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Thursday 12th July 2018

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CTM's Greater China plan

CORPORATE Travel Management (CTM) said its acquisition of Lotus Travel Group (**TD** breaking news) will see it become the largest travel management company in Hong Kong servicing Greater China.

Managing director Jamie Pherous declared with Lotus as a key part of its Asia business, "we will become a leader in the Greater China market and will be well positioned to enhance our client offering, technology and expertise in the market".

Effective 02 Oct, CTM will take a 75.1% stake in Lotus while CTM Asian partner Ever Prestige Investments will acquire the remaining 24.9% in a deal worth A\$50 million, approximately 10 times Lotus' CY17 EBITDA.

NTIA after party

ATTENDEES of this year's National Travel Industry Awards (NTIA) will have the chance to continue the celebrations at the Singapore Airlines After Party.

The NTIAs will be held on 21 Jul at ICC Sydney.

For more, see the **cover page**.

Lotus employs 400 staff in offices in Hong Kong and China and CTM told its investors in an announcement on the stock exchange that both companies "share a similar culture and business mix across corporate, wholesale (B2B), MICE & events".

CTM said the purchase would create "optimum scale" and the potential for the businesses to capitalise on best practice.

The company plans to overlay CTM technology and business systems and processes "to make Lotus and its people more effective and support longer-term sustainable growth".

It also predicted technology led synergies should lead to materially improved people effectiveness, profits and growth over a two- to three-year cycle.

Today's issue of TD

Travel Daily today has seven pages of news and photos including a front cover page for **AFTA**, plus full pages from:

- American Q Steamboat Co
- AA Appointments
- Consolidated/MH promo

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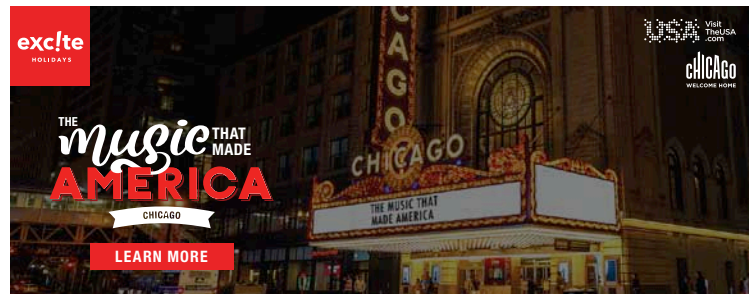
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American Queen

AMERICAN Queen Steamboat Company is offering a taste of Mardi Gras in New Orleans as part of an eight-night journey on the Mississippi to Memphis in Mar next year.

The trip is priced from US\$2,318 - see **page eight** for more info.

DXB upgrade to hit EK

EMIRATES will reduce services to more than 100 destinations worldwide in Apr and May next year - including four of its Australian gateways - as Dubai Airport mounts a major upgrade to its southern runway.

Having announced a reduction in services to several points including Adelaide (**TD** yesterday), the carrier has now confirmed plans to cut flights across dozens of other destinations over a 45-day period, including several of its flagship cities.

From 16 Apr, the carrier will reduce Sydney services from three to two daily, with EK416/417 now closed for bookings until the end of May.

Brisbane reduces from two to one flight daily, affecting EK430/431, as will Perth which loses EK424/425.

Previously announced changes see Adelaide drop from daily to five flights a week, while

Auckland drops from daily to six services a week.

Major overseas destinations affected include London Heathrow (cut from 42 to 31 flights per week), London Gatwick (from three to two daily), Frankfurt (from 21 to 18 weekly) and Milan (three to two daily).

Other major affected points include ATH, BCN, BHX, BRU, BUD, CPH, GLA, MAN, JFK, EWR, NCE, PRG, VIE, VCE and ZRH.

A spokesperson for Emirates said the carrier was working closely with the airport to prepare for the runway closure.

"We fully support this enhancement to the airport infrastructure, which is key to Dubai's development as a global aviation hub," he said.

The southern runway at DXB is near the end of its design life and will be completely resurfaced, as was its northern counterpart in a similar process in 2014.

Van Eyk to Taiwan

AIR New Zealand has promoted its Vic/Tas/SA state manager Damien Van Eyk to a new role as area manager Taiwan, in the lead-up to the launch of direct Auckland-Taipei flights in Nov this year (**TD** 22 Feb).

More appointments on **page 7**.

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Oaks Hervey move

OAKS Hotels & Resorts has announced its entry to Hervey Bay in Urangan, Queensland.

Currently operating as Oceans Resort & Spa Hervey Bay, the property is set to rebrand on 01 Aug to Oaks Resort & Spa Hervey Bay under a new agreement.

The 130-room property includes one-, two- and three-bedroom suites, plus split-level three-bedroom penthouses, rooftop decks and three function spaces.

Data hack hits aviation ID

AUSTRALIA'S system of aviation security passes has been hit by hackers, leading to fears the personal details of airline and airport staff may have been compromised.

The ABC reports a company responsible for issuing Aviation Security Identity Cards (ASIC) has alerted hundreds of people to a breach, telling them information in their applications might have been stolen.

Aviation ID Australia, which is based in NSW and services regional airports around the country, said "a localised portion" of its website had been the subject of unauthorised access.

"Unfortunately, we cannot confirm exactly what information has been accessed, however personal information that may have been breached includes name, street address, birth certificate number, drivers licence

number, Medicare card number and ASIC number," the company's managing director Ian Barker is quoted saying.

The Australian Federal Police has confirmed to the ABC that it is investigating a potential breach, while the Civil Aviation Safety Authority, which oversees the ASIC system, has been informed.

Ponant christening

PONANT celebrated the christening of *Le Laperouse*, the first of four Explorer newbuilds, on Tue.

The vessel was christened by its godmother, Francois Pinault, at port Hafnarfjordur, Iceland.

The ceremony was inspired by the French region of Brittany and included Breton singer Bleuwenn Mevel giving an acapella rendition of the Breton anthem and Konan Mevel (from Breton band Tri Yann) playing bagpipes as *Le Laperouse* sailed off.

Another highlight involved *Le Laperouse* being greeted by *Le Soledad*, another Ponant ship positioned in Icelandic waters.

Domestic fares up

THE latest index figures released by the Bureau of Infrastructure, Transport and Regional Economics (BITRE) show domestic Economy airfares have jumped significantly over the last 12 months, with the company's index for Jul 2018 sitting at 99.4, compared with an index of 82 for Jul 2017.

Business fares over the same period show a slight decrease, with Jul 2017 reported at 94.5 and Jul 2018 coming in at 93.9.

Gonski joins SYD

SYDNEY Airport has announced David Gonski AC will join its board as a non-executive director from late Sep.

"David brings with him decades of experience working successfully in business and with all levels of Australian government," said Trevor Gerber, Sydney Airport chairman.

"We expect he will make a valuable contribution to our board & senior leadership team".

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SQ to Los Angeles

SINGAPORE Airlines will launch non-stop flights between Singapore and Los Angeles in Nov, using its new Airbus A350-900ULR aircraft.

The direct link will mean the end of existing services to Los Angeles via Seoul, & will operate three times a week from 02 Nov before increasing to daily on 09 Nov and 10 weekly from 07 Dec.

The carrier will also boost its existing direct flights to San Francisco from daily to 10 per week starting 28 Nov.

The services have been made possible by the ultra-long range A350, which also begins Newark flights in Oct (**TD** 31 May).

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Air NZ, JetBlue innovation

AIR New Zealand this morning announced a new “innovation partnership” with JetBlue Technology Ventures (JTV), the venture capital subsidiary of US carrier JetBlue.

JTV is based in Silicon Valley, California, and was established to incubate, invest in and partner with early-stage startups working in travel and technology.

Air NZ said the International Innovation Partnership would offer early access to emerging technologies “as well as an entrance into the Silicon Valley innovation ecosystem”.

NZ ceo Christopher Luxon said the carrier had a proud history of product innovation.

“We’re thrilled to be at the centre of the immense commercial and customer experience opportunities emerging from the intersection of technology and travel,” he said.

“As one of the most innovative

airlines globally, Air New Zealand has a proud reputation for nimbly being able to seize opportunities and take these to market...we have been growing a terrific ecosystem of global partners as we seek to redefine the future of air travel,” Luxon added.

JTV president Bonny Simi said the business had been established to expand on JetBlue’s reputation as an innovative travel brand.

Other travel and hospitality partners are expected to join the ecosystem over the coming months, all of which will co-locate in an “innovation outpost” in Silicon Valley.

The current JetBlue Technology Ventures portfolio include startup brands such as Redeam, Lumo, Volantio, CoinFlip, Joby Aviation, Climacell, Skyhour, Gladly, Zunum Aero, Flyr, Recharge, Filament, Recharge, Mozio, 30 Seconds To Fly and Betterez.



Discover the must-sees on a trip to Peru – read more in the July issue of *travelBulletin*.

CLICK to read
travelBulletin

Warner Bros. World Abu Dhabi

THE final touches are being put on to Warner Bros. World Abu Dhabi, the world’s largest Warner Bros. branded indoor theme park.

A grand opening is scheduled for 25 Jul, bringing to life DC Super Heroes such as Batman, Superman and Wonder Woman alongside animation favourites Scooby-Doo, The Flintstones and Tom & Jerry.

The Yas Island park complements other attractions such as Ferrari World Abu Dhabi, Yas Waterworld and SeaWorld Abu Dhabi which will open 2022.

MSC PortMiami

MSC Cruises has announced the development of a new cruise terminal at PortMiami, as part of its ongoing commitment to the North American market.

For more details see today’s issue of *Cruise Weekly* - subscribe at cruiseweekly.com.au.



Window Seat

SOUTHWEST Airlines (WN) has partnered up with the Discovery Channel to celebrate the 30th anniversary of Shark Week by creating custom liveries for five of its aircraft.

The great white shark (**pictured**) and hammerhead shark aircraft took off from the carrier’s home base of Dallas Love Field, the tiger shark aircraft launched from Chicago (MDW), the bull shark plane departed from Houston (HOU), and the mako shark flight jetted off from Phoenix Sky Harbor (PHX).



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Omega hole-in-one

TRAVELLERS heading to Switzerland are being invited to head up to the peak of Jungfrauoch to attempt sinking a hole-in-one for the chance to win an Omega watch.

Tourists visiting the mini-driving range at the "Top of Europe" can pay \$14 for three golf balls, with the watch up for grabs until the end of Oct.

Holders of a Swiss Travel Pass receive 25% off Jungfrau Railways.

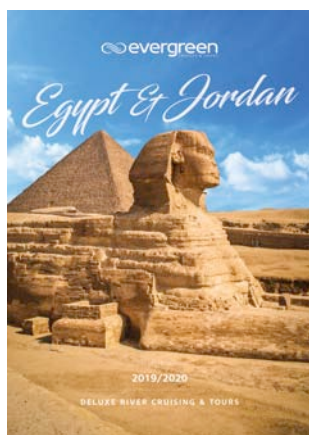
Gander Airport invt

THE Government of Canada will invest \$5 million to improve transportation infrastructure at the Gander International Airport in Newfoundland.

Upgrades are set to stimulate economic growth and create jobs.

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NEW EGYPT & JORDAN 2019/20



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LAX self-serve

LOS Angeles International Airport (LAX) has launched self-assistance kiosks in two of its terminals, Terminal 2 and the Tom Bradley International Terminal.

The AskLAX kiosks provide information on a 36-inch touch screen, including terminal maps, concession, retail and emergency information, transportation options, traffic conditions and LAX's lost and found operations.

Guests can take "email-able selfies" and speak with an LAX guest experience member over video chat in real-time.

Air Canada lounge

AIR Canada will open a redesigned Maple Leaf Lounge located in St. John's International Airport new Terminal East expansion area.

The fresh Maple Leaf Lounge will have 77% more space, 46 additional seats and windows offering views of Signal Hill and the ocean.

Other new amenities include washrooms, a Samsung TV zone, and a self-serve bistro and bar.



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Applications should be sent to careers@helloworld.com.au

Only successful applicants will be contacted for interview.

New Helloworld lands in Vic



HELLOWORLD Travel Caroline Springs in Victoria opened its doors to the public on Mon, with the team showcasing the new agency with food and activities for its guests.

Owner of Helloworld Travel Caroline Springs, Meral Murgoski, has been in the travel industry for over 20 years, and also owns Helloworld Travel Watergardens.

Murgoski was awarded State Manager of the Year at the 2018 Helloworld Travel Owner Managers Conference held in Adelaide in May.

"I am proud to be a part of an amazing brand and truly believe when you do what you love and have a passion and drive for customer service as well as for the travel industry, it doesn't

feel like a job but a long-time investment," she said.

The team **pictured** are: Natalie Costanzo, Meral Murgoski and Jamie Dean.

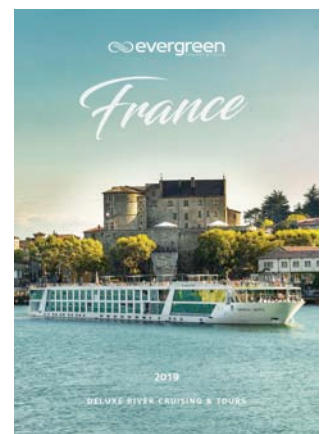
Gourmet Escape

DETAILS of this year's Margaret River Gourmet Escape have been released, with food writer and TV cook Nigella Lawson returning to headline the event.

It will take place 16-18 Nov.

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Thursday 12th July 2018

Ruby water park

THE Z4K Water Park at the Gold Coast's Paradise Resort will be available to families at the neighbouring Ruby Apartments when it officially opens its doors to the public in Nov.

The multi-level, three-storey main water park will feature slides, water cannons & climbing frames, while the smaller junior water park will offer the younger crowd a slide, water cannons and a 600 litre tipping bucket.

Accommodation deals of 50% off are available, **CLICK** for info.

JetBlue A220-300

AMERICAN airline JetBlue has announced it has ordered 60 Airbus A220-300 aircraft as part of its strategy to "evolve the fleet for the future of JetBlue".

The aircraft, which will begin delivery in 2020, will replace the existing fleet of 60 Embraer E19 aircraft & will add flexibility to its network by offering more options for transcontinental flying.

Virgin Galactic deal

SENDING tourists into space is now one step closer to becoming a reality following a framework deal between ALTEC, SITAEL, Virgin Galactic and The Spaceship Company.

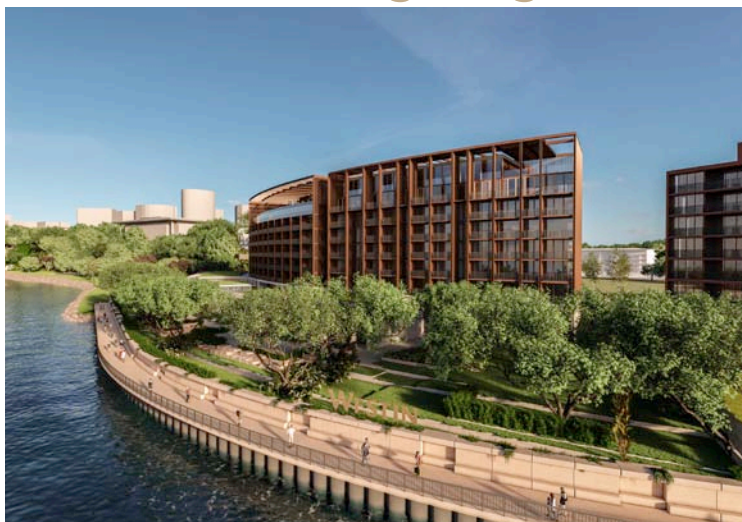
The tie-up envisions a dedicated space vehicle system to be built by Virgin Galactic's sister company, The Spaceship Company, which would be used to send scientists to space for research, as well as "private individuals".

Hampton opens 15

HILTON Hotels' upper-midscale brand Hampton by Hilton has opened 15 new properties around the world, bringing its global hotel total to 2,345.

New properties for the brand include Hampton Inn by Hilton Petaluma in California, Hampton by Hilton Antwerp Central Station in Belgium, as well as Hampton Inn by Hilton Monterrey Apodaca in Mexico.

Westin Darwin gets go-ahead



A \$200 million luxury hotel development at the Darwin Waterfront to be operated by Westin Hotels & Resorts (**TD** 18 Oct) has been approved for construction.

The Darwin Westin (**pictured**) will be designed to attract the "lucrative luxury market", including the high-end business and corporate traveller, and will create up to 500 jobs for locals.

NT Chief Minister Michael Gunner said the hotel would offer a new level of luxury in Darwin.

"The Darwin Westin is a game-changer for Darwin, and it brings with it enormous opportunities for local businesses, tourism operators, retailers and

residents," he said.

"It opens up a new tourism stream for Darwin, at the top end of the market, and this is great news for tourism, business tourism and private investment opportunities."

Construction is set to commence later this year, with the hotel expected to open for business in 2021.



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The United Kingdom	\$1,339*	\$7,099*
Africa	\$1,579*	\$7,499*
South America	\$1,749*	\$7,999*
North America	\$1,799*	\$7,999*



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*Advertised fares are for return Business Class and Economy Class travel departing from Melbourne. Prices are inclusive of taxes and surcharges correct as of 3 July 2018, and subject to currency fluctuation and availability. Offer ends 30 July 2018 and is subject to change. All advertised fares are for travel commencing between 1 October and 30 November 2018, and 14 January and 31 March 2019. Economy Class luggage allowances may vary for travel to Africa and the Indian Subcontinent. Higher levels apply for other travel periods. Flight restrictions, day-of-week surcharges, inbound blackout periods, amendment and cancellation fees apply. Additional travel periods, destinations and fares are available from Adelaide, Brisbane, Sydney and Perth. Further terms and conditions apply. For full terms and conditions, please refer to your GDS, visit emiratesagents.com/au, or call Emirates on 1300 303 777.

Travel Daily

Thursday 12th July 2018

SkiJapan.com 18/19

SKIJAPAN.COM has released its 2018/19 Winter Holiday Packages brochure which includes stays at the operator's new Hakuba Gateway hotel.

Other destinations on offer include ski adventures in Honshu, Nozawa Onsen, Shiga Kogen, Naeba and Niseko.

View the full brochure [HERE](#).

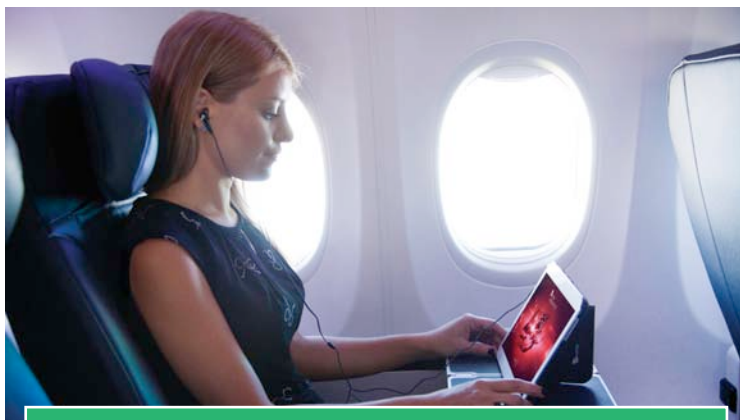
SkiJapan.com is also running earlybird specials which include up to 20% discounts on select Niseko accommodation.

Rocky bonus offers

CANADIAN rail-tour company Rocky Mountaineer is currently running a promo offering \$1,000 per couple in added credit that can be used on accommodation, meals and extra activities.

The deal is valid on select 2018 and 2019 journeys of eight days or longer and to be eligible trips must be booked and deposited by 31 Aug 2018.

Free one-night stays are also on offer for 2018 trips when booked before 27 Jul.



Win a trip to Walt Disney World

This month, *Walt Disney World* in Florida, Virgin Australia and Delta Air Lines are giving *Travel Daily* readers the chance to win two places on

"A Very Merry Toy Story Land Christmas Mega-Fam" flying Virgin Australia and Delta Air Lines to *Walt Disney World* Resort in Florida.

In a 1-min video, 250 word blog or insta-worthy photo/meme, tell us why your Christmas in July wish is to travel with Virgin Australia and Delta Air Lines to *Walt Disney World* Resort for the Christmas season?

Send your entries to disneycomp@traveldaily.com.au. The most creative judged entry will win one of two *Travel Daily* Exclusive places on the fam.

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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.

Radisson Hotel Group has announced two new appointments to its Americas development team. **Tom Osborn** and **Adrian Francois** both join as Director of Franchise Sales & Development, with Osborn's focus on the Caribbean and Francois on the group's South American brands.

Lea Seguer has joined **La Reserve hotels and Myconian Hotel Collection** as Sales Ambassador, APAC. Seguer has worked at a number of properties, including Sydney's Observatory Hotel as Sales Manager.

Michael Gaehler is the new General Manager at **Oriental Residence Bangkok**. Prior to the role, Gaehler was Group Manager at Regent Hotels and Resorts in Taiwan, overseeing projects in Vietnam and China.

Hyatt Hotels has welcomed **Julia Vander Ploeg** as Senior Vice President Global Head of Digital. Ploeg will be responsible for setting Hyatt's digital strategy and enhancing its digital capabilities.

Sunny Li has been made Vice President of Development for China and North Asia at **Dream Hotel Group**. Li has more than 30 years' experience in hotel development and portfolio expansion.

Seabourn has promoted veteran expedition leader **Robin West** to the role of Vice President Expedition Operations and Planning. West will oversee the development of the company's product globally.

AVIS Budget Group has announced a new Commercial Director for the Pacific region, effective 16 Jul. **Ian Jones** will be responsible for driving company growth across its Avis, Budget and Apex brands.

El Al wi-fi coming

EL AL Israel Airlines (LY) has announced it will introduce wi-fi on select flights to Europe from 15 Jul.

The carrier will mark the launch of the service by offering a basic wi-fi package for free until 31 Oct, which includes instant messaging and emails.

LY will also offer complimentary basic wi-fi services to pax on North American *Dreamliner* flights until 30 Sep.

Curio to Costa Rica

THE Gran Hotel Costa Rica, Curio Collection by Hilton reopened yesterday following a renovation to give the hotel a modern design.

The 79-room property now features 49-inch TVs in each room, individual ergonomic workspaces, organic bathroom amenities & complimentary wi-fi.

Selous takeover

THE Selous Safari Company has announced it is in the process of taking over the management of the Fanjove Private Island and Rhino Lodge in Ngorongoro in Tanzania.

From 01 Aug, the company will assume formal control of all reservations, with all rates, commissions and promotions to remain unchanged in the short-term future.

Enquiries should be directed to reservations@selous.com.

Hawaii suite sale

HILTON Hawaiian Village is offering 50% off its Waikiki Suites for bookings made between 23 Jul and 30 Jul.

The special applies to stays between 06 Aug & 31 Mar 2019.

For further information on the deal, [CLICK HERE](#).

Blackout dates apply.

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3 MARCH 2019

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GENERAL MANAGER

TASMANIA/MELBOURNE – DOE + SUPER + BONUS

Experienced General Managers required for properties in Tasmania & Melbourne. You will be responsible for overseeing all aspects of the property, lead a capable management team, & focus on customer service, budgeting & forecasting & delivering results. Previous experience in a similar role. Great salary plus super plus bonus. In addition a House and car is provided. Good career progression plus a great team environment. Apply today!

LOOKING FOR THE NEXT STEP?

OPERATIONS DIRECTOR

SYDNEY – SALARY TO \$90K

Our client is looking for an inspiring leader with experience preferably in the Inbound Travel Market. You will be responsible for the overall success of the team including development & delivery of strategy, leading the team & enhancing relationships & agreements to achieve sales & revenue goals. You will be rewarded with a salary of up to \$90k plus DOE. Experience in areas other than Inbound will also be considered

***NEW* PASSIONATE ABOUT FOOD & WINE?**

HEAD CHEF/CHEF DE PARTIE

VICTORIA – \$\$ DOE PLUS SUPER

We have some exciting roles for experienced chefs to join this luxury property in regional Victoria. Located in Victoria Spa Country this luxury accommodation delivers exceptional food to guests. They are now looking for a Head Chef and Chef de partie to join their team. Previous experience in an a la carte and functions environment essential. Must be a great team player, can remain calm under pressure & can train & mentor a team.

BRING YOUR LOYALTY SKILLS

SALES MANAGER – LOYALTY

MEL – \$120k PLUS PLUS

We have a rare opportunity based in Melbourne working for a Global Meetings and Events company as a loyalty sales manager. You will have experience in B2B sales with loyalty experience, this is essential. Strong negotiation skills, well presented and strong communications skills are all key attributes we need in the successful applicant. You will be rewarded with a salary up to \$120k plus super plus commissions that could see you earning well over \$200k.

NEGOTIATE & CONTRACT PRODUCT

PRODUCT MANAGER

GOLD COAST – PKG DOE

Are you experienced in developing relationships & have strong negotiation skills? We are looking for experienced Product Managers to be responsible for the delivery of the product plan along with the negotiation of rates, contract management & ensuring all targets are achieved. Educate agents & build relationships with internal/external stakeholders. Strong analytical, negotiation & time management skills required.

GLOBAL ROLE

CORPORATE ACCOUNT MANAGER

SYDNEY- STRONG SALARY PACKAGE

As a global Corporate Account Manager you will be responsible for the regional program with the objective of growing revenues, increasing revenues, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with people at all levels up to executives. Interviews to commence this week.

SALES GURU REQUIRED

SALES MANAGER

PERTH – SALARY \$80-\$90K DOE

A great new role exists for an experienced sales professional to sink their teeth into. As a Sales Manager you will grow business through existing accounts as well as identify, build a pipeline & convert new business opportunities. Strong base salary plus bonus on offer for the right candidate. Previous experience in travel or hospitality developing new business & managing a portfolio of accounts is essential along with high level presentation, negotiation & communications skills.

GROW YOUR CAREER

CORPORATE SALES MANAGER

Sydney and Melbourne – ATTRACTIVE \$\$\$ DOE

Join this Travel Management Company in Sydney where you will be responsible for your region with a lot of potential to win new business. My client is looking for an experienced Business Development Manager who has come from a TMC with a strong track record in building a pipeline & bringing in new business. This company offers a great salary package DOE. If you have a desire to succeed & a track record in corporate sales we want to hear from you.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

executive@aaappointments.com.au

NSW & ACT - 02 9231 2825

VIC, WA, SA & TAS - 03 9670 2577

QLD & NT - 07 3229 9600

FOR ALL THE BEST EXECUTIVE VACANCIES VISIT OUR WEBSITE www.aaappointments.com.au

Love the Sun with Malaysia Airlines!

Malaysia Airlines and Consolidated Travel are offering prizes to the top sellers and most improved agents from each state between 5 and 31 July 2018

1st prize:
2 tickets to Asia*

On the MH network to the top sellers from each state

2nd prize:
\$1000 MH travel voucher*

For the most improved Agents per state

Love the Sun Sale Fares:

To:	Economy from:	Business from:
Malaysia	\$300	\$2100
Indonesia	\$320	\$2500
Indochina	\$420	\$2600
Philippines	\$450	\$2500
China (HKG, TPE)	\$400	\$2900
SASC	\$500	\$3480

Quikfares Reference: MH387



*Valid for tickets issued by Consolidated Travel or via Quikticket between 5 July – 31 July 2018 on MH International itineraries ex Australia plated on MH (232) ticket stock. Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. The states are considered as: VIC+TAS, NSW+ACT, SA+NT, QLD, WA. To be eligible for the major prize agents must ticket a minimum of \$10,000 during the campaign period. The most improved agent prize qualification requires a minimum of 20% growth compared to the previous year. Consolidated Travel and Malaysia Airlines reserve the right to alter or cancel the promotion any time. The prize winning agency accepts any conditions of use of the various components of the prize. Prizes must be taken as stated and no compensation will be payable if a winning agency is unable to use a prize as stated. 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. All prizes include GST where applicable and taxes are included in the price of the ticket and land content. Date of issue 05 July 2018.