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First with the news Monday 19th March 2018

Travel Daily



Today's issue of *TD* is coming to you from Routes Asia, courtesy of Brisbane Airport.

THE Queensland capital is the place to be for airlines planning new routes & city pairings, with Brisbane currently playing host to the Routes Asia conference.

Routes Asia has attracted 950 delegates from airports, airlines and tourism authorities to hold face-to-face meetings and chat about route development opportunities for the future.

Brisbane Airport partnered with Tourism Australia, Tourism & Events Queensland and Brisbane Marketing to woo the Routes Asia event to the city under the "Team Brisbane" moniker. Held over three days, the show is being held at Brisbane Convention & Exhibition Centre.

Vietjet commits to BNE

LOW-COST carrier Vietjet Air is spreading its wings into the long-haul arena, confirming plans to begin flying between Ho Chi Minh City and Brisbane in 2019 & marking its entry into Australia.

A specific start date, aircraft to be used and flight frequency haven't been revealed, but as a sign of its commitment a Memorandum of Understanding between Vietjet and Brisbane Airport was inked last Fri, to capitalise on the rising number of visitors travelling from Brisbane to Vietnam.

Passenger traffic between BNE and Vietnam has been increasing at an average of 8% per annum over the last five years, Brisbane Airport Corporation ceo and md Julieanne Alroe said.

"As well as giving us great access to the Vietnamese market, Vietjet Air are offering flights to Brisbane from both New Delhi & Taipei via Ho Chi Minh City," Alroe said. Vietjet - the country's largest no-frills carrier - will be BNE's first international low-cost airline.

Launched in late 2011, Vietjet Air operates to 17 domestic and over 20 international ports.

Queensland Premier Annastacia Palaszczuk said the new carrier would deliver over 90,000 annual seats on the route and generate \$30 million for the state.

"The airline aims to quickly expand operations to a daily service, which would provide a further boost to the economy," Palaszczuk said.

Direct entry into Vietnam is one of a number of new int'l flights on the radar for Brisbane.

More from Vietjet on page five.

Today's issue of TD

Travel Daily today has nine pages of news, including a cover page for **Virgin Australia**, a photo page for **Excite Holidays** plus a full page from: • AA Appointments jobs

VA to fly BNE-ASP

VIRGIN Australia has announced it will launch services between Brisbane and Alice Springs from 19 Jun.

The twice-weekly return flights will operate on Tue and Thu under a wet-lease agreement with Alliance Airlines, using Alliance's Fokker 100 and Fokker 70 fleet of aircraft.

Virgin Australia Airlines group executive Rob Sharp said the new services would provide greater flexibility for guests travelling to Central Australia.

VA also revealed it would upgrade its return flights between Brisbane and Rockhampton to its Boeing 737 aircraft.

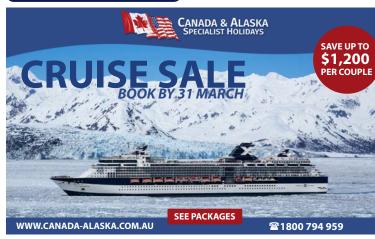
VA Triple Velocity

VIRGIN Australia is this week offering up to 30% off select flights, plus members of the Velocity frequent flyer program will also receive triple points.

See today's **cover page** and refer to GDS for more details.



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SeaLink takes app stake SEALINK Travel Group will make a \$3.2 million investment in Chinese tourism app UWAI as it prepares for a national roll-out

across Australian businesses. The app is already in use across 1,500 businesses in South Australia after a beta launch in Sep and has gained endorsement from entities including the South Australian Tourism Commission, the City of Adelaide, Adelaide Airport and the South Australian Tourism Industry Council.

SeaLink says it will now deploy UWAI (pronounced "you why") across its own businesses, becoming the app's largest corporate client as it begins an expansion into other states.

The app allows subscribing businesses to reach international tourists at home and overseas, while making it easier for foreignlanguage visitors to engage with services including travel, food and beverage, tours, accommodation, shopping and sightseeing.

"It bridges the gaps of language, information and trust between international tourism and incountry businesses," said SeaLink

managing director Jeff Ellison. "We believe it will appeal to the fast-growing Chinese free independent traveller segment which is an increasingly important part of the tourism market both in Australia and overseas."

SeaLink's investment totals US\$2.5 million (A\$3.2m) for a specified minimum shareholding.

It has also struck a master services agreement for a twoyear deployment of UWAI across SeaLink businesses and channels.

Lindblad Endurance

LINDBLAD Expedition Holdings celebrated the keel laying of its first polar new-build ship at the CRIST shipyard in Gdynia, Poland, on the weekend, and revealed the vessel will be called National Geographic Endurance.

The 126-guest ship will be delivered in the first quarter of 2020 and has been designed by Norwegian shipbuilder Ulstein with a distinctive "X-BOW", providing increased fuel efficiency while improving passenger comfort in rough seas.

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Speaking on a panel at Routes

Asia in Brisbane yesterday, AirAsia

X head of network & regulation

Venggataro Niadu confirmed the

low-cost carrier was strategically

Currently, AAX connects first

"What we can see in the years

to come is that ... we'll be able to

connect second tiers to second

"But then in the future and with

development we'll be able to link

MEANWHILE. Niadu called on

stakeholders in destinations other

than airports and tourism groups

"Everyone must come together.

transportation providers - it has

to be a wider net," he remarked.

that ultra long-haul services are

"in our plan, maybe for 2019".

in wider Asia. our focus will be

connecting Asia to Europe and

the US," he said.

ADDITIONALLY, Niadu revealed

"I think. because of our network

to work corroboratively to lure

airlines to new destinations.

I'm talking about hoteliers,

second tier with third tiers."

tiers," Niadu said.

tier cities with other first tier

destinations, or second tiers.

targeting second tier cities.

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OREGON, where giant white rabbits bounce through fields of tulips, caterpillars cruise around on bikes and whales frolic about in the clouds...

Travel Oregon has taken a quirky approach to its latest campaign, which it has dubbed "Only Slightly Exaggerated".

The completely animated video (pictured) shies away from the grand vistas and scenic photography of traditional tourism campaigns and dabbles in the realm of cartoon.

Travel Oregon said the video was designed to "evoke the magical feeling of being in Oregon," insisting "Oregon is magic. It's something that can't quite be captured in photos or film" - **CLICK HERE** to view.



Monday 19th March 2018

Vanilla-Peach merge

ANA Holdings is planning to merge its low-cost carriers Peach Aviation and Vanilla Air by 2020, Japanese media report, creating a single entity that will be larger than Japan's current low-cost leader, Jetstar Japan.



FOR MORE INFO OR TO BOOK SEE YOUR GDS

* Travel periods and conditions apply

AirAsia X mulls NTL, WTB

FOLLOWING in the path of AirAsia X Malaysia's decision to relocate its Melbourne hub from Tullamarine Airport to Avalon (*TD* 04 Feb), the Kuala Lumpurbased LCC is considering flying to second tier airports outside Sydney and Brisbane under its growth strategy down under.

"We're looking at Toowoomba as an alternative to Brisbane and we're also very interested in Newcastle," AirAsia founder & group ceo Tony Fernandes told the Australian Financial Review.

"We'd also love to go back into Adelaide - and Cairns is of huge interest, as is Tasmania," he said.

If the airline can get a regional Australia airport deal across the line, the strategy may enable AirAsia X to slice up to 20% off its current fares between the hubs.

JQ A321LR flexibility

JETSTAR Group ceo Gareth Evans says the newly ordered 18 Airbus A321LR NEO aircraft (*TD* 22 Feb) will provide the carrier with enormous flexibility.

Evans said the A321LRs provide Jetstar with a "flex aircraft" that will be capable of operating on domestic Australian services during daylight hours and then switch over to Bali services from Australian east coast hubs for the overnight return service.

"They are going to be a fantastic aircraft for us," Evans said at the Routes Asia conference yesterday.

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page 3



PMC is a "cash cow"

AUSTRALIAN Airports Assoc chief executive officer Caroline Wilkie has used Routes Asia in Brisbane as a platform to reignite the debate over the Australian Passenger Movement Charge.

Remarking on the PMC during a panel discussion on the 'State of the Industry in Asia Pacific', Wilkie expressed her concerns about the Australian Govt "seeing tourism/ aviation as a cash cow".

Wilkie highlighted the PMC as an instance where the Government was lacking any understanding.

"A prime example is Australia & NZ where we have a ridiculous passenger movement charge that over collects in terms of actually what it is supposed to pay for which is border force processing - and it's just going to the bottom line of the Commonwealth Govt".

IATA excited by QF

QANTAS' soon-to-launch ultra long-haul services between Perth and London Heathrow using fuel efficient Boeing 787-9 Dreamliner aircraft heralds a "new chapter" for aviation, says IATA.

Speaking at Routes Asia in Brisbane yesterday, IATA regional vp for Asia Pacific Conrad Clifford said Qantas' move was "really interesting".

"It highlights the impact of new technology aircraft, making longhaul city pairs viable in a way that hasn't been viable for many, many years," Clifford said.

"You'll have the equipment to put together two secondary airports...and making that kind of route viable, so I think it is really exciting because it means that the whole long-haul story has a new chapter ahead of it," he said.



Kiwi tourist tax under fire



NEW Zealand's newly proposed impost on tourists was a topic of discussion during a panel debate at Routes Asia yesterday, being held at the Brisbane Convention & Exhibition Centre.

IATA regional vice president for Asia Pacific Conrad Clifford said the planned tourist tax would be used to build facilities and infrastructure to cater for more people entering the country.

"We would argue that is completely the wrong way around because the influx in tourism into New Zealand has been a tremendous success." Clifford commented.

"But then you risk turning all that on its head by taxing the very people that you welcome to New Zealand, along with the tourist dollar spend that spurs the economy," he said.

Pictured on the panel from left are moderator, Ed Robertson,

Routes News; Caroline Wilkie, Australian Airports Association; Conrad Clifford, IATA and Venggataro Niadu, AirAsia X.

Airport regulation study coming soon

AUSTRALIAN airport regulation will go under the microscope this year, with the Australian Airports Association (AAA) set to question airport fees and charges.

AAA chief exec Caroline Wilkie confirmed at Routes Asia that the Productivity Commission would call on the industry to weigh in on the review later this year.

The Productivity Commission last analysed the economic regulation of airport services in 2012, drawing over 80 responses from the likes of airports, airlines (including Qantas and Virgin Australia), the TTF, IATA, the ACCC, BARA and many others.

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BNE makes "perfect sense"



VIETJET Air vice president Nguyen Thi Thuy Binh says the low-cost carrier is "committed to making a new and lively aviation wave by offering brand new and friendly services" from Ho Chi Minh City to Brisbane (page 1).

She said the airline was "proud to be the pioneer airline" to offer direct air services between Vietnam and Queensland.

"Vietjet has been well prepared with comfortable, high-quality and friendly services to expand its international flight network to top destinations, connecting Vietnam's business and tourism hubs with Asia Pacific countries, including Australia," Binh added.

Brisbane Airport Corp ceo & md Julieanne Alroe said Ho Chi Minh City was one of BNE's top five markets without direct services, so "it makes perfect sense for Vietjet to choose Brisbane".

Binh is **pictured** with Brisbane Airport gm airline and retail management Andrew Brodie having inked the MoU during the ASEAN summit in Sydney on Fri.

American dreamers

AMERICAN Airlines and Brand USA have announced five finalists in their agent incentive American Dream competition covering the Australian and NZ markets.

A celebratory event hosting 250 guests will be held for the final taking place at the Riley Street Garage in Woolloomooloo on 21 Mar, with the grand prize winner to be revealed on the night.

The lucky prize recipients will be escorted to the airport the next day to fly out on an American Dream trip.

Dan Mac from Australian electronic dance band Art Vs. Science and travel influencer Danny Clayton will host the awards night, with American themed trivia and food on show.

MCY summer surge

SUNSHINE Coast Airport has broken its summer record for passengers processed, securing a sizable 15% jump on the previous corresponding period.

For the three months of the Australian summer, 310,000 pax flew in and out of the aviation hub and continued 33 months of consecutive month-on-month, year-on-year growth.

The most popular routes were Syd, Melbourne and Adelaide routes flown by JQ, QF & VA.



scorer for Round 2 of Travel Daily's NRL footy tipping competition. She's won a \$100 travel voucher courtesy of Expedia.





The major prize for the 2018 footy tipping competition is return economy class airfares to Europe flying with **EMIRATES**. VSW LTPS/18/22019 / ACT TP 18/0025





Savenio heads to DUCO



SAVENIO affiliate advisers Ariana Wong and Patricia Gordon are currently checking out the DUCO Travel Summit in Florence, a new trade show focused on Italian luxury.

The show gathers together a selection of exhibitors from all over Italy.

"This is an amazing opportunity to get a fantastic insight into some of the most upscale products in Italy focused purely on luxury product," Savenio md David Brandon said.

Pictured are: Ariana Wong, DUCO founder Carolina Perez and Patricia Gordon.

HK specialist revamp

THE Hong Kong Tourism Board (HKTB) has launched new version of its Hong Kong Specialist Club agent training program, with new benefits including a welcome pack of Hong Kong attraction passes and special trade offers.

Consultants will have a chance to take part in an upcoming famil by registering and completing the educational module by Jul.

Famil participants will visit Hong Kong in Oct, with highlights to include the territory's outdoors and the Cyclothon cycling event.

For details and to complete the program, **CLICK HERE**.

Barges upgraded

EUROPEAN Waterways has completed a \$500,000 upgrade across its barge fleet ahead of the launch of the 2018 season.

The upgrades encompassed the vessels' operation, dining, entertainment and sleeping areas, as well as the off-shore transportation of guests. The 12-passenger

L'Impressionniste hotel barge has been completely redesigned with a new staircase, bar area, banquettes and an oval dining table while the eight-guest L'Art de Vivre received new bathrooms. The eight-pax Anjodi has been fitted with a new sundeck.



SUPER XV ROUND 5 WINNER

Congratulations

MATTHEW Chisholm

from Chisholm & Turner Travel Associates

Matthew is the top point scorer for Round 5 of *Travel Daily*'s Super XV footy tipping competition. He's won a \$100 travel voucher courtesy of Expedia.





The major prize for the 2018 footy tipping competition is return economy class airfares to Christchurch flying with **EMIRATES**.

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737 MAX 7 take-off

THE new Boeing 737 MAX 7 has successfully completed its first flight and has begun a flight test program leading to its certification and delivery in 2019.

The aircraft was put through tests on its flight controls, as well as checks of its systems and handling qualities during the three hour and five minute flight.

It is the third member of Boeing's 737 MAX family to be produced, with a maximum capacity of 172 passengers and a range of 3,850 nautical miles, the longest of any MAX family plane.

Nepal warning

SMARTRAVELLER has warned the US Embassy in Kathmandu has issued a security alert advising it has received information about a security threat against the Chandragiri Hills Cable Car attraction in Thankot, in the southwest portion of the Kathmandu Valley.

Atrium security alert

HOSPITALITY management company Atrium Hospitality is advising 376 Hotel Inn Sacramento guests of a potential security breach which may have compromised private info.

Details which may have been accessed include driver's license numbers, passport numbers and credit or debit card information.

On 08 Dec it was discovered a workstation at the hotel was potentially impacted by ransomware and an investigation was launched.

Antwerp naming

HAPAG-LLOYD Cruises will hold the naming ceremony for its second expedition ship, the *Hanseatic inspiration*, on 13 Oct 2019 in Antwerp, Belgium.

The move will mark the first time an ocean-going ship has been christened in Antwerp. After the christening, the vessel will sail to Tenerife.



Brochures

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



Chimu Adventures - Latin America

Latin America and Polar specialist Chimu Adventures has launched its new brochure outlining a range of itineraries, small group tours and small ship cruises. New additions include small group itineraries to Cuba, sailing options aboard the *Daphne* in the Galapagos Islands as well as Arctic Unveiled, Chimu's inaugural exclusive cruise to Spitsbergen. There are also two new cruises aboard *MV Hondius* in Antarctica and

fresh city discovery tours.



American Queen Steamboat Company - 2019 American Queen Steamboat Company has released its 2019 deluxe brochure, packing in a comprehensive overview of itineraries and river cruise offerings from the US-flagged cruise line. Highlights include Mighty Mississippi sailings, available as either 16- or 23-day cruises covering the length of the Mississippi from Red Wing, MN, to New Orleans. New itineraries on the Ohio, Tennessee and Cumberland Rivers as well as

on the Upper Mississippi River are in the program.



Sunlover Holidays - Perth & The West Coast 2018/19 The Sunlover Holidays 2018/19 Perth and West Coast brochure features a dedicated Mandurah chapter with sightseeing, accommodation and houseboats. New sightseeing options include The Aquarium of Western Australia and Ningaloo Discovery's Whale Shark Swim while fresh to the accommodation range are Eight Willows Retreat and Caves House Hotel and Tradewinds Hotel in East Fremantle.



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CRAIG Gibbons, Discover Los Angeles, and Cinzia Giacchi, Excite Holidays, getting behind the bar!

Agents shake things up, "LA style!"

EXCITE Holidays and Discover Los Angeles recently teamed up to hold two exclusive agent events to celebrate their recent campaign, "A Million Reasons to Book LA." Agents descended on The Laneway in Brisbane where they got behind the bar to create three of their very own LA-inspired cocktails. They also dined on a selection of delicious bites, including mozzarella fried gnocchi and mini pork burgers and chocolate brownies.

In Sydney, the top selling 25 agents were treated to a cocktail-making session at the uber-luxe Blu Bar on 36 at the Shangri-La Hotel. Agents then shook things up with the resident mixologist to create two LA-inspired cocktails before indulging on a menu of oysters and beef burgers.

Staff from Discover Los Angeles were in attendance at each event to speak about all things Los Angeles. Carolyn Nightingale, travel trade manager Australia, was on hand in Brisbane, whilst Craig Gibbons, regional director of

Australia & New Zealand, was in Sydney, with both talking up LA and giving short presentations. See the LA microsite by CLICKING HERE.



LA THEMED cocktail - The Surfrider.





CATHY Moir, Travel Managers, and Joanne Bell from helloworld Menai, shaking up their cocktails.

TRACEY Rivers and Harry Zaharopoulos from National Seniors Travel.

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MARK Morrow, Excite Holidays; Carolyn Nightingale, Discover Los Angeles; Alydia McMillan and Kaitlin Pfeffer from Pulse Travel.

MARIA Ferro Viator Travel and Karlee Sindermann, helloworld Circular Quay.



AGENTS took home a special Excite Holidays and Discover Los Angeles cocktail shaker.

DISCOVER LOS Angeles.

e info@traveldaily.com.au **Travel Daily**



Ryanair to Turkey

RYANAIR will launch new services to Turkey's resort town of Dalaman and Bratislava in Slovakia, starting in Jun. The new routes will operate weekly and fly out of Dublin. The announcement marks the first time the Irish carrier has ventured into the Turkish market.

FR carried 130m pax last year.



Monday 19th March 2018

Spain to pass US

RESEARCH conducted by data analytics company GlobalData predicts Spain will soon overtake the United States as the second most popular tourist destination in the world.

Figures show international arrivals to Spain increased by 4.8% from 75.6 million in 2016 to 79.3 million in 2017.

The recent dip in tourists to the US, sometimes referred to as the "Trump Slump", has also contributed to the result with the American market down from 75.9 million in 2016 to 72.9m in 2017.

The tourism drop-off is estimated to have dented the US economy to the tune of US\$8.98 billion a year.

Blackouts dropped

NANUKU Auberge Resort has relaxed its booking policies by eliminating school holiday and peak travel blackout periods.

Guests can now book special offers at any time during the year and to mark the policy change Nanuku Auberge Resort has introduced two new deals offering savings of up to 30%. Sale is valid from 01 Apr to 13

Dec - more info call 1800 289 345.

Tonga whale deal

MAJESTIC Whale Encounters has introduced early bird deals on two Tongan Eco Whale Swim Tours if booked before 30 Apr.

The seven- and eight-day whale watching tours take place in Sep and are available from \$3,900 per person twin share under the promo, a saving of \$200pp.

SINGAPORE AIRLINES-LUFTHANSA GROUP JOINT VENTURE

WIN YOUR DREAM EUROPEAN HOLIDAY

This month, *Travel Daily* together with Lufthansa Group and Singapore Airlines, are giving agents the chance to win a holiday to Europe.

You and a friend will fly Economy Class to Singapore with Singapore Airlines and then onto Europe with a Lufthansa Group carrier (Lufthansa / Swiss International Air Lines / Austrian Airlines).

To win, have the most correct answers to the questions throughout the month, and the most creative response to the last question. Send your answers to **lufthansa@traveldaily.com.au**

Q13. Vienna is a Joint Venture destination. True or false?

Terms and conditions apply

Scarborough opens

PERTH'S \$100m Scarborough foreshore development opened to the public on the weekend.

The tourist attraction features international skate facilities, play spaces, a new transit hub and Scarborough Beach Pool.

Thousands are expected to visit the site over the next few weeks.

LH drops JFK link

it is dropping services between Berlin and New York after failing to negotiate suitable landing times needed to make the route financially viable.

Passengers wanting to fly LH from Germany to New York will now need to fly via Frankfurt.



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NEW DELIVER EXCEPTIONAL SERVICE RESERVATIONS MANAGER BRISBANE – DOE UP TO \$70K + SUPER

A great new opportunity to join this unique & expanding hotel brand as Reservations Manager. Work as part of the wider Revenue team you will work closely with the General Manager to maximise their position in the market through strategy and driving revenue through all channels. Previous Reservations experience in a senior role essential along with strong communication, organisation & problem solving skills. Great salary on offer plus career progression.

NEW WESTERN AUSTRALIAN COAST GENERAL MANAGER REGIONAL WA – \$70 - \$80K + SUPER + BONUS

A unique General Manager position has now become available for someone looking to step up and progress in their hotel management career. You will be responsible for the overseeing the day to day operations, leading the team, strategy, budgeting & forecasting to achieve goals. Current hotel management experience essential along with proven results in sales & marketing & leading successful teams. Strong salary + bonus + benefits on offer.

CORPORATE SALES ROLE BUSINESS DEVELOPMENT MANAGER

BRISBANE – \$\$ DOE + BONUS

Exciting time to join this expanding hotel group as a Corporate BDM. Working as part of the sales team you will be responsible for managing the corporate market, building relationships and a pipeline to bring in new business across the portfolio of hotels. Previous experience in a similar role required with strong presentation, negotiating and contracting skills. Great salary plus bonus on offer for the successful candidate.

NEW ARE YOU A DYNAMIC LEADER? GENERAL MANAGER MELBOURNE – \$110K-\$120K + SUPER + BONUS

We are looking for an experienced General Manager or Hotel Manager for a beautiful property in Lorne. You will be responsible for overseeing all aspects of the property, lead a capable management team, and focus on customer service, budgeting & forecasting & delivering results. Previous experience in a similar role. Great salary plus super plus bonus. Good career progression plus a great team environment. Apply today!

NEW GROW YOUR CAREER! CORPORATE SALES MANAGER SYDNEY – 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.

NEW LEAD THE TEAM RESERVATIONS SALES MANAGER MELBOURNE – \$100K PKG

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ARE YOU A DYNAMIC LEADER? DIRECTOR OF SALES & MARKETING SUNSHINE COAST – UP TO \$110K + SUPER

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