

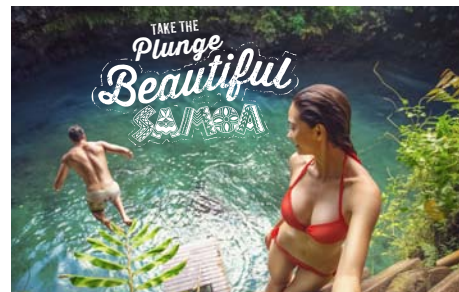


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Hainan adds BNE service

CHINESE carriers' thirst for new capacity into Australia continues to expand, with Hainan Airlines the latest airline preparing to add another gateway in the 2017

VA LAX cancellations

VIRGIN Australia has issued a commercial policy following the cancellation of today's flight VA24 from Los Angeles to Melbourne and the return service, VA23, from MEL departing 26 Jun.

Pax on the cancelled services are being re-accommodated on flights through Brisbane or Sydney on Virgin Australia or its alliance partners where possible.

Agents are able to use the waiver code of 'BW000060' to waive cancellation and change fees for guests affected - for more details, **CLICK HERE**.

MEANWHILE, Virgin Australia is cranking up frequencies between Sydney and Hobart from 14 to 16 return weekly services, with new options on Fri and Sun (ex SYD).

A new weekly return service from Brisbane to Launceston will also be introduced from 23 Sep, running until late Mar.

China Australia Year of Tourism.

Hainan Airlines' flight schedules listed on its website indicate the carrier will introduce services ex Shenzhen to Brisbane on 20 Sep using Airbus A330-200 aircraft.

Flight HU411 will operate twice weekly on Sun and Wed, departing SZX at 2235 & touching down in BNE at 0930, with the return service, HU412, pushing back at 1130 and arriving back in the Chinese city at 1840.

Brisbane Airport was unable to confirm Shenzhen Airlines' new Queensland service, with a spokesperson telling **Travel Daily** there is "nothing we can confirm from our end at this time".

Hainan Airlines is owned by HNA Aviation Group, which has a shareholding in Virgin Australia and is a partner in the proposed China-Australia air alliance with the Australian carrier.

Today's issue of TD

Travel Daily today has five pages of news and photos plus full pages from: **(click)**

- Bunnik Tours
- AA Appointments jobs

Walker to Blue Star

FORMER long-time head of marketing Australia for Uniworld Boutique River Cruise Collection, Philippa Walker, has taken on an account director position at print company Blue Star WEB.

The role will see Walker oversee a team of account managers who deal directly with clients, including a number of travel companies who produce travel brochures.

More of the latest industry appointments on **page five**.

The Bunniks do Egypt

ADELAIDE-BASED Bunnik Tours is getting behind the resurgence in tourism to Egypt, with owners Dennis, Marion and Sacha leading a group of 45 lucky agents on a 10-day mega fam to the Middle Eastern destination in Oct/Nov.

Places on the trip are earned based on Bunnik Tours' small group sales made from 01 Apr to 15 Aug, watching a webinar and completing the tour operator's online training program.

The itinerary includes a three-night Nile River cruise and visiting the temples of Ramses II and Queen Nefertari at Abu Simbel.

See **page six** for more details.

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Jetstar Bali upgauge

JETSTAR has sought approval from the Int'l Air Services Comm for an allocation of 100 seats per week on the Indonesia route to cater for a capacity boost on the Perth-Denpasar (Bali) route.

JQ is adding 230-seat A321s on the route commencing 13 Sep.

QF enlists health experts

QANTAS has engaged researchers from the University of Sydney to help plan health strategies for passengers ahead of the introduction of long-haul flights aboard Boeing 787 *Dreamliners* later this year.

Research projects to be mounted by the University's Charles Perkins Centre will include strategies for on-board exercise, menu design, service timing and pre-flight preparation.

The researchers will also look at combatting jetlag, concepts for "transit lounge wellness" and aspects of the cabin environment, including lighting and temperature.

The project will involve researchers from a variety of fields including nutrition, physical activity and sleep.

Qantas Group ceo Alan Joyce said the partnership had the potential to transform the journey for passengers,

particularly on the long-haul routes the *Dreamliner* is scheduled to operate.

Charles Perkins Centre academic director Professor Steve Simpson said the project was the first time an airline and university had embarked on an extensive multi-disciplinary collaboration.

"There is the potential for extraordinary health, science and engineering discoveries and innovations to come out of this research partnership," he said.

Topdeck pre-release

YOUTH tour operator Topdeck has unveiled a pre-release Europe Summer program for 2018 featuring 33 top selling trips, available at the 2017 prices plus a 15% early booking discount.

The program is offering savings of up to \$1,319 by getting in early.

Pre-release tours need to be booked by 31 Aug - more **HERE**.

Dora the godmother

POPULAR children's character Dora the Explorer has been named as godmother of P&O's latest cruise ship, *Pacific Explorer*.

The Nickelodeon character will christen the vessel at a naming ceremony at Sydney's Overseas Passenger Terminal on Sun 02 Jul



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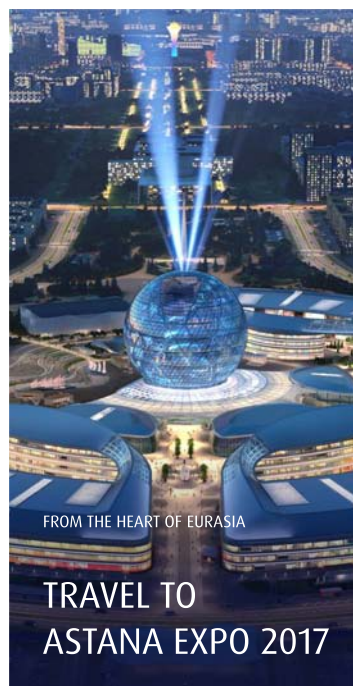


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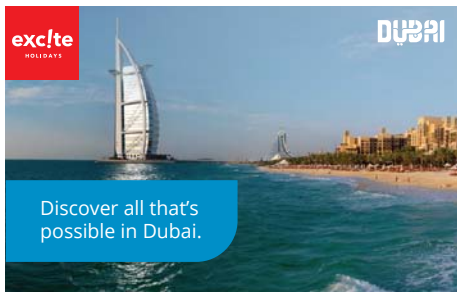
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Carnival Cruises Industry Rates

18OCT17 New Caledonia, Inside fr \$1,554* **\$600***

11NOV17 South Pacific, Inside fr \$1,754* **\$710***

*Conditions Apply. Rates are pp including taxes & port charges

CLICK HERE for further details

Tiger MEL/TSV launch

TIGERAIR Australia has begun operation of its inaugural service between Melbourne and Townsville today.

The return service will operate four times a week on Tue, Thu, Fri and Sun.

TT's service is wheels up from MEL at 0815 and touches down at 1115, while the return service departs TSV at 1145 and arrives back in MEL at 1445.

AirAsia on AE Hols

WHOLESALE Asia Escape Holidays has announced it now offers AirAsia flights available for travel agents through Calypso.

Agents will be able to package & sell AirAsia to clients via Asia Escape Holidays, plus access new routes and availability across the AirAsia network.

QF tops departures

FIGURES released by the govt today show Qantas ranked best for domestic on time departures with 91.3% of all flights in May leaving on time.

Virgin Australia was second with 88.1%, followed by Jetstar, 82.3% and Tigerair Australia at 80.0%.

For regional airlines, QantasLink recorded 89.8% for on time arrivals, followed by Regional Express at 88.2% and Virgin Australia Regional Airlines which brought up the rear with 87.0%.

Virgin Australia recorded the highest percentage of cancellations with 1.4% of all flights cancelled in May.

This was followed by QantasLink on 1.3%, Regional Express (1.2%), Tigerair Australia (0.7%), Qantas and Jetstar both recorded 0.6% and Virgin Australia Regional Airlines on 0.3%.

SE Asia pre-release

SCENIC is offering agents a chance to secure late 2018 and early 2019 Southeast Asia River cruises in its first ever pre-release program on the Mekong in Vietnam & Cambodia and the Irrawaddy in Myanmar.

Available to book online, the pre-release includes a new 11-day Luxury Mekong and Temples Discovery cruise & land tour that comprises a seven-night voyage on the luxurious *Scenic Spirit* and three nights in Siem Reap, currently priced from \$5,975ppts.

Canada visitor influx

CANADA'S global visitor arrival numbers jumped a massive 30% year-on-year during the month of Apr, fuelled by a whopping 126% increase from the Mexico market, which was up to 37,440.

The UK and Germany also saw significant growth, rising 47.9% to 58,470 and 45.7% to 25,600 respectively, Destination Canada's latest visitor statistics show.

Australia was up 24.7% during the month, to 18,180.

Cube Dubai winners

TRAVELCUBE today revealed the names of the winning travel agencies in its 'Dubai on Sale' incentive to win a spot on a five-star fam to the emirate in Oct.

Winners were based on the most Dubai room nights booked during Apr and May.

They included Allround Travel Centre, Flight Centre North Essendon, Helloworld Travel Laurieton, Pakenham Travel, RAA Mile End, Cronulla Travel, Weber & Turner Travel Associates, Flight Centre North Rocks, Flight Centre Neutral Bay and Travel Avenue.



Window Seat

HOW does the Hyperloop Hotel sound?

A university student in America has come up with the idea where guests could travel long distances without leaving their fitted out suite.

The idea involves a network of 13 hotels connected along the Hyperloop system.

Each room would be a shipping container featuring all the modern hotel features.

The total cost of the project is US\$130m and guests would pay US\$1,200 to travel in the hotel.



EK, flyDubai strategy

EMIRATES and flydubai will start to deepen their relationship over the next 18 months as their owner, the Dubai government seeks to improve returns.

Changes could include more closely coordinated connecting or feeder flights, and a joint decision on schedules to soften head-to-head competition in some areas.

MEANWHILE, Emirates is seeing a return in demand on routes to the United States, just weeks after the airline announced flight reduction on some US routes.

Airline president Tim Clark told media that the markets were "coming back to us" after cuts to Los Angeles, Boston, Seattle, Orlando and Fort Lauderdale.



Sales Representative – Sydney Based (Full Time)

Malaysia Airlines Sales division requires the services of an experienced Sales representative. Primary responsibilities include; establishing, maintaining and retaining relationships with assigned travel agencies & accounts, effectively servicing & prospecting for new business relationships, establish growth plans for individual accounts/TMC'S, Lead & participate in roadshows, exhibitions, sales blitz, monitor and manage market share for key account holders.

Agency & Sales Support Officer – Sydney Based (Maternity Leave Contract)

Malaysia Airlines requires the services of a support officer. Responsibilities will include but not limited to; providing inside sales support to the sales team, assist agents with enquiries via phone & email, distribute fares bulletins, prepare statistical reports, BSP & budgeting reports, coordinate and prepare promotional events & materials, expos and meetings, monitor market & competitor activities, develop marketing plan, process purchase requisition.

Please email your application to sarah.king@malaysiaairlines.com
Applications close Sunday 25th June 2017.



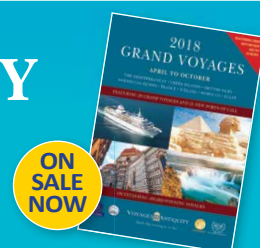
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Thursday 22nd June 2017

Trafalgar 2018 deal

TRAFALGAR is offering 2018 tours in its Europe and Britain program at 2017 prices, along with an early payment discount.

The price hold is valid for bookings made by 12 Sep and involves 87 tour options.

An additional early payment discount of 10% is available on select 2018 Europe and Britain departures booked by 14 Dec.

A selection of Trafalgar and CostSaver itineraries are also available in an online preview until 12 Sep.

The company is also preparing to launch its Trafalgar and CostSaver North America program in coming days.

WIN TICKETS TO TIE

This week Travel Daily and the Travel Industry Exhibition & Conference are giving away two tickets to the Sydney and Melbourne events.

The inaugural Travel Industry Conference, "Agents of Change," will inform and inspire delegates to shift the way they think about their business in order to recognise their own value, and increase their customer base. A stellar line up of speakers from inside and outside the industry will discuss big picture trends, key skills development, latest industry tools and best practice case studies. You can view the full speaker list here - travelindustryexpo.com.au/conference/speakers/

To win, have the most creative response to the question and tell us if you'd like a ticket to Sydney or Melbourne. Send your answer to tie@traveldaily.com.au

Tell us what excites you about attending this years Travel Industry Exhibition & Conference?

THE TRAVEL INDUSTRY EXHIBITION & CONFERENCE
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MEL: 2017 | 25-26 July



Airshow jet orders

BOEING has dominated orders on the third day of the Paris Air Show, announcing a string of deals for its 737 MAX family and other aircraft:

- Malaysian Airlines will purchase 10 of the 737 MAX 10 aircraft for US\$1.25 billion, upgrading an earlier order for the newest version of MAX.
- Copa Airlines has ordered 15 737 MAX 10s, becoming a launch customer for the aircraft.
- Xiamen Airlines has signed a Memorandum of Understanding to buy 10 737 MAX 10 aircraft for US\$1.2 billion to operate in its own fleet and those of subsidiaries Hebei Airlines and Jiangxi Airlines.
- Donghai Airlines will convert an existing order for 10 737 MAX aircraft to the new generation MAX 10 option at a list price of \$1.2 billion.
- Mauritania Airlines ordered one 737 MAX 8 at a price of US\$112 million.
- El Al Israel Airlines has finalised an order for two 787-8 Dreamliners and one 787-9 at a list price of US\$729 million.

Cebu Sydney traffic

CEBU Pacific is claiming the lion's share of traffic between Sydney and Manila, having taken 42% of the passenger market on the route in the first quarter.

Citing figures from the Bureau of Infrastructure, Transport and Regional Economics, the airline says it carried more than 43,500 SYD-MNL passengers in Q1, a 16% increase on the same period of last year.

Hilton Xian High-tech

HILTON has opened its second property in Xian, located in the city's tech district.

The 318-room Hilton Xian High-tech Zone offers Executive Rooms with an Executive Lounge, a 24-hour fitness centre and a spa.

It is also located close to the city's famed Terracotta Warriors.

What is accessibility travel? Find out in the June issue of *travelBulletin*.

CLICK to read *travelBulletin*

Travel South USA's local mission



OVER 300 agents in Auckland, Brisbane and Sydney were treated to authentic southern hospitality and entertainment as the Travel South USA mission rolled into town this week.

Comprising 12 southern states (Alabama, Arkansas, Georgia, Kentucky, Louisiana, Mississippi, Missouri, North & South Carolina, Virginia, West Virginia and Tennessee), the firm's purpose is to connect these destinations and their attractions, entertainment and hotels with the retail trade to influence traveller visitation and spend.

Speaking with *Travel Daily*, Travel South USA president and ceo Liz Bittner said "we've seen tremendous growth of Aussies coming to the south.

"We've posted a 53% increase of visitors in 2015 over 2014 and we expect the 2016 figures to be double digit again."

In 2015 there were 192,000 Australian visitors who spent over US\$273 million during their stay and represented 13% share of the market of visitors to the US south.

Bullish about future growth, Bittner said "there's a lot more product in tour operator catalogues, there's great new lift with airlines with gateways getting travellers into the south more easily and Aussies have already been to the other places in the US and are now looking for

a nice, new region."

Continued marketing and trade education will be key to driving growth with Bittner saying "we've been doing a lot of co-ops with operators and retailers including Excite Holidays, TV with Flight Centre and *Sunrise*, a marketing program with Helloworld and many other operators like Contiki, Trafalgar and Evergreen."

"We'll be running an outreach program year round to get the story beyond the main gateways and looking to get involved in agent e-learning."

"We're beyond inspiring; we need to get to the nitty gritty and show agents the essential need-to-know things their clients will want," Bittner concluded.

American Airlines was a major sponsor of the sales mission.

Pictured at last night's event from left are Jo Palmer, md Gate 7; Liz Bittner, president & ceo Travel South USA and Damian Horne, singer and musician from Nashville Tennessee.

Brand USA magazine

THE 200-page 2017 *Travel USA* magazine produced by Brand USA showcasing the country is now available for travel agents to order through TIFS.

The glossy highlights attractions, road trips, activities, adventures and more in each US state.

Thursday 22nd June 2017

Forbidden QHols China famil



QANTAS Holidays recently hosted a Helloworld Travel incentive famil to one of its newest destinations - China.

The group experienced some of the most popular sights in China including the Great Wall, Terracotta Warriors and iconic giant pandas.

Agents also had a chance to explore Tiananmen Square and the Forbidden City.

Pictured above: Rhian Buzza, Qantas Holidays; Leigha Clough, Ulladulla Travel; Sophie Culbert, Helloworld Travel Charlestown; Cedric Fewkes, Qantas Holidays; Sonya Prior, Travel Menai Metro; Tori Matheson, MTA; Annette Simpson-Rial, Qantas Holidays; Patrick Lijnders, Helloworld Travel Ferntree Gully; Kerri-Anne

Kasprzycki, Helloworld Travel Winston Hills; Sarah Harris, Helloworld Travel Bonnyrigg; and Kathy Polak, Helloworld Travel Emu Plains.

EK's top destinations

AUSTRALIANS travelling from the east coast of Australia with Emirates are most likely to make a trip to London, according to research by the Gulf airline.

London was followed by Madrid, Dublin, Paris and Rome as the next most popular destination.

On the west coast, Madrid proved to be the most popular, followed by Rome, London, Dublin and Manchester.

DC mates rates

THE Washington DC hospitality industry will hold its annual Travel Professionals Month to be held from 01 Jul to 31 Aug.

Organisers are offering deals at area hotels and attractions as part of the occasion.

The program includes the DC VIP card, access to visitor guides and trip, as well as special experiences in the city.

CLICK HERE for more info.

Lux Bodrum opening

LUX Resorts & Hotels has opened the doors of its newest property, LUX Bodrum on Turkey's Aegean Riviera.

The property has 91 guest rooms and 19 private residences, plus an exclusive beach house with its own private yacht dock.

It is also located close to the Greek island of Patmos and Kos.

Travel Daily is Australia's leading travel industry publication.

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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.

Wendy Wu Tours has announced the appointment of **Jan Ta'ale** to the role of Operations Manager. The Asian specialist has also appointed **Sarah Arane** as Business Development Manager for NSW & ACT. Arane was a finalist in the 2015 NTIA awards.

Ana Pedersen has joined **Helloworld Travel Limited** in the role of Global Director of Corporate Sales for QBT & APX. Pedersen joins the agency from 01 Jul and has 27 years' experience in the travel industry.

Convention Edinburgh has appointed **Amanda Ferguson** as their new Head of Business Tourism. Currently Ferguson is the Marketing Manager for UK and European markets at VisitScotland Business Events.

Vivian Choa has begun her role as Director of Sales & Marketing for **AVANI Sepang Goldcoast Resort** and has 18 years' sales experience.

Sabre Corporation has made two leadership appointments, with **Axel Bench** to work as Regional Director - Asia. Bench will be responsible for South Asia, North Asia and Southeast Asia. **Clayton Grant** has been announced as Senior Account Director for Singapore, Malaysia, Indonesia and Brunei.

Zack Redfern and **Kerrin Trenorden** joined **Aircalin** as Sales Executives for the airline. Redfern will look after the NSW market, while Trenorden will be Sales Executive for the Victoria and Queensland market. Both appointees have over 17 years' combined industry experience.



To celebrate 20 years of flying into Australia, the launch of new direct service between Melbourne and Shenzhen and the increased capacity between Guangzhou and London, China Southern Airlines is offering Travel Agents in Australia the opportunity to win a return Business Class ticket to any China Southern Airlines destination in China or to London!

To win, correctly answer each daily question in June and have the most inspired response to the final question.

The best response will be the winner of the CZ return Business Class ticket from Australia to London and the second best one will be awarded with the return Business Class ticket from Australia

to any CZ destination in China. Send your entries to csair@traveldaily.com.au

13) Where is the largest training college in Australia for new pilots of China Southern Airlines?



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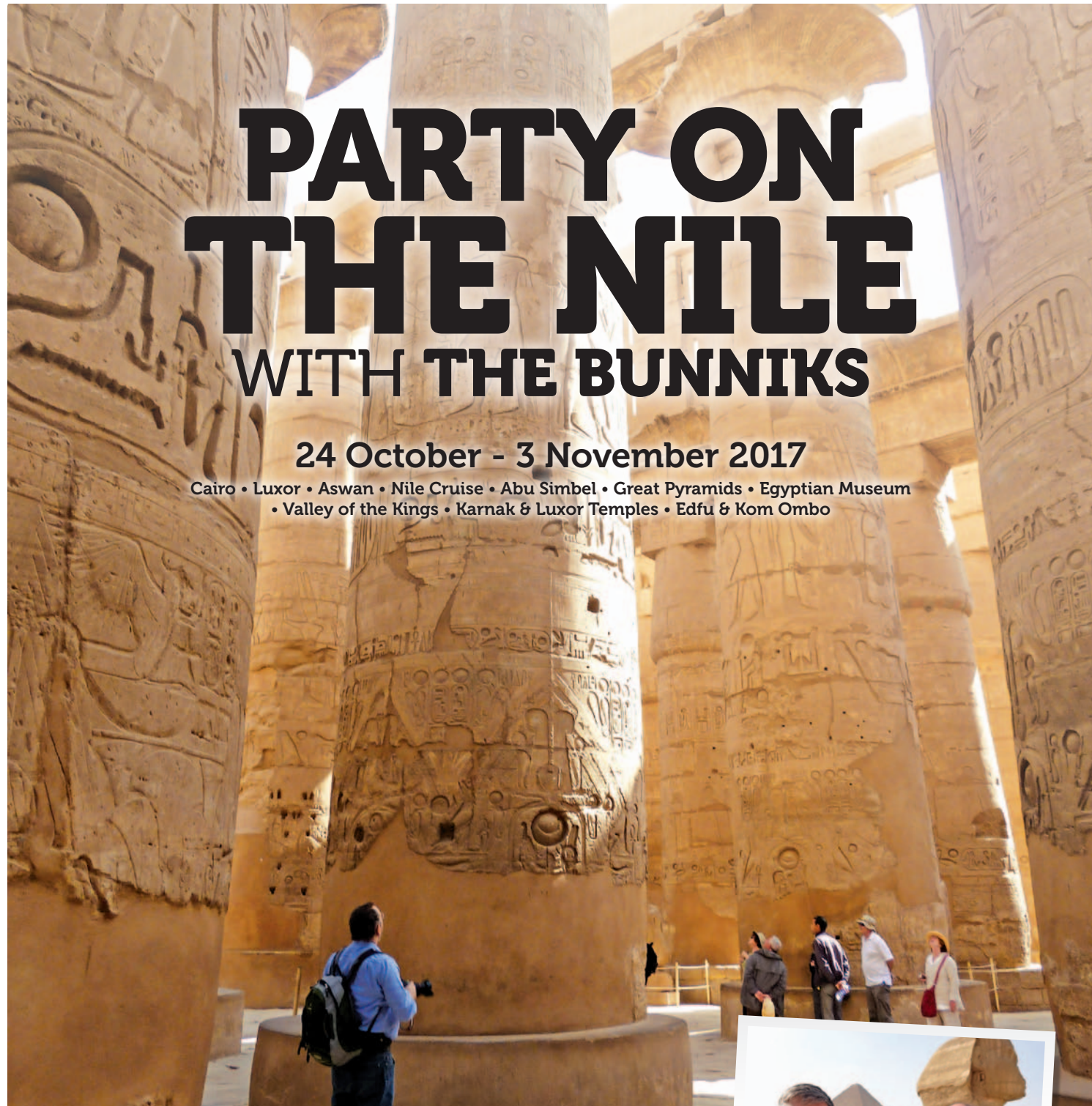
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