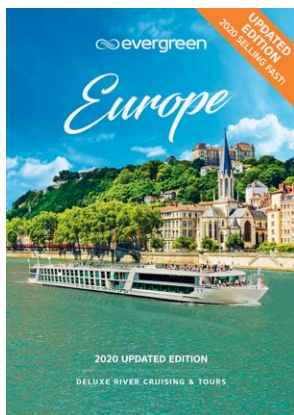


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## VAH buying back Velocity

**VIRGIN** Australia Holdings (VAH) this morning announced it would spend \$700 million to purchase the 35% of the Velocity Frequent Flyer it doesn't own.

Virgin divested the stake in the business five years ago (**TD** 23 Oct 2014), with Affinity Equity Partners paying \$336m for it.

Velocity remained part of the Virgin Australia Group, but operated under a separate board majority controlled by the airline.

Earlier this year the carrier confirmed rumours Affinity was looking to exit its minority investment, with a range of options under consideration.

Virgin's buyback will see it return to 100% ownership of the loyalty program, with the deal subject to a range of conditions including the

finalisation of documentation, Foreign Investment Review Board approval and the securing of funding for the purchase.

"Completion of the transaction is expected to occur before the end of 2019," the carrier said.

In VAH's most recent accounts Velocity recorded \$411 million in revenue, with \$122m in earnings.

Velocity's membership numbers have more than doubled since Affinity took its stake.

### Scenic appoints

**SCENIC** Luxury Cruises & Tours has appointed Katherine O'Neill as its Director, Brand & Marketing.

O'Neill joins Scenic after her most recent role as Regional Marketing Manager for Etihad Airways (**TD** 04 Jun 2018), prior to which she was Head of Marketing for Trafalgar for seven years.

### Spring into Wolgan

**EMIRATES** One&Only Wolgan Valley Resort and Spa is offering a Spring Escape mid-week deal priced at \$1,840 per night twin share in a private pool villa including daily dining, regional wines and activities - see **page 7**.

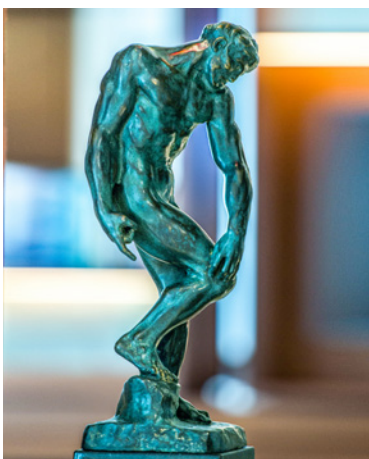
### Today's issue of TD

**Travel Daily** today has six pages of news and photos, plus full pages from:

- One&Only Wolgan Valley
- Travel Trade Recruitment

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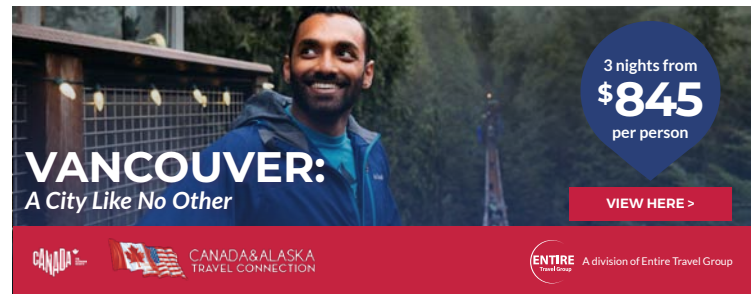
- The first 10 agents to sell three (3) Europe 2020 sailings will guarantee themselves and a partner a luxury suite on-board Silversea's flagship Silver Muse on an all-inclusive, 3-night cruise from Melbourne to Sydney on 31 December 2019 to 2 January 2020. \*Conditions apply

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## SQ back to Busan

**SINGAPORE** Airlines is set to resume flights between Singapore and Busan in South Korea from 28 Oct, taking over the route from sister carrier Silk Air.

SQ has scheduled four weekly A330 services to the city.

## Cruise market share report

**THE** results of the latest industry cruise survey conducted by **Travel Daily**, **Cruise Weekly** and **travelBulletin** are in, and for the first time give an estimation of the relative travel industry market shares of both ocean and river cruise lines in the Australian market.

The methodology of the survey, conducted independently by StollzNow Research, asked respondents about how many passengers they had personally sold for each line since Jan, with the results collated into a "grouped range that was turned into an average and then multiplied by the number of agents who sold each cruise line".

In ocean cruising the results found Princess Cruises at the top, with a 15% estimated market share, followed by P&O Cruises Australia at 13% and Royal Caribbean International with 11%.

Celebrity Cruises had a 9% estimated share, followed by Holland America and Norwegian Cruise Line with 5% each.

### New Taiwan airline

**STARLUX**, a new full service carrier launching in Taiwan, has announced its first routes, plotting flights to Macau, Penang and Da Nang.

The airline, established by former EVA Airways Chairman Chang Kuo-wei, plans to take to the skies on 23 Jan 2020.

Others in the top 15 included MSC, APT, Scenic, Viking, Azamara, Oceania and Silversea.

APT was the clear winner for river cruising in terms of estimated market share, with 20%, followed by Scenic and Viking, which tied at 17%.

Travelmarvel was estimated to hold 10% of the market, just ahead of Uniworld and Avalon Waterways, both at 9%.

Other river cruise lines covered in the results included Evergreen/Emerald, Tauck, Crystal River Cruises, A-Rosa and U.

The full report also rated cruise line service levels, training, commissions, industry support and customer requests, as well as covering a range of measures around cruise wholesalers - more in today's issue of **Cruise Weekly**.

Copies can be purchased via [research@traveldaily.com.au](mailto:research@traveldaily.com.au).

### Wirra Wirra DA

**PROPERTY** developer Greaton has lodged a formal development application for the Wirra Wirra Wellness Resort project, which will be delivered in a partnership with Wirra Wirra winery in McLaren Vale south of Adelaide.

Scheduled for a Jul 2022 debut, the \$30 million resort will be the region's first luxury accommodation, with 33 keys spread across 10 separate buildings along with a function hall and wellness centre.

## Eden's new era

**THE** NSW South Coast township of Eden has welcomed P&O's *Pacific Explorer* as the first ship to utilise its new \$44m wharf.

Another 21 cruise ships are scheduled to visit Eden over the coming summer season.



### Austria in a Nutshell

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# Travel Daily

Monday 16th September 2019

## BP, QF early ACCC tick?

**QANTAS** and multinational oil and gas company BP have requested interim authorisation of the proposed “BP Rewards” loyalty program (**TD 04 Sep**), which will allow Qantas Frequent Flyers and Qantas Business Rewards members to earn points on fuel purchases.

The Australian Competition and Consumer Commission (ACCC) has launched a formal consultation into the deal, which BP aims to have up and running by 01 Feb, ahead of the normal six-month statutory process.

BP is seeking authorisation for a range of aspects of the commercial arrangements, including co-ordination between itself and Qantas in respect of the rate at which BP or Qantas points may be directly earned and allocated to members.

Benefits cited in the formal application include “the establishment of a new-entrant

loyalty program,” along with enhanced competition, more consistent customer and business offerings and increase competition in the retail fuel and convenience markets.

“It is proposed that BP and BP resellers will cease their participation in the Velocity Program as a result of BP implementing and appointing Qantas as a cornerstone partner of the BP Rewards Program,” the application notes, with significant portions blacked out due to containing confidential and commercially sensitive details.

Submissions are now being sought from stakeholders on the “likely public benefits and effect on competition, or any other public detriment, from the proposed arrangements”.

Feedback must be provided by 30 Sep, with a draft determination and decision on interim authorisation due by Nov.



© Brian Johnston

There's more to Xi'an than the Terracotta Warriors. Read more in the September issue of *travelBulletin*.

**CLICK to read**  
**travelBulletin**

## Airports, airlines set for stoush

**RHETORIC** about airport regulation in Australia is ramping up, with Qantas Chief Executive Officer Alan Joyce and Virgin Australia CEO Paul Scurrah expected to blast high costs in a joint speech to the National Press Club in Canberra later this week.

Last week a coalition of stakeholders including ground transport operators, IATA and retailers urged greater regulation (**TD 10 Sep**) in the lead-up to the release of a highly anticipated Productivity Commission report which is expected to recommend maintaining the status quo.

Former ACCC Chairman Graeme Samuel who now chairs lobby group Airlines for Australia & New Zealand, has dismissed the Productivity Commission as “irrelevant economic eggheads”.

The final report, due on 22 Oct, is expected to reject calls for independent dispute arbitration.



## Window Seat

**AN AMERICAN** caffeine addict who has set himself a goal of visiting every Starbucks on the planet has admitted that he's “kind of sick of the coffee”.

The aficionado, whose name is “Winter”, claims to have already ticked off 15,061 outlets in his quest which launched in 1997.

“I call it an extreme hobby,” he told US news service *CNN*, admitting that when he started out there were only about 1,500 Starbucks in the US, which he thought was an achievable goal.

However the rapid expansion of the Seattle-based chain has seen the elusive target repeatedly slip away, with the 30,000th store opening earlier this year in Shenzhen, China.

He's documenting his visits at [starbuckseverywhere.net](http://starbuckseverywhere.net).

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### Cruiseco, Regent launch collection

**REGENT** Seven Seas Cruises has debuted an exclusive Concierge Collection in partnership with Cruiseco, with the upmarket program aiming to help high-end travellers tick off some key bucket list items.

Norwegian Cruise Line Holdings President Asia-Pacific Steve Odell unveiled the new brochure on Fri at an exclusive event in Sydney alongside acting Cruiseco CEO Nic Cola, with the pair saying the initiative is an Australian first.

There's more to the offers than just cruises, with the collection featuring land-based experiences such as the Eastern & Oriental Express in Europe, an African game drive, opera in Italy's Arena di Verona and the Royal Edinburgh Military Tattoo.

Available only through Cruiseco, flights and transfers are also included, complementing Regent's on-board fully-inclusive offering - to view [CLICK HERE](#).

### Broome clean sweep

**FOLLOWING** a mass of Government and corporate commitments, Broome has seen a promising tourism boost, according to WA Tourism Minister, Paul Papalia.

An extra 500 travellers per week have touched down in the city since the extension of Qantas' affordable fare initiative (**TD 20 Aug**), while dredging in the Port of Broome has recently been completed (**TD 28 Aug**).

Over 26,000 seats have been occupied on the PER-BME route since the beginning of the trial in Aug 2018, to Aug 2019.

The dredging sees cruise ships able to access the port 24/7, with 21 arrivals scheduled, 11 of which are a result of the works.

A revitalisation of the city's Chinatown district is also set to get underway, courtesy of \$11.95m in Government funding.

The city also recently hosted a GoPro Creator Summit to showcase the destination.



**IF YOU** have flown out of Sydney since the invention of the smartphone, chances are you've had a photo or selfie taken at the iconic departure wall.

The airport has taken notice, and as part of its investment in facilities and services, has given the backdrop a revamp.

The new farewell point features a giant curved Tasmanian Oak wall, a 25-metre digital screen and expanded entry points to passport control.

The launch of the experience also coincides with the airport's centenary celebrations and recent aesthetic update.

"This is one of the most tagged social spots in Sydney and draws a huge selfie crowd," Sydney Airport Chief Executive Officer Geoff Culbert boasted.

"The upgrade has turned the experience into something special for travellers and we're already seeing it feature heavily on Instagram and other social channels, which is really positive and a great advertisement for Sydney."

**Pictured** sampling their own selfie are Stuart Ayres, New South Wales Minister for Jobs, Investment, Tourism and Western Sydney, and Geoff Culbert.

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\*See full terms and conditions below.

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\*Emirates Early Bird trade incentive sales period commences 9 September 2019 and ends 1 October 2019 inclusive. Eligible sales are valid on all Emirates tickets departing Australia to destinations as part of the Emirates Early Bird (Rare Fares) campaign and issued on EK (176) ticket stock. Codeshare tickets, excluding select Flydubai destinations to Europe as well as regional and domestic Qantas flights within Australia, are not applicable. Grand Prize: 1,000,000 Skywards Miles to be given away over the four week Early Bird sales period. 250,000 Skywards Miles will be awarded to the individual at the end of each week with the highest sales during the incentive period. Entry and notifying of winners: To enter the promotion, consultants need to email eligible ticketed PNRs along with their Skywards frequent flyer number to [EKAUEarlybird@emirates.com](mailto:EKAUEarlybird@emirates.com) during the incentive period. Every eligible PNR is equal to one (1) entry. Winners will be notified by email within 14 days after the incentive period expires. Infant, cancelled, group bookings or refunded bookings are ineligible. Prizes are non-transferable nor redeemable for cash and any FBT implications are the responsibility of the winning consultant. Emirates reserves the right to cancel or alter the conditions of the incentive at any time. Results will be final and no correspondence will be entered into. Total value of prize is USD 30,000^ (approximately AUD 45,000 at time of publication). All winners must be employed by a recognised travel agency as an international travel consultant at the time of redeeming their prize. To account for refunds and cancellations, points will be deposited into the winning consultant's Skywards account three (3) months from the winning announcement. The redemption of Skywards Miles is subject to the terms and conditions of the Skywards frequent flyer programme. ^Value based on cost of purchasing miles on the [Skywards website page](#).





### Tourism NT rebrand

**TOURISM** NT has launched a new brand to attract travellers.

A new tagline, "Different in Every Sense", will replace, "Do the NT", which originally launched in 2013.

A national marketing campaign to reflect the brand repositioning launched yesterday, along with a new logo which retains the iconic brogla, in front of an orange sunset with a new blue font.

The rebrand follows extensive market research across Australia and internationally, and coincides with last week's launch of a new 2030 strategy for the Territory's tourism (**TD** 13 Sep).

### Hahn Air comp

**SCHEDULED** and charter flight operator Hahn Air is inviting travel agents worldwide to solve an online puzzle, with the opportunity to win a €5,000 ticket "which can be used for a trip to literally anywhere in the world".

The competition has launched today, lining up with Hahn Air's "169" ticket prefix, and agents have 169 hours to participate, lodging entries by 1.00am Central European Time on 23 Sep 2019.

Agents can access the game by logging in at [hahnair.com/games](http://hahnair.com/games).

### Alamo adds pickups

**ALAMO** Rent A Car has added pickup trucks to its offerings, expanding its fleet for 2019-2020.

Able to seat four adults, and suitable for mountain, desert and heavy load driving, Alamo is now offering the Nissan Frontier, Toyota Tacoma, Ford F150, Chevy Silverado and RAM 1500.

Alamo is also expanding preexisting categories in its fleet, bulking up its intermediate convertibles with a slate of Mini Cooper convertibles and Volkswagen Beetles, as well as Mazda Miata RF and soft top versions.

All vehicle additions feature automatic transmission, am/fm radio, air conditioning and power locks and windows.

### RSSC additions

**REGENT** Seven Seas Cruises (RSSC) has unveiled eight new Spotlight Enrichment Experiences for select 2020 voyages.

Culinary and wine enthusiasts, gardening and floral artists, Broadway fans, genealogy explorers, comedy buffs and public broadcasting viewers will all revel in the cruise line's 2020 Spotlight Collection, which includes spotlights such as Commemorating the World Wars, the World of Harlan Estate and Stephanie Block.

More info available **HERE**.

**IN CELEBRATION** of 12 months of successful operations (**TD** 13 Sep 2018), Travel at 60 last week held an 80s-themed formal for its hard-working team.

Travel at 60 Chief Commercial Officer Wendy Harch said she was very proud of what they had built over the last year.

"To have grown the business to be preferred agent partners with a number of suppliers, have solid repeat business and scarily good growth numbers is a fabulous start," she said.

Travel at 60, which raised \$2.7 million in funding earlier this year (**TD** 01 Apr) is an online platform that sells cruises, tours and

package holidays to a national audience of older Australians, from a call centre in Brisbane.

**Pictured** above are the team members, dressed to impress in all their big hair glory.

### Cairns showcase

**OVER** 100 industry personnel are in Cairns today as part of the Australian Tourism Export Council's annual Inbound Up North event to find out the latest offerings in North Queensland.

Supported by Tourism & Events Qld and held at a number of venues across Cairns, the event, in its 20th year, will run until Wed.

## Win a Samsonite Suitcase



This week ANA and *Travel Daily* are giving away a Samsonite 55cm Octolite Spinner (RRP \$299.00).

ANA has been awarded the respected 5-Star rating every year since 2013 from SKYTRAX. ANA - All Nippon Airways now offers daily flights from Sydney & Perth to Tokyo flying 787 Dreamliner aircraft, with more than 40 connections to Japan's domestic cities.

To win, have the most inspiring answer to the question below:

Where would you like to visit in Japan and why?

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

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## BROCHURES

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



**Abercrombie & Kent - Africa, Arabia & Persia 2020**  
Abercrombie & Kent has gone to press with its 2020 Africa, Arabia & Persia brochure. The 144-page program showcases a range of luxury private journeys to a wide range of destinations across the regions. A number of experiences included in the brochure feature Southern, East and Central Africa, North Africa, the Middle East, Iran, and island getaways in the Indian Ocean. New journeys include wildlife adventures in Kenya and Uganda, a Bush and Beach bash in South Africa and a re-imagined Sanctuary Nile Adventurer in Egypt.



**AAT Kings - Australia 2020-2021**  
AAT Kings' new brochure featuring new season departures to Australia is out now, with an Earlybird Savings offer of 10% off available until 31 Jan. AAT Kings offers distinct styles of guided holidays with its First Choice and Best Buys promotion, from travellers seeking the relaxation and seamlessness of a fully curated experience, to those wanting the freedom to discover their own moments. Itineraries highlighted in the new publication include Wonders of the Kimberley, Sensational South and Perfect Tasmania.

## Swinging for good at golf day



**MEMBERS** of the Queensland travel industry and their supporters got their golf clubs out to support the Daniel Morcombe Foundation at Carbrook Golf Course recently.

The day has become a signature event, raising money for charitable causes in the State, while delivering a (mostly) fun-packed day for golfers.

Over the last eight years, all proceeds from the day have been donated to the Daniel Morcombe Foundation, which aims to keep children safe.

To date, the event, which has become known as the Drive for Daniel, has raised more than \$112,000 for the Foundation.

Event organisers thanked the industry for its support of the event over the years.

**Pictured** Team Travel the World monkeying around with Sharon Hando.

**Inset**, Bruce Morcombe, Kim Tomlinson, Travellers Choice;



Scott Wagstaff, Carbrook GC; Sharon Hando, Travel the World; Danny Roche, Room RES; Denise Morcombe; and Peter Balmer, Cruise and Coach World Tours.

### Odyssey to FLL

**ROYAL** Caribbean's 27th ship, *Odyssey of the Seas*, will homeport out of Fort Lauderdale when she debuts in a year's time.

The first Quantum Ultra Class ship to arrive in North America will offer weeklong itineraries in the Caribbean, before heading to Europe for a Mediterranean season in the northern summer of 2021.

Odyssey's Caribbean voyages are on sale now, with Europe reservations available from Nov.

# Win a trip to Turkey

This month Tempo Holidays has teamed up with *Travel Daily* to give away a five-night trip for two to Turkey, including airport transfers, daily breakfast, sightseeing with an English-speaking guide and more.



Tempo Holidays has recently released its 2020/21 range of brochures. Make sure you take a look as they will help you find the answers to the weekly questions. The agent that answers the most correctly and has the most creative response to the final question will win. Send your entries to [tempo@traveldaily.com.au](mailto:tempo@traveldaily.com.au)



Q3. India is full of destinations that offer rich heritage and fierce wildlife while Sri Lanka can offer safaris, wellness retreats and unique once in a lifetime experiences. How many staff picks does Tempo recommend in the India/Sri Lanka Brochure?

Terms and conditions

### Tassie US campaign

**TOURISM** Tasmania is hoping to tempt North American tourists to the island state by highlighting its food and wine industries.

The campaign, launched in San Francisco last week, with guests at the event given the chance to experience an "Evening of Indulgence" tasting offerings from the state's premium food and wine producers.

Wine Australia CEO Andreas Clark said wine tourism has the potential to be "a great contributor to a winery's bottom line", with food and beverage significant drivers for visitors.

The campaign is co-funded by the International Wine Tourism State Grants program and the State Government.

### LATAM aid support

**LATAM** Group has activated its Humanitarian Relief Plane initiative to deliver lifesaving medical supplies to the Bahamas in the wake of Hurricane Dorian.

The airline has flown a Boeing 767-300BCF cargo aircraft from Miami to Nassau to transport 35 tonnes of aid equipment collected by the UPS Foundation, in response to the humanitarian disaster that hit the archipelago last week.

LATAM Cargo CEO, Andres Bianchi, said the Humanitarian Relief Plane initiative reflected the group's desire to contribute to the community through "concrete actions" and "mitigating the suffering of those most affected by natural disasters", as it has in the past.

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

**Senior Travel Consultant | Boutique Agency**  
Sydney, \$50-\$55k + Comms, Ref: 3323AJ1

A rare opportunity to join one of the most sought after Retail Travel Agencies in Sydney has just presented itself. This well-established and friendly agency is now on the lookout for an experienced Travel Consultant to join the ranks in order to deliver high levels of customer service to their large and loyal client base. Salary is negotiable depending on experience and the range on offer is up to one of the highest in NSW. A lucrative commission structure is also on offer!!

For more information please call Antony on (02) 9119 8744 or click **APPLY** now.

**Travel Consultant | Shepparton**  
VIC, Leading Salary + Incentives, Ref: 0101AB1

Do you live to travel? Do you thrive on helping people discover different parts of the globe? We are looking for someone with 1-2yrs experience and a passion for travel to throw themselves into the role and grow the business as well their career in this regional office. It's an exciting time to join the company and you will be rewarded for your hard work with big earnings. Come be part of this award winning agency where travel is life. Interested? Contact me ASAP and APPLY NOW.

For more information please call Anisha on (03) 9988 0616 or click **APPLY** now.

**Luxury Travel Consultant**  
BNE, Competitive Salary, Ref: 4223MT1

If you enjoy working in the travel industry but want to step away from a sales position & step into a more after sales, customer support role, then you are in luck! We have an opportunity available for an experienced Travel Consultant with a keen eye for detail. You will be handling customer enquiries after they have booked, amendments, add ons, initial customer feedback, documentation & general administration duties. Fast pace, fun office dynamic, along the BNE river. APPLY NOW!!!

For more information please call Mark on (07) 3123 6107 or click **APPLY** now.

**Aviation Logistics Sales Agent**  
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Are you a strong sales consultant who loves the chase of the sale and loves to build those long lasting relationships whilst being rewarded very lucratively? Well this is the challenge you have been waiting for. We are looking for an energised outbound sales consultant who strives for excellence in sales and very results driven. A very successful company is giving the right person a fantastic opportunity to join their team. With a great supportive network no day is ever the same!

For more information please call Ronny on (02) 9119 8744 or click **APPLY** now.

**Wholesale Team Leader**  
Sydney, \$60-70k + Super + Bonus, Ref: 4213SJ1

Seeking a hands on travel industry professional with Team Leader experience. Manage a team of 7 reservation consultants in this boutique wholesale environment & have a hands on approach to your role. Great benefits and supportive management with a passionate travel team to work with. Ideally looking for someone with proven management experience who enjoys motivating others toward success. This role is sure to go quickly, so apply today. A fantastic salary package with great benefits on offer.

For more information please call Serena on (02) 9988 0616 or click **APPLY** now.

**Travel Specialist Japan**  
BNE, Salary + Progression, Ref: 6043AW1

This is a specialist sales position, where you will be responsible for designing and selling Japan holiday packages. Promoting our products and services, both to direct customers and travel agents, you will also participate in general office and administration duties. If you have the passion for all things Japanese, then this is the role for you! Have you lived, worked or frequently visited Japan? Do you have a passion for Japan and the desire to help others discover a new culture? APPLY NOW

For more information please call Amanda on (07) 3123 6107 or click **APPLY** now.

**After Hours Travel Consultant**  
BNE: FTE \$65k + travel perks, Ref: 87100AW2

My client is looking for Retail or Corporate travel consultants with proficiency in a GDS (Sabre preferred). You will need to be able to demonstrate an ability to interpret and calculate air fares, deliver exceptional customer service and have excellent written and verbal communication skills. This role is an after hours assist position and the ideal candidate will have the flexibility to work a rotating roster based on a 24/7 business model. If this is the role for you - APPLY NOW!

For more information please call Amanda on (07) 3123 6107 or click **APPLY** now.



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