

# Travel Daily

First with the news

Friday 1st September 2017

AIRFRANCE / FRANCE IS IN THE AIR



FRANCE IS CALLING YOU!

SELL AIR FRANCE TICKETS AND YOU COULD BE ON YOUR WAY TO PARIS

## IHG Booker bonus

INTERCONTINENTAL Hotels Group has announced IHG Rewards Club bonuses for bookers of meetings or accommodation.

100% extra points are on offer for events in Dec 2017, and 50% extra for events before 28 Feb 2018 - [ihg.com/booker](http://ihg.com/booker).

## \$1.92m for Travellers Choice

TRAVELLERS Choice this morning revealed a pre-tax operating profit of \$1.92m for 2016/17 - as well as confirming the sale of the group's stake in the UK-based Worldwide Independent Travel Network (WIN). MD Christian Hunter said the result maintained the company's record of returning a profit every year of its 40-year history.

Total income declined 5% mainly reflecting softer airfares, with booking numbers up but the lower ticket prices impacting overall revenue generated by the company's airline agreements.

The 2016/17 profit - excluding the contribution from the WIN sale - will be returned directly to the national retail network's members who remain the company's sole shareholders.

All member shareholders will receive a 5% (25c per share) unfranked dividend, with the majority of the remaining profit

distributed through trading rebates based on sales support for Travellers Choice preferreds.

Regarding the WIN sale, Hunter said Travellers Choice was one of four equal partners in the group until Jun this year, when the UK-based Advantage Travel Partnership network bought out its fellow shareholders.

Hunter said the deal was a "rare and valuable opportunity to monetise the company's shareholding," while still being part of the WIN network.

He said the Travellers Choice board had opted to retain the income from the WIN sale to "invest in development projects" to maximise the long-term return for the company and members.

### Today's issue of TD

Travel Daily today has seven pages of news and photos, plus a full page from:

- Travel Trade Recruitment

## New CX routes

CATHAY Pacific this morning opened reservations for three new European destinations, with flights to Brussels, Dublin and Copenhagen set to kick off in the summer 2018 season.

All three routes will utilise Airbus A350 aircraft.



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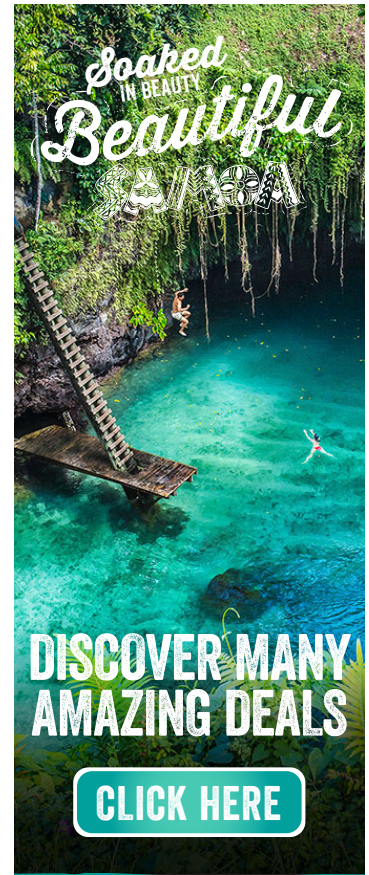
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## Hainan into Cairns

**HAINAN** Airlines will become the second Chinese carrier to fly direct to Cairns in a two-year deal with the Qld Government.

HU will operate the service between Shenzhen and Cairns twice a week from 19 Dec.

Qld Premier Anastacia Palaszczuk said the flights were secured through the Government's \$10m Attracting Aviation Investment Fund.

Under the agreement, both parties will collaborate in marketing to promote Cairns to the Chinese traveller.

China Southern also signed a deal to fly to Cairns from Guangzhou from Dec (**TD** 03 Jul).

HU will also begin flights to BNE from Shenzhen on 20 Sep.

## Barge Connection

**BARGE** Travel Connection has released its first brochure, featuring 48 barges in Europe.

The brand was announced by Entire Travel Connection last year (**TD** 14 Sep) and offers six-night itineraries which include accommodation, all meals and drinks, daily excursions, a crew and local transfers.

Themed cruises are available based on interests such as gastronomy or golf.

MD Brad McDonnell said "after numerous requests from the travel industry and independent barge operators, we are excited to offer this all-encompassing brochure for barges across Europe".

## Scenic to appeal ruling

**SCENIC** will appeal yesterday's court decision in the long-running class action over its flood-affected river cruises (**TD** breaking news).

The NSW Supreme Court found in favour of the lead plaintiff David Moore, ruling that he is entitled to a 100% refund and \$2,000 in damages.

The ruling opens the way for payments to more than 1,000 other passengers, however Scenic today said it would appeal and has disputed widely reported estimates that it now faces costs of up \$14 million.

The case stems from the

disastrous European floods of 2013 which impacted 13 of Scenic's departures during Apr and May that year.

Passengers took action against Scenic over the affected cruises, unhappy with the alternative arrangements offered and compensation made.

In a statement yesterday, Scenic said it would review the judgement in detail before making any specific comments.

However, the company said its practice had always been to deliver itineraries that were "as close to schedule as possible without compromising on safety or comfort".

"Despite the extraordinary weather conditions in Europe in early 2013, less than 5% of Scenic cruises in the past four years resulted in any itinerary change," it said, adding that estimates of the costs it faced were "premature".

## HLO share issue

**HELLOWORLD** Travel Limited earlier this week confirmed it had issued 500,000 shares effective 01 Jul 2017 as part of a Long Term Incentive Plan for an unnamed "new executive".

The vesting date for the shares is 01 Jul 2020, dependent on achievement of criteria relating to Total Shareholder Return.

Half of the shares will vest if the shares reach \$5.50 or a 13% return, with prorated vesting up to the target of a \$6.50 share price or a 19% shareholder return.

Individuals on the incentive plan must also meet KPIs as determined by the board and ceo over the next three years.

Helloworld wasn't able to confirm the identity of the executive for whom the new shares were issued.

## AC to MEL all year

**AIR** Canada will operate year-round services between Vancouver and Melbourne aboard its Boeing 787-9 *Dreamliners*, starting Jun.

The non-stop services will operate three times a week and follow an initial seasonal service operating between Dec and Feb.

Air Canada's Asia Pacific director of sales Lee Poh Kait said the new services would establish Vancouver as a year-round gateway to North America from Australia's south-eastern states.

"It will provide a friendly and efficient way to explore all of North America, with seamless connections to more than 100 destinations across Canada and the United States," he said.

Flights from MEL will depart 0940 on Tue, Fri & Sun.

They are timed to connect with domestic codeshare services operated by Virgin Australia from ADL, HBA and PER, and join AC's existing SYD and BNE services.

## REGIONAL SALES MANAGER VIC,TAS,SA BASE SALARY \$75K + INCENTIVE & BENEFITS

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Applications close Friday 8th September 2017



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**Travel Daily**  
on location in  
**Port Vila**

**TODAY'S issue of TD is coming to you from Vanuatu, courtesy of the Vanuatu Tourism Office and Air Vanuatu.**

**DAY 2** of the Tok Tok 2017 trade show is underway, with another day of scheduled appointments between overseas buyers and sellers at Iririki Island Resort.

Last night, buyers clocked off for a fabulous dinner function at Warwick Le Lagon - see **page 5**.

Earlier this morning, NZ High Commissioner to Vanuatu, Georgina Roberts officially opened the Port Vila seafront redevelopment (**TD** yesterday).  
Images on **TD's FACEBOOK**.

## Air Van eyes Air NZ c'share

**VANUATU'S** national carrier Air Vanuatu is keen to tap into a larger slice of the New Zealand market through a new codeshare deal with Air New Zealand.

Air Vanuatu's recently appointed gm commercial Jeff Murdoch says the deal is on the table.

He told **Travel Daily** yesterday at the Tok Tok travel trade show in Port Vila that NF had offered an opportunity for the Kiwi carrier to re-enter the market on its metal on a codeshare basis, which they had prior to Air New Zealand withdrawing from flying to VLI in Jan 2016 due to runway concerns.

"That's a standing invitation to come back," he explained.

"They may not wish to, or may not be capable of operating their own metal at this point in time because it takes time to get things

regenerated, so it's an open offer."

Murdoch also said Air Vanuatu was "very close" to signing a deal with Aircalin (SB) to codeshare on each other's services between Noumea and Port Vila.

The flagged codeshare growth would build on Air Vanuatu's already renewed pact with Fiji Airways, reinstated recently after some "minor issues", he said.

He said ultimately NF would like to boost its frequencies into Nadi from the current one per week.

Another codeshare agreement with Air Niugini was also under evaluation and would provide an opportunity for Air Vanuatu to offer a one-stop connection into China, through Port Moresby.

Murdoch said Air Niugini was keen to add Shanghai to its modest destination network.

"If we can garner some of the traffic off that it'll be an excellent result," he said.

The former Qantas exec of nearly 30 years was also "ecstatic" with having the QF code back on its flights to Port Vila since 16 Jun.

"They are making a significant contribution. There has been an incremental increase in business as a result of their relaunch.

"Qantas is able to provide much broader distribution to Vanuatu than we can on our own through their frequent flyer program, and they have done some significant promotion to get that side of the market going again," he added.

## Window Seat

**THE Travel Daily** team were stoked to receive an awesome gift pack (pictured below) from the Barge Travel Connection who popped into our offices yesterday afternoon.

The bottles of Mumm Champagne, chocolate and some soaps were to celebrate the launch of Barge's new Europe brochure.

See **page two** for more on the Barge's debut program.

Now all we need to do is pop the champers to celebrate!



## Corporate Travel Consultants

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## BITRE figures

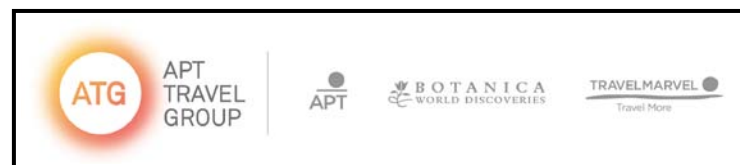
**LATEST BITRE** figures for Jun show international pax traffic increased 6.5% to 3 million.

There were 5% more seats in Jun to 4.089m on int'l flights with a seat utilisation of 78.2%.

QF had the largest int'l share of 16.2%, followed by JQ on 9.3% and SQ & EK both on 8.4%.

QF's share increased by 0.3% and EK's declined by 0.5%.

Sydney to Singapore was the most popular airline route.



## Inside Sales Manager & Retail Communications Coordinator (Melbourne based)

Would you like to become part of the ongoing success of APT Travel Group, now is your opportunity. APT Travel Group is currently seeking an Inside Sales Manager and Retail Communications Co-ordinator to join our Inside Sales Team based at the Cheltenham Head Office.

To learn more about these exciting opportunities with APT Travel Group and to apply please check out our careers page: [aptouring.applynow.net.au](http://aptouring.applynow.net.au)

# Switching into survival mode

THE latest issue of *travelBulletin* is out now, and this month we've called a tribal council to examine the most spectacular destinations featured on the TV show *Survivor*.

The Sep issue contains our *Survivor* guide to the South Pacific, helping to explain what defines idyllic island nations including Samoa, Vanuatu, Fiji and the Cook Islands - all of which have provided incredible settings for different editions of the *Survivor* franchise.

The Sep edition of *travelBulletin* is being distributed now and is also available for download or online viewing via its website.

As well as all the latest industry news and analysis, it offers extensive features on Britain & Europe, Hong Kong & China, Family Holidays and Arabia.



This month also includes a bumper cruise feature, timed to follow last week's annual Cruise360 conference in Sydney which drew record crowds.

To view the latest issue or arrange a subscription, visit [www.travelbulletin.com.au](http://www.travelbulletin.com.au).

## Montreal wheel

**MONTREAL'S** Giant observation wheel, La Grande Roue de Montreal, will officially open to the public over the weekend.

The attraction is Canada's largest observation wheel, offering views from up to 60m high from a total of 42 gondolas.

It will be open year-round from 10am to 11pm, offering 15-20 minute rides.

Adult tickets are CA\$25 and can be bought online or at the ticket office - [CLICK HERE](#) for more.

## WA targets S'pore

**WESTERN** Australia's Tourism Minister Paul Papalia has reinforced the importance of Singapore as a tourism market to the state during his first official visit to the destination.

Papalia highlighted growing tourism, with Singaporean visitors to WA climbing 17% in the 12 months to Mar, compared to the previous year.

"Now, more than ever, there is so much to see and do in Perth and in the regions," he said.

# Travel Daily

Friday 1st September 2017

## U by Uniworld launches



**THE** new youth-focussed river cruise brand from The Travel Corporation, U by Uniworld, officially launched last night at a media, trade and content creator cocktail event in Sydney.

The function was designed to bring to life the destinations the line will visit through a range of different "activations".

Guests were able to visit a space designed to showcase the flower markets, sample from a cheese table inspired by the Netherlands, indulge in a French dessert bar, dig into a pretzel stand and more.

"We are the first cruise line in the world and certainly the first river cruise line to design and offer cruises for a 21-45 age group," Fiona Dalton, U by Uniworld md told attendees.

"This age group really wants to experience Europe differently.

"They don't want to see Europe, they want to do Europe and U by Uniworld will offer them a seamless way of doing Europe," she explained.

Tim "The Bachelor" Robards made a special appearance, naming Michelle Mickan of Phil Hoffmann Travel (**pictured**) as the winner of a seven-night U by Uniworld cruise of her choice.

Other media personalities at the event included models Jordan and Zac Stenmark, actor Lincoln Younes and journalist Matt Doran.

## Evergreen appoints

**EVERGREEN** Cruises and Tours has appointed Jade Vaselli as sales executive, covering both South Australia and Tasmania.

Vaselli brings nine years' of retail experience to the role.

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Have your say →



## West Sydney plan

**THE** NSW Government has pinpointed Western Sydney for visitor growth, unveiling the Western Sydney Visitor Economy Strategy yesterday.

Nine strategic directions were outlined in the strategy, including a plan to develop a cohesive approach to destination management and marketing, work on product and experiences and improve destination awareness and improve the perception of Western Sydney.

"This region already has a strong appeal for leisure visitors, visiting friends and relatives and business events travellers, but we know there is still more we can do to grow visitation even further," said NSW Minister for Tourism and Major Events Adam Marshall.

## Win Gold Class movie tickets

This week, Helloworld Travel are giving five lucky Sydney based readers the chance to WIN a Gold Class double pass to see *Kingsman – The Golden Circle* on at an exclusive screening on Wednesday 27th September, 6pm at Event Cinemas Bondi Junction.

In 25 words or less, please tell us your favourite movie and why. Please email entries to: [sponsorships@helloworld.com.au](mailto:sponsorships@helloworld.com.au)

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TRAVEL  
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**Kingsman**  
THE GOLDEN CIRCLE



## New Auck i-SITE

**A NEW** i-SITE and Department of Conservation Visitor Information Centre in Auckland opened today at Princes Wharf.

The new premises has removed the traditional reception desk in favour of "consultation pods" where visitors can plan their journey with consultants on couches and at coffee tables.

i-SITE Princes Wharf is positioned to greet incoming cruise visitors and other travellers to Princes and Queens Wharf.

## Visit USA PR head

**VISIT** USA Organisation Australia has named Lizzie Doyle of prMarketing as its new dedicated PR and Comms manager in the Australian market.

Doyle commenced today and has previously worked with multiple Canadian clients for the past 20 years, with many crossover initiatives in the US.

## Chile arrivals surge

**AUSSIE** travellers are heading to Chile in record numbers, according to recent figures from the Tourism Authority of Chile.

Visitor numbers were up 10.8% in 2016, reaching 50,968 and figures are expected to grow again this year by at least 10%.

Luxury travel company andBeyond began visiting the destination in Jun 2015 and said it had since seen travel from Australians to the region "go from strength to strength".

## Sth Africa mergers

**THE** South African Government is considering merging the state-owned South African Airways, its low-cost arm Mango and SAA Express into one entity.

Reuters is reporting the government would explore offering a 25% stake of the holding company to a private equity partner.

The airlines have struggled to remain profitable.

## Buyers (coco)nuts about Tok Tok!



**WARWICK** Le Lagon hosted a magnificent dinner for buyers of the 2017 Vanuatu Tok Tok travel trade show last night.

The evening included a private candlelit performance from a children's choir (right) to welcome delegates to the Warwick and its sand-between-your-toes marquee with multiple food stations, pina-colada filled coconuts, a live band and more.

**Pictured** above are Thomas Biltoft, Excite Holidays; Jessica Luxton, Vanuatu Tourism Office Australia; Nathan Graham, Cheapflights; Samantha, Expedia; and Amy McGill, Flight Centre.



**SARAH** Beeken, Island Escapes; Ali Serhan, Warwick Le Lagon general manager; Megan Thompson, Vanuatu Tourism Office; Jessica Luxton, VTO Australia and Emma Stirrup, Island Escapes.



**KATE** Griffiths, Warwick Le Lagon; Allan Kalfabun, Vanuatu Tourism Office; Dianne Muldoon; Intrepid Travel and Georgia Gregerson, VTO Australia, with photobomber Paul Forbes from Air Vanuatu.



# Corporate Chatter

With Karen Tsolakis

HELLO everyone.

In the tightly held large market of high profile and multi-million dollar corporate accounts, a sudden or shock departure or incident - especially when it's at the expense of one of the large global TMCs - makes for frenzied fodder for everyone.

This week's persistent and high-voltage rumour is that one of Australia's big four banks has very recently fired its long-term TMC and appointed auditors to trawl through the books in search of irregularities and alleged evidence of travel program mismanagement.

One would not want to be the general manager of THAT Corporate TMC!

There must also be red faces within the bank as they have apparently been very generous over recent years with great references and referrals for their recently exited travel agent. Oops. I wonder if that was the previous or current procurement.

Meanwhile, as per the old saying, one man's misery is another's good fortune. So, kudos to another TMC who has now rushed to offer their services and been appointed interim travel manager, no doubt secretly relishing the mess left by their disgraced competitor.

*Karen Tsolakis is a specialist in corporate travel and a Travel Daily columnist.*

It must also be a lifeline and relief for their sales team according to insiders who had expressed concern at the lack of large account wins in market over a long period.

Whilst this story has a long way to play out before we find out what really went down

‘...It is a reminder of the brutal and often unforgiving culture of the large corporate...’

and clarify fact from fiction, it is a reminder of the brutal and often unforgiving culture of the large corporate, where years of good, honest and hard work by dedicated professionals can be just swiped away if the wrong person's "reputation" or "miscellaneous agenda" rears its ugly head.

I'm not saying this has happened in this case, but it does take place.

Wishing good luck and justice to the innocent.

Please drop us a confidential note if we can assist.

## DMS 25th rebrand

DMS Destination Marketing Services is marking 25 years in business with a refreshed website and brand.

The company connects the Australian and New Zealand events industry to a network of destination management companies (DMCs) worldwide, serving incentive, conference and corporate event planners as well as leisure specialists.

"As a company we are most proud of the evolution of our roadshow, DMS Connect," said md Marissa Fernandez.

"Our humble showcase visits Sydney, Melbourne and Auckland and now incorporates not only our captivating DMC partners, but also our industry partners, to provide MICE and leisure agents a holistic destination experience".

The refreshed brand and website can be viewed **HERE**.

## WestJet FF extends

WESTJET has launched its frequent flyer partnership with Air France and KLM, allowing customers to earn points across all three airlines.

The ability to redeem will be introduced later this year and follows the carriers' recent codeshare tie-up.



## Wins

**KAREN Tsolakis** brings you key account moves and TMC wins. Below are recent winners (in no particular order).

**Toll**

👍 Won by GBT

**Amway**

👍 Won by CWT

**Glencore**

👍 Won by CWT

# Travel Daily

Friday 1st September 2017

## FC expands in NZ

FLIGHT Centre Travel Group has completed two acquisitions that allow it to expand further into New Zealand.

The company has purchased New Zealand's largest independent corporate travel management company Executive Travel Group (ETG).

It has also acquired the leisure focused Travel Managers Group (TD 01 Aug), with 180 brokers and a 22-shop franchise network.

## AB FF pullout

BOTH Qantas and Virgin Australia will cease frequent flyer connections with airberlin.

QFF members will no longer earn points and status with its oneworld partner from 16 Nov.

Frequent flyer reward bookings have also been suspended.

Virgin will allow its pax to earn points on all existing reservations and bookings made by 05 Sep.

The cutback is believed to be related to AB's insolvency process.

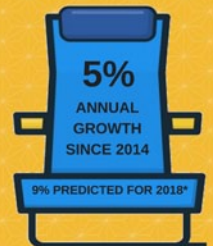
CAPA  
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## CAPA Insights

CAPA Centre for Aviation today offers its latest exclusive infographic, presenting insight from its own data and external sources.

### Brisbane to welcome 787-9

currently servicing  
**28** international destinations



CAPA  
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### international departures by class of travel

Economy Class	Business Class
79.9%	8.8%
Premium Economy	First Class
10.8%	0.5%

### Boeing 747 vs. 787

J CLASS W CLASS Y CLASS

747	58	36	270
787	42	28	166

**35%**  
LESS SEATS

Source: CAPA - Centre for Aviation  
\*OAG forecasting through Feb 2018

BRISBANE Airport is currently in an international service renaissance fuelled by international growth and especially the recent Qantas announcement that it would base four of its new Boeing 787-9 Dreamliners out of the airport. Brisbane currently serves 28 international destinations but now has the opportunity to increase this even further thanks to Qantas. Where that will be, we are still to find out.

Brisbane Airport has also enjoyed annual international traffic growth of around 5% but it is worth noting that by replacing the current Qantas Boeing 747s with the smaller Boeing 787-9, there will be a 35% reduction in seats on those flights.

## Individual launch

**INDIVIDUAL** Traveller has added new itineraries across Africa, Indochina, South America and India.

Countries including South Africa, Vietnam, Laos, Chile, Brazil and Kenya are featured in the product update.

The company is offering itineraries for 45+ year old individual travellers who want to share their holiday experience with others.

Individual Traveller md and creator Liz Young said the increased offering was designed to meet a growing market.

## Air China profit up

**AIR** China has reported a profit of 3.92b yuan (AU\$750m) in the Jan to Jun period, up 3.3% from 3.79 billion yuan over corresponding period in 2016.

The carrier's turnover rose year-on-year by 8.82% to 58.746b yuan (AU\$11.21b).

Jet fuel costs surged 40.1% in the first half, Air China said, eroding revenue gains of 8.8%.

The airline also carried a total of 49.20 million passengers, a year-on-year increase of 5%.

CA said it was focused on being a "mega network airline with int'l competitive edge".

## WIN A TRIP TO NEW CALEDONIA



This month *Travel Daily*, *travelBulletin*, *Aircalin* and New Caledonia Tourism are giving readers the chance to win a trip to New Caledonia. The prize includes return economy class flights from SYD, BNE or MEL flying *Aircalin* and four nights in a one bed apartment including daily buffet breakfast at Ramada Noumea.

To enter the competition, all you need to do is take a creative photo of yourself with something typically New Caledonian.

Send your entry to [aircalin@traveldaily.com.au](mailto:aircalin@traveldaily.com.au)



## Travel Specials

**WELCOME** to Travel Specials, *Travel Daily's* Friday feature. If your firm has released a travel special you'd like to make the industry aware of, send the details to [specials@traveldaily.com.au](mailto:specials@traveldaily.com.au).

**AAT Kings** is offering savings of \$500 per couple on its 11-day Taste of Southern Australia Guided Holiday (available until sold out or departed). **CLICK HERE** for more.

Motorcyclists can save 10% and pillion riders 20% with **Extreme Bike Tours'** 13-day guided tour of Cuba, departing 17 Feb. Bookings must be made by 30 Sep - **CLICK HERE** to book.

**Ahoy Buccaneers** has savings of up to \$1,320 per couple on three cruises this Oct. Solos will also pay no supplement when booking a deluxe beach swag. Must book by 24 Sep. Call 08 9193 7650.

Travellers who book select 2018 **Rocky Mountaineer** packages will receive \$800 per couple credit to put towards their Canadian rail journey. Credits can be used towards hotels, activities, etc. The deal must be booked by 27 Oct. **CLICK HERE** for more.

Clients who book a 2018 Moroccan Adventure at 2017 prices save 15% with **Busabout** before 11 Sep, Call 1300 287 226.

## Hawaii spend up

**HAWAII** Tourism Authority (HTA) has reported a 9.8% increase in visitor spending in Jul. Visitor numbers were up 6.8% in the same period.

HTA president and ceo George Szigeti said the numbers exceeded any forecasts that were made for the month.

"Our State is very fortunate that demand for the Hawaii travel experience continues to be strong in 2017, especially from the US mainland and Japan."

Through the first seven months of 2017, Hawaii's tourism industry generated US\$1.16 billion in state tax revenue, an increase of US\$94.8 million over the same period last year.

## ET signs with Sabre

**ETHIOPIAN** Airlines has renewed its passenger reservations system agreement with the Sabre Corporation.

The airline also signed up for a suite of new technology solutions to further its growth.

ET will use Sabre's new revenue optimisation software, which will enable it to price its services based on a travellers needs.

## VIA rail growth

**VIA** Rail Canada has posted its 13th consecutive quarter of growth in the 2Q17.

Ridership increased by 9.5% compared to the same period in 2016 & pax revenues rose 15.7%.

A total of 364 million kilometres were travelled over the quarter, up 9% from 2016.

To meet demand, Via Rail also added capacity on popular routes including a new train from Ottawa to Quebec City.

**MEANWHILE** Via Rail services from Amery to Churchill in northern Manitoba remain closed after flooding in May (*TD* 13 Jun).

Track owner, OmniTRAX are refusing to bear the cost of repairing the line and are fighting with Manitoba about who should.

Polar Bear tours in Churchill are popular between Oct & Nov.

## Club Med Sri Lanka

**CLUB** Med has announced a new resort to open in the tropical country – Club Med Ceylon.

Slated to open Aug 2019, the will be located in the South West province of Sri Lanka.

The hotel will have 372 rooms from deluxe to suite categories.



*Working in partnership with the Australian Travel Industry*

### Junior Recruitment Consultant

Sydney, OTE \$82k, Ref: 54365J1

Join one of Australia's leading travel recruitment companies by utilising your travel industry experience & sales skills while enjoy earning a fantastic salary package with an OTE of \$82k. No two days are the same in this diverse role. You will need to be a people person, confident communicator & self-motivated. CBD offices with Mon-Fri working hours & a fantastic team environment. Take the next step in your career in a role with the autonomy to run your own desk & reap the financial rewards.

For more information please call Sarah on (02) 9119 8744 or click [APPLY](#) now.

### Luxury Travel & Cruise Consultant

Sydney, OTE \$80k + Super, Ref: 3015SO3

A lovely lower North Shore travel agency are looking for an experienced consultant to join their team in a fantastic location and become part of their successful team. You will be an excellent customer service advocate and will earn good incentives from securing happy clients. This office is flourishing and has driven the requirement for an additional consultant, be part of this amazing journey. This rare opportunity has opened up to provide a lucky consultant with their dream job.

For more information please call Sasha on (02) 9119 8744 or click [APPLY](#) now.

### Leisure Travel Consultant

Brisbane, \$52,500 + uncapped commission, Ref: 2514SZ1

Working within a team environment with equal responsibility and treatment where all decisions are made unanimously with regards to business changes and recruitment, my clients are looking for an experienced travel consultant that would be looking for longevity in their career path. Ideally you would be Galileo trained however, cross training of GDS systems are available to the right candidate. This will be your chance to work in a CS focused agency where enquiries are treated with care.

For more information please call Serena on (07) 3123 6107 or click [APPLY](#) now.

### Wholesale Consultant - Europe

Melbourne, \$40-42k + Comm, Ref: 3020HC1

Are you currently working in the Travel Industry & need a change? Have you always wanted to work in wholesale travel? Then here is your chance! This Melbourne based company is recruiting for a passionate Wholesale Consultant. Dealing with agents only, this wholesale role is great for an experienced Wholesale Consultants that are looking for a new adventure in their career. Candidates must have the ability to thrive and succeed in an often diverse and always customer focused, travel sales role.

For more information please call Hannah on (03) 9988 0616 or click [APPLY](#) now.

### FIT Inbound Travel Consultant

Sydney, Up to \$65k DOE, Ref: 2980PE4

Our client is a leading provider of luxury inbound travel arrangements & has unrivalled expertise in delivering market-leading tailored tours to groups visiting Australia & the Pacific. They offer bespoke itineraries and products – from city breaks to multi destination and special interest tours. I am looking for a talented inbound travel specialist with strong Australian tourism knowledge & experience in dealing with Western Markets. Excellent remuneration is on offer for the right person.

For more information please call Paul on (02) 9119 8744 or click [APPLY](#) now.

### Online Travel Consultant

Gold Coast, Weekly Salary Pay, Ref: 1265SZ4

Looking to get out of retail travel and work with inbound calls and email enquiries only? Free flowing quotes coming through on a daily basis so you will never be short of enquiries! Work & life balance including working only a 7.6 hour day with morning and afternoon tea breaks and ½ hour lunch break too! If you have current or recent consulting experience and would like to be a part of this dynamic and growing business with lots of room for career progression, then get in touch today.

For more information please call Serena on (07) 3123 6107 or click [APPLY](#) now.

### Marketing & Sales Coordinator

Melbourne, Competitive Salary, Ref: 3028HC1

An independent tour company is looking for an experienced Marketing Coordinator to join their team in Melbourne. This is a diverse role that will suit a marketing and sales professional, ideally from the travel industry that is driven, proactive and not afraid of a varied and challenging position. This is a varied role and requires a marketing professional with great experience. You will be reporting directly to the Marketing Managers. A fantastic salary package is on offer!

For more information please call Hannah on (03) 9988 0616 or click [APPLY](#) now.

### Travel Team Leader

Adelaide, \$50k + Super, Ref: 3024HC1

Do you have the gift of travel sales? If you have proven retail sales experience and can manage complex itineraries this is a fantastic career move for you. You will be working towards targets and aiming to earn lucrative quarterly commissions in return for a career within a supportive and friendly environment. You will be highly experienced, have GDS skills and have proven sales results. Long term career progression, a great salary & an amazing team are perks to this role.

For more information please call Hannah on (08) 6365 4313 or click [APPLY](#) now.



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