file an application to seek anti-trust immunity in the coming months having carefully reviewed the DOT's Show Cause Order.

"It's both airlines' view that the DOT's decision didn't take into account precedent, intense competition on trans-Pacific routes, or the benefits that a closer relationship between Qantas and American has already delivered, including two new

routes," QF said in a statement.

"The new application will make a strong case for the full consumer, tourism and trade benefits that would come with anti-trust immunity."

In response to the DOT's Show Cause Order, Qantas will wind back its codeshare arrangement on American Airlines services on the Sydney-Los Angeles route for new bookings from 01 Feb.

Effective 01 May, QF will also alter the Qantas Frequent Flyer policy with AA to bring it in line with other oneworld carriers.

Qantas said the changes won't impact customers on AA's flights to LAX between 01 Feb & 30 Sep, and guests travelling after that date would be re-accommodated on QF-operated flights.

Codeshare services on non-overlapping routes, including AA's Auckland-Los Angeles route and over 130 domestic AA services will not be impacted.

OZ Focus NZ training

NOT-FOR-PROFIT organisation Tourism Focus Group, the parent company of OZ Focus, will expand its program for travel agents to include product update events on suppliers in New Zealand.

OZ Focus was created in 2013 and is comprised of a collective of hoteliers, wholesalers and travel product suppliers.

The first NZ Focus event will take place in the Hills District, NSW on 06 Mar.

MEANWHILE, OZ Focus' next Australian Domestic Trade Events are organised for 21 Feb in both Penrith & Perth, and also on 22 Feb in Sydney - see [ozfocus.org](#).

Today's issue of TD

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

- Air Tickets incentive
- AA Appointments jobs
- Consolidated/EY promo
- Women for Women

Air Tickets UA push

HELLOWORLD'S Air Tickets is running an incentive to win two United Polaris Business class tickets to the USA, along with a \$1,000 Viva! Holidays voucher.

From today until 26 Feb, agents who sell at least one UA flight between Australia and the USA have the chance to win.

There's also a weekly Apple iPad giveaway and prizes for the agency with the highest growth in sales - see [page five](#) for details.

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Star Mirage sale

THE Star Entertainment Group is expected to announce today it has finalised its purchase of the Sheraton Grand Mirage on Queensland's Gold Coast.

The \$140 million sale was reportedly completed late on Fri, avoiding court action that had been instigated after parties failed to close by a deadline that lapsed in Dec.

The *Gold Coast Bulletin* today reports a refurbishment is now likely, with a Star spokesman quoted as saying enhancements would be "sympathetic to the character of an area that has a special place in the hearts of the Gold Coast community".

The purchase has been made in a joint venture, with Star owning 50% and partners Chow Tai Fook and Far East each with 25%.

Aussies hit by Trump ban

THE Federal Government has confirmed Australian travellers with dual nationalities may be among those hit by US travel bans imposed at the weekend by the new Trump administration.

Australian citizens who are also nationals of seven affected countries - Iran, Iraq, Sudan, Yemen, Somalia, Libya and Syria - may be denied entry to the US under the new policy, which prompted a diplomatic backlash yesterday and protests at US airports including JFK and LAX.

Qantas has announced it will allow refunds or destination changes to affected passengers, which agents can arrange via the airline's Industry Service Centre.

Other airlines have urged travellers to ensure they have

valid documentation before attempting travel to the US.

The Department of Foreign Affairs and Trade has not yet updated travel advisories for the US, but said the Australian embassy in Washington had engaged with US officials to discuss implications for Australians, including those with dual nationalities.

"Travellers are advised that visa and other entry and exit conditions can change at short notice," DFAT said.

"Travellers should contact the nearest Embassy or Consulate of the United States for the most current information."

B&TB to Australia

LONG-RUNNING US soap *The Bold and the Beautiful* will shoot a special anniversary episode in Australia next month in a partnership with Qantas and Network TEN.

Eight characters will fly with Qantas for the shoot, which will include Aussie actor Ashleigh Brewer who plays the part of Ivy and was previously known as Kate Ramsay on *Neighbours*.

Qantas spokesperson Olivia Wirth said the national carrier was excited to help put Australia in front of the show's worldwide audience as part of its investment in tourism marketing.

Crystal to Port Arthur

CRYSTAL will make maiden calls at new Australian ports including Port Arthur and Kangaroo Island as part of its 2019 season.

The line has announced its full 2019 program including 260 voyages aboard its eight ships.

Crystal Symphony will sail to Tasmania as well as other new ports in Taiwan, Japan and the Netherlands, while *Crystal Serenity* will call at Kangaroo Is.

More details in tomorrow's *Cruise Weekly*.

AA 2016 results

AMERICAN Airlines has announced a net profit of US\$289 million in the three months to Dec 2016, down from the same period in 2015 when it posted a net profit of US\$3.3b thanks to a US\$3 billion tax break.

The airline's full year net profit was US\$2.7 billion and largely in line with market expectations.

Total revenue per available seat mile was up 1.3 per cent year-over-year, the first increase since the fourth quarter of 2015.

AA chairman and ceo Doug Parker said product investments were showing up in the airline's unit revenue performance.

"We had the largest improvements in unit revenue among our competitors and as we look forward we continue to see strong demand," he said.

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Seven Seas 2018-19

REGENT Seven Seas Cruises has unveiled its 2018-19 cruise program, including a 36-night circumnavigation of Australia and a call at Broome for the first time.

Seven Seas Mariner will make the round-Australia sailing from Sydney, departing 15 Dec, 2018.

The line's overall program includes 113 itineraries aboard its four ships, including visits to 28 maiden ports.

Seven Seas Explorer will return to Europe next year for a second summer before offering its first cruises in Africa.

Bookings are now open - for more info, [CLICK HERE](#).

Delta technical issues

THOUSANDS of Delta Air Lines passengers have taken to Twitter to vent their anger after the carrier suffered a system outage.

Delays of up to five hours have been reported at Delta's primary US hub, Atlanta.

"We're experiencing technical issues. Our teams are working to resolve this as quickly as possible. We apologise for any inconvenience," Delta said.

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The Northern Territory's annual roadshow NT Muster is back! Meet the people behind our awesome product, and feel inspired as we show you some of the Territory's best events and festivals.

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TICT urges funding

THE Tourism Industry Council Tasmania (TICT) is calling for an increase in Tourism Tasmania's destination marketing budget.

In the organisation's pre-budget submission, it said the \$16.5 million annual marketing budget was "rudely deficient compared to comparable Australian destinations" and pushed for an increase to \$20m a year, *The Advocate* is reporting.

The TICT also wants \$8 million to be dedicated over two years to the Tourism Infrastructure Program and \$15 million be put towards the Cradle Mountain Master Plan.

MEANWHILE, a \$50 million hotel and hospitality development at Kangaroo Bay in Tasmania has been given the go-ahead from the Council.

The project includes a 120-room four- to five-star hotel and a hospitality training school run by TasTAFE & Shandong Chambroad.

Borneo boat accident

FIVE Chinese tourists and one Malaysian crew member are missing after their boat sank off the coast of Borneo over the weekend, *Reuters* is reporting.

A total of 31 people, including 28 Chinese tourists, a skipper and two crew members were on board when the vessel sailed out of Kota Kinabalu on Sat.

The catamaran was heading for the tourist spot Mengalum island when it ran into rough seas.

Trafalgar Acclaim

THIS year's Trafalgar Acclaim Achievers trip will be held in South America.

Agents can earn one of 40 seats by accruing one point for every guest booked on a 2017 guided holiday between now & 31 May.

The 30 agents with the most points will secure a spot, along with 10 who show loyalty, support and growth & the one top selling agency of South American trips.

EK Newark backlash

THE Partnership for Open & Fair Skies in the US, led by three legacy carriers - American Airlines, Delta Air Lines & United - has slammed plans by Emirates to launch flights between Dubai and Newark, via Athens (**TD** Tue).

Over the past few years, the collective has claimed Gulf carriers Emirates, Etihad Airways and Qatar Airways have received "unfair benefits" from the gov't's of Qatar and the United Arab Emirates, enabling their rapid expansion across America.

The group's chief spokesperson Jill Zuckman last week said EK's planned fifth freedom route to Newark "flagrantly violates" its Open Skies agreement with the United States.

"We look forward to working with President Trump and his team to enforce these agreements and protect American jobs - something that the Obama administration failed to do."



Window Seat

FLIGHT Centre managing director Graham "Skroo" Turner which now has a beer named after him being served on tap in Brisbane bar, Hop and Pickle.

Dubbed 'Skroo's Broo', the limited edition beer spurts from a tap adorned with the face of Skroo himself (**pictured**).

Flight Centre tweeted: "It's official. @SkrooTurner is the most chilled, refreshing managing director ever".



Chinese New Year Sale

It's the Year of the Rooster

Singapore, Hong Kong, Shanghai and Beijing all on Sale

Visit qantas.com/agents to find out more.

*Sale ends 23:59 (AEDT) 31 January 2017, unless sold out prior. Conditions apply.



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Brochures

WELCOME to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure of which you'd like to make the industry aware, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



G Adventures - National Geographic Journeys
This year's brochure features a whopping 20 new trips. One of these is the 10-day Alaska Journey, which includes coastline vistas, encounters with wildlife and North America's tallest mountain peak Denali. All tours place an emphasis on discovery, storytelling, local immersion and social good. Each trip is led by a knowledgeable local guide known as a chief experience officer and is filled with opportunities to connect with local cultures.



Qantas Holidays USA 2017-18
Qantas Holidays has released a dedicated USA brochure for 2017-18. This is a first for Qantas, with the USA previously combined with the Canada & Alaska program. Look inside for a significantly expanded range of accommodation and tour options. New for 17-18 are a selection of attraction passes including the popular CityPass and GO card which are available in a wide range of cities, the Anaheim VIP Dine 4Less Card and Kids Eat Free card. Also contained in the catalogue are details on the Cruise American Motorhomes along with a new selection of National Parks extended tours. New 'foodie' day tours in Las Vegas and New York City debut in the program.

MU WUH/SYD debut

SYDNEY Airport has welcomed the launch of new direct, thrice weekly China Eastern Airlines services from Wuhan which commenced on Sat.

The route, operated by Airbus A33-200 aircraft is expected to bring 21,500 visitors to Australia and \$86 million in additional visitor expenditure per year.

Wuhan is the provincial capital of Hubei and is the most populous city in Central China.

Yukon tourism boost

YUKON Tourism in Canada has received close to CA\$3 million in government funding to support the marketing of the destination.

One million dollars in federal funding over three years will help connect First Nations artisans with business development and tourism, while \$1.8 million over two years will go towards the Yukon Now tourism marketing campaign.

TUTC into Virtuoso

THE Ultimate Travelling Camp (TUTC) has been accepted as a member of the Virtuoso network.

TUTC operates "super luxury camps" in parts of India.

Chief operating officer of the mobile luxury camping group Rajnish Sabharwal said he was "delighted" to be accepted into Virtuoso's "rich portfolio".

"With this prestigious association we aim to leverage the group's extensive network," he said.

Perth Prem League

PERTH Stadium has secured an international match with Chelsea Football Club in 2018.

The game is expected to attract 15,000 interstate and international visitors generating about \$15 million for the WA tourism industry.

The deal was struck by Tourism WA in conjunction with Perth Stadium Operator VenuesLive.

Viceroy recruits ceo

JEFF Smith has been promoted from his role as vice president of finance at Viceroy Hotel Group to chief financial officer, effective immediately.

Qantas unveils LAX facility



Europcar car sharing

EUROPCAR Group has expanded its position in the car sharing market with the recent acquisition of Milan-based car sharing service GuidaMi by Ubeeqo.

Deputy ceo sales, marketing and customers at Europcar Group Fabrizio Ruggiero said the new purchase marked a key step in the company's drive "to become a global mobility solutions leader".

Ubeeqo's mobility app will also be available for the Milanese allowing users to both book and pay for solutions like car sharing, car rental and taxi/chauffeur services.

QANTAS has unveiled its new aircraft maintenance facility at Los Angeles International Airport. The US\$30 million hangar is one the largest of its kind in North America and the first to cater for an Airbus A380.

The site will be used to carry out maintenance on Qantas' A380 and Boeing 747 and will also welcome Qantas' new Boeing 787-9 Dreamliner when it enters service in late 2017.

Pictured are: Steven Ciobo, Minister for Trade, Tourism & Investment; Julie Bishop, Minister for Foreign Affairs; Alan Joyce, Qantas ceo and Eric Garcetti, Los Angeles Mayor.

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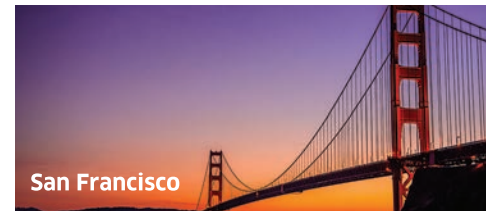


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Between 30 January and 26 February 2017 simply sell at least one trans-Pacific United® flight between Australia and the USA and register online with your ticket number to tell us in 30 words or less why you should be selected to experience United PolarisSM business class for the chance to win:

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Terms & Conditions: Incentive period 30 January - 26 February 2017 inclusive. Valid on all United trans-Pacific marketed flights ex Australia issued on UA (O16) stock via Self Plate or Air Tickets. *The prizes will be awarded to the top four agencies with the highest percentage growth versus the same period last year. A minimum of \$10,000 in United Airlines sales revenue in both years during the incentive period is required to qualify. Infant, cancelled, group bookings and refunded tickets are ineligible. Prizes are non-transferable and any FBT implications are the responsibility of the winning agency. Sales will be automatically tracked by United Airlines and helloworld who reserve the right to cancel or alter the conditions of the incentive at any time. Winners will be notified within 60 days after the incentive period expires. All winners must be an international travel consultant and full time employee of the agency. This incentive is open to helloworld for Business, helloworld Branded, helloworld Associate and My Travel Group members and Air Tickets customers.



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CONDITIONS: Valid for tickets issued by Consolidated Travel or via Quicket between 25 January - 14 February 2017 on 100% EY itineraries ex Australia plated to EY (607) ticket stock. Applies to all tickets issued to Europe and countries west of Turkey, excludes Middle East, Child, Infant, Group sales, Wholesale, Reissues, Cancelled or Refunded tickets & bookings made in T/E class. Consolidated Travel and Etihad Airways reserve the right to alter or cancel the promotion any time. Vouchers are capped and all claims must be emailed to promotions@consolidatedtravel.com.au by 21 February 2017. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other Fringe Benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. Consolidated Travel Group ABN 60 004 692 791. Date of issue 24 January 2017.

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