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Travel Daily First with the news Tuesday 24th October 2017

Eclipse opportunity

SEVENTEEN lucky travel agents from Australia and New Zealand will be among the first people in the world to experience the groundbreaking Scenic Eclipse, with Scenic today announcing a major industry incentive.

The special seven-night trip departing 16 Nov 2018 will see Eclipse cruise from Guayaguil in Ecuador to Valparaiso in Chile.

Ten agents from Australia and NZ who make the highest deposited sales across all Scenic product between 01 Jul 2017 and 30 Jun 2018 will secure a spot on the famil, along with the top seven Scenic Eclipse sellers - one from each of NSW/ACT, Qld, Vic, Tas, SA/NT, WA and NZ.

"The arrival of Scenic Eclipse will be a game-changer for the industry and we are thrilled to offer agents the opportunity to board the ship with us in South America," said Scenic national sales manager Rob Kalemba. More on the cover page.

Goldman grows into Qld EXCLUSIVE

GOLDMAN Group has today announced its expansion into Queensland, with the acquisition of Brisbane-based The Cruise Centre from Savenio.

Anthony Goldman told TD the move continued the group's strong focus on cruise, and was also logical given that Goldman Travel and The Cruise Centre are both long-time Virtuoso members.

The Cruise Centre joint md Elizabeth Clarke will join Goldman to ensure a seamless transition of the business from Savenio.

The move will also see The Cruise Centre become part of Helloworld Travel, moving away

Today's issue of TD

Travel Daily today has nine pages of news including a front cover wrap for **Scenic**, a photo page for **Accor** plus full pages: • inPlace Recruitment • Iririki Island Resort & Spa

from its current affiliation with the Travellers Choice group.

mobile travel agents

ANY TIME

ANY PLACE

ANY GDS

The Cruise Centre has eight staff, with the addition bringing the number of people working with the Goldman Group to more than 100 including its Smartflyer home-based network.

While The Cruise Centre is leisure-focused, Goldman said the acquisition would also provide a Qld base for the expansion of the group's corporate business.

The deal continues a huge year for the Goldman Group, which won Best Corporate Agency - Multi Location at the 2017 National Travel Industry Awards and was also awarded top Virtuoso agency in Australia/NZ.

Goldman Group executive chairman Tom Goldman said the acquisition would "position us as a major player in the premium and luxury cruising space".

More on Goldman's cruise plans in today's issue of Cruise Weekly.



HONG Kong Airlines is set to resume non-stop flights to the Maldives, with GDS indicating the carrier will operate A330-300 services to Male thrice weekly effective from 16 Jan 2018.

Reservations for the new route are not yet open.

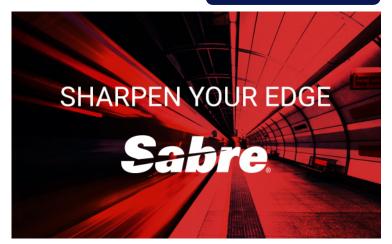
AFTA 'yes' support

THE Australian Federation of Travel Agents has formally resolved to support the "ves" campaign in the current Australian Marriage Equality Plebiscite.

CEO Jayson Westbury said the AFTA board felt it was important to make a statement of support for the "yes" vote, with the move a unanimous decision of the Federation's directors.

He noted this was not necessarily the opinion of all AFTA members, saying "they are all free to have their own views and opinions on this matter".

The postal vote closes 07 Nov.



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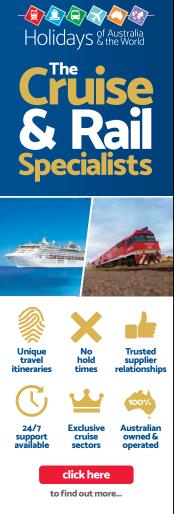
w www.traveldaily.com.au



What's available for 2018 departures TAUCK 🕸

TAUCK SMALL SHIP

Tuesday 24th October 2017



LUXURY Escapes has opened a new regional headquarters in Singapore, with the "travel disruptor" aiming to replicate its rapid Australian growth in the South East Asian market.

GM Blake Hutchison said over the last four years Luxury Escapes had demonstrated its ability to drive "new incremental demand" in Australia via its supplier direct relationships.

"We have a growing base of customers across South East Asia, and the model has already proven successful," he said.

The new base will serve both the demand and supply side of the business, with Hutchison saying it was a "natural geography to build on relationships" with the many top hotels and resorts based in the region which will be served by the company's business development team in Singapore.

"We will also grow our customer base in South East Asia," he said.

"More than one million travellers have experienced a Luxury Escape...the 'great deals in amazing places' value proposition works and we're confident it will work across South East Asia also," Hutchison added.

Luxury Escapes into Asia

He said there would be some customisation of the Luxury Escapes offering to match local travel patterns and preferences.

"When you consider the proximity of amazing destinations like Bali, Thailand, Vietnam and Malaysia it is clear there is huge untapped potential and we're very excited," Hutchison added.

Adam Schwab, co-founder and ceo of Luxury Escapes owner Lux Group, said the average Luxury Escapes purchase was about \$2,000, with sales campaigns consistently generating over 5,000 room nights.

New role for Harch

WENDY Harch, until last week head of sales and marketing at Fantasea Cruising, has been appointed managing director of the marine division of Experience Australia Group.

In her new role Harch will be responsible for several operations including Cruise Whitsundays and Rottnest Express.



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CTM forecasts \$125m profit

CORPORATE Travel

Management ceo Jamie Pherous today said the company is expecting its underlying earnings for 2017-18 to increase by as much as 27.5% to \$125 million.

Addressing shareholders at the CTM annual general meeting, he said the forecasts were based on assumptions of flat client activity globally and excluding the impact of any potential acquisitions.

However expansion is definitely still on the cards, with key strategic initiatives for the year to come including "executing upon M&A opportunities that add scale, niche and geography".

Chairman Tony Bellas said 2017 had been another outstanding year for the company, which had



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outperformed the average of its peers in the ASX 200 in terms of earnings growth, capital growth and total shareholder return.

He said with the exception of the "relatively modest" acquisition of Andrew Jones Travel in Tasmania, almost all of the company's Australia/NZ revenue increases had been the result of organic growth.

"Early evidence from the first few months of this year shows we are continuing to win new business and grow our earnings in the ANZ region," he said.

SQ's 39-plane order

SINGAPORE Airlines has signed an order with Boeing for 20 777-9 and 19 787-10 aircraft, which will support the carrier's ongoing growth and fleet renewal over the next decade.

A ceremony witnessed by US president Donald Trump and Singapore prime minister Lee Hsien Loong represented the finalisation of a letter of intent announced in Feb this year. As well as 39 firm orders there are six options for each aircraft. New! Carnival Cruises Australia Industry Rates! 10DEC17 – Carnival Spirit – 8 Nights New Caledonia Inside from \$1,404* \$500* pp AUD including taxes & port charges



Emirates Aus menu

EMIRATES has launched a new menu on its Australian routes, working with Alpha Catering to invite chefs from Sydney, Perth, Adelaide, Melbourne and Brisbane to submit regionally influenced recipes.

Over 300 submissions were received which were then used to create a high quality menu that could be easily served onboard.

EK senior vice president inflight catering, Joost Heymeijer, said the menu leverages partnerships with notable local suppliers including SA Angus Beef, Brasserie Bread and Yarra Valley Cheese.

Vic rebound hopes

VICTORIA'S tourism sector experienced a quieter than expected Sep 2017 quarter, with more than a third of tourism businesses in the state reporting a decline in profits.

The Victorian Tourism Industry Council said its quarterly *Survey of Business Trends and Prospects* reflected the unpredictable nature of the sector, with conditions expected to improve in the current quarter due to a strong calendar of events.



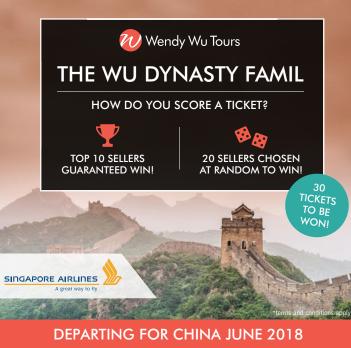


A 76-YEAR-OLD Chinese woman has been arrested in the eastern city of Anqing after she was spotted tossing coins at the engine of her plane in hopes of ensuring a safe flight.

The incident was the second such report this year of a safety scare caused by a "coin-tossing elderly Chinese," according to the South China Morning Post.

The Kunming-bound flight was grounded overnight for safety checks, with the lady throwing the money despite the already portentous name of the carrier - she was flying with Hainan Airlines offshoot Lucky Air.







DISCOVER SAMOA



Sabre AI for hotels

SABRE Corporation has developed what it says is the hospitality industry's first analytics platform to use artificial intelligence (AI).

Called SynXis Analytics Cloud, the system identifies opportunities for revenue and guest experience improvement.

Sabre says it will help hoteliers avoid lost revenue by analysing data from areas including operations, finances, room-stay production and ancillaries.

Users can design and test different predictive models by choosing a variety of algorithms.

Harry Potter to Melb

MELBOURNE'S Princess Theatre will host a production of *Harry Potter and the Cursed Child,* Victorian Premier Daniel Andrews has announced.

The two-part play is the eighth story in the Harry Potter series and will debut in early 2019.

Arnhem Land tours

INDIGENOUS operator Lirrwi Tourism has released its 2018 program of tours in East Arnhem Land in the Northern Territory. Travelling from Nhulunbuy (Gove), the tours provide

an opportunity to stay with Indigenous families in their homelands and take part in traditional customs.

They include a five-day Crossing Country Tour and a five-day Women's Tour, both priced from \$2,399ppts with dates Apr-Oct. See www.lirrwitourism.com.au.

Russia cruise site

BEYOND Travel has created a dedicated Russia cruise website, offering river cruise itineraries. The website is promoting a special Volga Dream itinerary departing St Petersburg on May 27, with a savings of \$2,000

per couple when booked and deposited by 30 Nov.

See www.cruise-russia.com.au.

Spring has sprung! DNDS 30 NOV Brunei RETURN ECONOMY CLASS FROM AUD620 Based on 0 class in low season. Date restrictions and conditions apply.

Busabout's Bondi brekkie



BUSABOUT launched its 2018/19 Europe and Asia programs with a breakfast bash at Bondi Beach in Sydney on Fri.

Despite rain outside, the summer-themed event gave guests an opportunity to sip mimosas and bloody Marys while slapping on sunscreen and playing with pool toys.

Busabout Australasia general manager Tina McIntosh said

95% of the company's new brochure was designed with usergenerated content, created by passionate Busabout travellers to reflect their real experiences.

Earlybird deals include 15% off selected hop-on hop-off passes.

Pictured at the launch event are Contiki md Katrina Barry, Busabout Australasia gm Tina McIntosh and Busabout global md Duncan Robertson.

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A golden ticket opportunity

TRAVELLERS Choice celebrated its new arrangement with online agency TripADeal this month with a "golden ticket" promotion among its members.

In the spirit of Willy Wonka, Travellers Choice sent each of its members a TripADeal box containing branded merchandise, sweets and background information - plus, two agencies found a golden ticket inside giving them \$500 towards a TripADeal booking of their own.

The prizes were won by Lisa Cheso, **pictured**, from Easy Travel and Cruise Murray Bridge in SA and Mark Brady from Ballina Cruise & Travel, NSW.

Travellers Choice general manager marketing Robyn Mitchell said members had embraced the new arrangement,



which went live across the group's network on 09 Oct. "TripADeal has developed a dedicated wholesale website for Travellers Choice and almost 80% of our members have already set up their profile and viewed tutorial videos," Mitchell said. Download Greece 2018 Early Bird brochure



Garuda eyes profit

GARUDA Indonesia is aiming to return to profit next year after a loss in 2017, the carrier's ceo Pahala Mansury has said.

The Jakarta Post reports the airline will aim for a US\$75 million profit in the second half of next year, but won't post a profit for the full year because of a US\$284 million loss expected in the first half of 2018.

The airline will increase aircraft utilisation and postpone new orders to held reduce costs.

MGallery Versailles

MGALLERY by Sofitel has reopened the Hotel Le Louis Versailles Chateau outside Paris as a four-star hotel after a complete renovation.

Located 200m from the Palace of Versailles, the hotel is on the site of a former equestrian arena.

MGallery now has 90 properties around the world and a further 30 under development.

LaGuardia shuffle

NEW York's LaGuardia Airport will shift six airlines in Dec as its redevelopment works progress.

From 09 Dec, American Airlines will move from Terminal C to Terminal B, putting the carrier's operations under one roof.

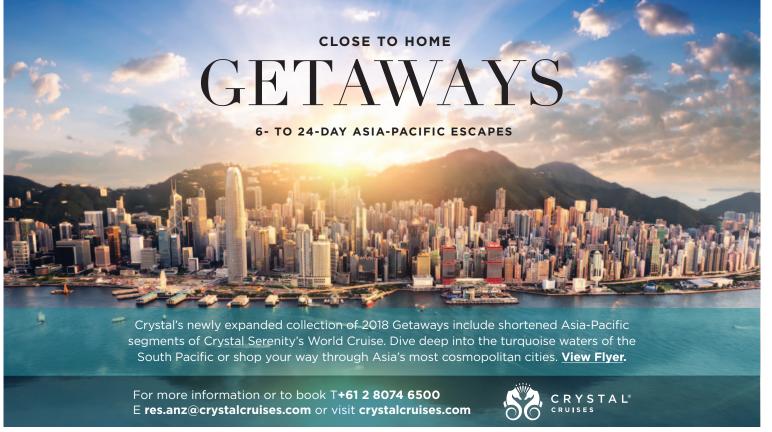
JetBlue and Alaska Airlines will relocate from Terminal B to Terminal A, while Delta Shuttle will consolidate in Terminal C.

Frontier and Spirit Airlines will move departures from Terminal B to Terminal C, but their arriving pax will use Terminal D.

Bachelorette to Fiji

CHANNEL Ten's *The Bachelorette* will end its latest season on Thu with a finale episode filmed in Fiji.

Tourism Fiji regional manager Australia, Hal Caldwell, said the show would include scenes at the Fiji Marriott Resort Momi Bay, Malamala Beach Club Fiji and the Garden of the Sleeping Giant.



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EK's 100th A380

EMIRATES is set to take delivery of its 100th Airbus A380 by early Nov, the carrier has confirmed.

Since EK's inaugural A380 flight in 2008, the carrier says its super jumbos have flown in excess of 80 million pax to over 45 destinations across the globe, with the current non-stop DXB to AKL service the world's longest A380 flight.

Tourico APAC march

TOURICO Holidays is reporting a sharp increase in 2017 hotel bookings across the APAC region, which are up 93% compared to the same period last year.

The wholesale travel broker said hotel bookings for Australia were up 63% on 2016 results with the firm adding 40% more hotel partners across the APAC region to service growing demand.

"There's no real sign of a slowdown", said Hillary Wang regional director for Tourico.

Tuesday 24th October 2017

Barcelona slumps

INDEPENDENCE rallies and a controversial referendum at the beginning of Oct have contributed to a slump in travellers visiting Barcelona and the Catalonia region of Spain.

A dip in hotel bookings of 15% is being reported and tourism officials are concerned forward bookings are down by as much as 20%, which would represent a Q4 loss equivalent to A\$1.6 billion, according to *The Guardian*. Catalonia welcomes 18 million visitors annually contributing 12% to the regions' GDP.

Virgin Hotel for DC

VIRGIN Hotels has announced plans to open and operate its first hotel in Washington DC.

Slated to open in 2019, the Virgin Hotels Washington DC. Union Market will feature 178 rooms including suites, multiple dining venues, bars and Virgin's Commons Club restaurant.



THE Hong Kong Tourism Board (HKTB) partnered with Cathay Pacific and Preferred Hotels and Resorts to host 100 Adelaidebased travel agents for breakfast last week.

Guests were updated on new developments planned for the bustling city and beyond for 2018, including the Hong Kong Disneyland and Ocean Park expansions, the new high speed rail to China and Macau Bridge.

Pictured are Carolyn Holmes, Preferred Hotels & Resorts; Kymberley Fletcher, Flight Centre Elizabeth; Marcelo Buccella, Travel Extra; Gareth Lloyd, Cathay Pacific Airways; Rachel Cooper, Flight Centre Firle; and Lisa Lee, Hong Kong Tourism Board.

UTracks new tours

UTRACKS has announced Mary Moody will lead a 12-day guided walk along the French Way of St James in both May and Sep 2018.

The journey will begin in Le Puy en Velay in the Auvergne and stop in the towns of Conques, Rocamadour, Saint Come d'Olt.

Most days travellers will walk between 10-15km. Prices start from \$6,190ppts. **CLICK HERE** for more details.

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Maldives adds 10

THE Maldives will welcome 10 new hotels throughout 2018 and into early 2019.

Openings include the 96-villa Baglioni Resort Maldives, which will debut in Mar, plus the Emerald Maldives Resort & Spa opening Oct 2018 with 120 villas.

The Maldives President pledged to open 50 new resorts during his five-year term to meet the growing number of tourists.

WA regional funds

THIRTY-THREE regional visitor centres across Western Australia have received State Government funding to make their tourism project more sustainable.

Projects supported include a new fit-out and touch screen tech at the Bunbury Visitor Centre.



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03 October - 03 November 2017.

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S Consolidated Travel

Tuesday 24th October 2017

Six Senses in Israel

SIX Senses Hotel will open a new property in Israel in late 2018 in the Negev Desert.

The Six Senses Shaharut will have 58 suites and villas and will occupy a footprint of approximately 18 hectares including a Six Senses Spa.

There will also be an all-day restaurant that will serve a buffet and a la carte selections, as well as seasonally themed dinners. Shaharut is a three hour drive from Tel Aviv or Jerusalem.

Russian group tours

RUSSIAN Travel and Tours has released a series of new group tours to Russia starting from 10 people in a tour.

Itineraries include a 14-day tour from Moscow to St Petersburg that includes visits to the Kremlin St Peter and Paul Fortress and a Europe-Asia border tour.

There is also a 13-day Moscow to St Petersburg tour. Prices vary depending on the size of the group.

Aus chef to Hanoi

SOFITEL Legend Metropole Hanoi has appointed Australian Paul Smart as the hotel's new executive chef.

Prior to joining the hotel, Smart was the executive chef at SO Sofitel Bangkok, where he was crowned winner of the "Iron Chef Thailand" TV cooking show in 2012 and 2013.

Smart will oversee operations at several of the resort's restaurants.

Hainan CKG to JFK

HAINAN Airlines has opened a direct air route connecting Southwest China's Chongqing municipality and New York JFK. The outbound flight is

scheduled for each Wed and Fri, and returns on Thu and Sat from JFK, with a duration of 15 hours.

The airline will operate Boeing 787s on the route.

afta

AFTA update

From AFTA's chief executive, Jayson Westbury



OUR friends across the ditch are in for some entertaining times with the new NZ Government finally being formed and a new Prime Minister in Jacinda Ardern. The Prime Minister is just 37 years old and will be the youngest leader of the NZ Parliament in over 150 years. The Prime Ministership was handed to Ardern by an MP named Winston Peters who is the leader of the New

Zealand First party and he along with his eight colleagues decided to back the Labour party lead by Ardern to form a new "coalition" government. It is not the same sort of "coalition" government we have in Australia as the parties are from opposite sides of the house.

Arden was made the leader of the NZ Labour Party just seven weeks before the election was held and while she and the Labour party did not actually win the election, they did win government off the back of the support of the NZ First Party. Sound familiar? It's colourful stuff really, and just goes to show that our friends across the ditch seem to have found a way of making politics as entertaining and suspenseful as we do here in Australia.

Unfortunately for the travel and tourism industry, the Labour party does have a policy to bring in a NZ\$25 tourism tax meaning effectively an increase in the same thing as our Passenger Movement Charge. This would result in over NZ\$25 million more tax being paid by Australians who choose to go to New Zealand and given the competitive nature of airline pricing, once again the tax imposed is likely to make up more than the fee a travel agent gets paid for the flight.

Our NZ industry friends at TAANZ along with other tourism associations are already on the case talking to the new government about why this is a bad idea, both from the point of view that tourists (over a million Aussies per year) will not be pleased and may change their minds about going to NZ, but also the pure economic impact that a fee of this level slapped onto a ticket has. As with all these things, AFTA will continue to maintain a close eye on the process, engage with our colleagues in NZ and support as we can to get what is clearly a bad policy changed before any harm is done to the NZ tourism industry.

Thai Smile launch

THAI Smile Airways has opened reservation for its planned Phuket-Guangzhou service, scheduled to commence on 29 Oct according GDS displays. The four-times-a-week service

will operate with A320 aircraft.

Holiday Inn Laos

IHG has opened its Holiday Inn & Suites Vientiane in Laos. The 250-room property is part of a project that includes the existing Crowne Plaza Vientiane.

Quest opens Innaloo

QUEST Apartment Hotels has opened Quest Innaloo in Perth's north, increasing its offering in the city by 80 rooms.

The new apartment hotel comes as part of the Stirling Cross development, a mixed-use project with 154 residences and 80 serviced apartments.

The opening is first in a series in Perth by Quest, including Quest Midland and Quest on Mends Street in South Perth, which will open in 2018.



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Sofitel Lights Up 'La Nuit'

SOFITEL Sydney Darling Harbour hosted 135 key clients, PCOs, partners and influencers on Friday 20 October to experience Sydney's first 5-star new-build hotel this millennium as part of a 'La Nuit' spectacular. Held in the Champagne Bar overlooking Sydney's Darling Harbour and elaborately themed, La Nuit is Sofitel's signature party concept renowned worldwide for bringing together the best DJs, drinks and entertainment.





Four points Tanzania

MARRIOTT International has debuted its Four Points by Sheraton brand in Tanzania.

The Four Points by Sheraton Arusha, The Arusha Hotel is located steps from the famous Clock Tower, which marks the centre point between Cape Town and Cairo.

The property has 106 rooms.



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

\$1**AUD = US0.**780

The AUD/USD neared threemonth lows overnight as the US dollar continued its recent rebound after a weak period.

A growing expectation for another Federal Reserve rate hike has been the main driver for the US dollar's recent strength.

The AUD-NZD remained near 18-month highs after Labour's victory in the NZ election after support from The Greens and NZ First to form government.

The dollar saw some tiny gains against the euro, the Canadian dollar and Japanese yen, while it was weaker slightly against the British pound.

Wholesale rates this morning.

US	\$0.780
UK	£0.664
NZ	\$1.119
Euro	€o.664
Japan	¥88.6o
Thailand	ß25.90
China	¥5.185
South Africa	R10.708
Canada	\$0.987
Crude oil	US\$51.93

New camping expo

THE Sydney Showground at Sydney Olympic Park will host the Caravan Camping Lifestyle Expo from 03-05 Nov.

Over 150 exhibitors and hundreds of brands will be on

display at the event. The expo will also have

entertainment and activities for the family.

Adult tickets cost \$25.

Outrigger rebrand

OUTRIGGER Hotels and Resorts will rebrand the 496-key Holiday Inn Resort Waikiki Beachcomber into an Outrigger property from 01 Feb.

Reservations for The Waikiki Beachcomber by Outrigger can be made immediately on booking portals under the new identity.

Europe hotels up

FIGURES by STR have revealed that occupancy for European hotels was up 2.2% to 79.2% in 3Q17 compared to 3Q16.

The average daily rate for a hotel room in the region also climbed by 4.5% to EUR119.17.

Occupancy in Gemany improved 1.9% to 75.9%, which was slightly less than the European average, while Portgual dropped 0.5% to 86.4% in 3Q17 from 3Q16.

Tianjin to Auckland

FROM now to 15 Dec, Tianjin Airlines is offering Tianjin-Chongqing-Auckland fares from

US\$151 for a return flight. The flights will operate twice a week to New Zealand on Wed and Sun, while the return flight departs on Mon and Thu.

MTA's decade with Virtuoso



MTA – Mobile Travel Agents recently got together to plan its 10th anniversary of becoming a Virtuoso member at Sanctuary Cove on the Gold Coast.

MTA co-managing director Roy Merricks said there were special events planned in Australia and at Virtuoso Travel Week in Las Vegas in Aug 2018.

"While people traditionally celebrate a 10-year anniversary with tin, I can assure you our 10year anniversary celebration with

Win a trip to

Virtuoso will be a 24-carat gold event," he said.

Merricks added that MTA looked forward to continuing their relationship with Virtuoso for many years to come.

Pictured are Virtuoso chairman and chief executive Matthew Upchurch; MTA – Mobile Travel Agents co-managing directors Karen and Roy Merricks; and Virtuoso executive general manager Australia, New Zealand and Asia, Michael Londregan.



This month Royal Brunei Airlines, Sabah Tourism and Sutera Harbour Resort are giving travel agents the chance to win a trip to Sabah.

- Prize includes:
- Economy return airfares for two on Royal Brunei Airlines
- Three nights accomodation at Sutera Harbour Magellan
- A North Borneo Sunset Cruise for 2

To win, send through a photo showing us why Royal Brunei Airlines and Sabah are your ideal escape?

Send your entries to rba@traveldaily.com.au



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5 NIGHTS \$750 PER PERSON AT VANUATU'S ONLY 4.5 STAR RESORT

LIMITED TIME SALE 15 - 29 OCT 17 FOR STAYS UNTIL 30 JUN 18*



AT IRIRIKI ISLAND RESORT & SPA, WE ARE MAKING LUXURY AFFORDABLE WITH OUR LUXURY ISLAND ESCAPE AT MATES RATES PROMOTIONAL PACKAGE

PACKAGE INCLUDES

- Five nights' accommodation in an Island Faré
- Daily buffet breakfast
- ✓ Two dinners for two at Azure Restaurant
- ✓ Daily Island Dream cocktail for two
- ✔ Two 30 minute massages per person at Iririki Day Spa
- Complimentary Wi -fi available in public areas and in room

ADDED INCLUSIONS

- Welcome drink on arrival
- Unlimited use of ferry service to and from Port Vila town
- ✓ 2 bottles of water per room daily
- ✓ 2,500 vatu Jewel Casino gambling chip per room
- ✓ Use of all non-motorized sporting equipment including catamarans, kayaking & snorkeling

ENHANCE YOUR CLIENT'S STAY WITH AN UPGRADE TO A DELUXE OCEAN VIEW ROOM FOR JUST \$99.50 PER PERSON PER NIGHT

*Block out dates apply 23 Dec 17 - 02 Jan 18, 29 Mar 18 - 03 Apr 18. Extension's permitted at standard rates. T & C 's apply - visit website for full details.

BOOK NOW AT IRIRIKI.COM, THROUGH YOUR FAVORITE VANUATU WHOLESALER OR RESERVATIONS@IRIRIKI.COM