

## Today's issue of TD

Travel Daily today has eight pages, plus full pages from:

- World Village
- CAPA
- Silversea Cruises

## Win a golden ticket

TRAVEL Daily is offering two "golden tickets" to next week's Still Standing Celebration, the sellout event which will see almost 400 travel industry people gather in Sydney for a well-deserved tribute to survival.

The cocktail party takes place from 6pm on Tue 30 Nov; for your chance to win send in a "Still Standing" themed photo, video or poem by the end of today to [competitions@traveldaily.com.au](mailto:competitions@traveldaily.com.au).

## Aviation summit

CAPA Centre for Aviation is offering a special discount for TRAVEL Daily readers to its 2021 Asia Pacific Aviation Summit, which takes place 07-08 Dec at Sydney's Royal Randwick.

Featuring keynote presentations from a host of senior airline leaders and stakeholders, tickets to the event can be purchased via the link on **page 10**.

## NZ shut to visitors till May

THE New Zealand Government has responded to community and business pleas for border certainty by announcing that foreign inbound arrivals will not be allowed to enter the country until 30 Apr next year.

Even then the reopening will be "staged over time," according to NZ Minister for COVID-19 response, Chris Hipkins.

The country's slow reopening will also not allow NZ citizens living in Australia to reunite with their families for Christmas, with the plan allowing fully vaccinated Kiwis to enter the country from Australia without staying in hotel quarantine from mid-Jan 2022.

That will be expanded to allow New Zealanders to come home from any country effective 13 Feb, while 30 Apr is the timing for a reopening for foreign nationals which will "likely be staged by visa category," Hipkins confirmed.

While hotel quarantine will no longer be mandatory for fully vaccinated travellers, all arrivals will have to self-isolate for seven days, as part of measures to "provide continued safety assurance".

The current Very High-Risk classification for Indonesia, Fiji, Pakistan and Brazil will also be removed next month, allowing NZ entry from those countries on the same basis as other nations.

Hipkins said the announcements were being made "to give families, businesses, visitors and airline and airport companies certainty and airport companies time to prepare...it's very encouraging that as a country we are now in a position to move towards greater normality".

The possibility of hotel quarantine-free return from outbound travel for Kiwis from mid-Feb has been welcomed by the Travel Agents Association of New Zealand, with President Brent Thomas saying "agents need to start engaging with customers and start booking their travel arrangements now".

However the announcement provides little solace for the country's inbound sector, with the mandatory self-isolation period, even after the May reopening, seen as a major disincentive for anyone planning a holiday in New Zealand.

## Opportunity knocks

THE new World Village on the NSW Central Coast (TD 06 Oct) is seeking experience and activity operators to participate in Australia's "next big tourism destination".

The redevelopment of the Old Sydney Town Tourism Precinct is forecast to attract more than 1.5 million visitors a year, comprising 14 unique elements including a theme park, accommodation, eco-adventure zones, destination shopping, a wave park and more.

Expressions of interest can be made via 1800 954 226, with further details on **page 9**.

## Gold Coast Chair

ADRIENNE Readings has been named as the new Chair of Destination Gold Coast, succeeding Paul Donovan who steps down after 17 years.

Readings is currently GM of the Gold Coast Convention and Exhibition Centre, and said she was "honoured to take on this role at such a crucial time for tourism on the Gold Coast".

More appointments on **page 8**, and more **Business Events News** on **page 7** of today's TD.

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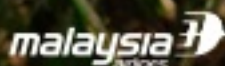
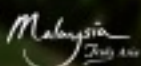
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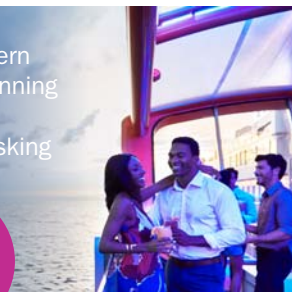
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Read about Celebrity Cruises' Northern Europe itineraries on board their stunning Edge Class ships. In the November issue of *travelBulletin*, Celebrity is asking Aussies "Isn't it time?"

travelBulletin

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## Webjet to sell agent tech

**WEBJET** has confirmed it plans to sell technology from its newly acquired Trip Ninja operation (*TD* yesterday) to other travel agencies, with the Canadian firm having developed "several key products for traditional and online travel agencies".

However the company will not offer the tech to its competitors in the Australian and NZ markets, where it will retain exclusivity for its own Webjet OTA platform.

Trip Ninja's systems simplify the highly manual process of selling complex international itineraries, with the offerings including "FareStructure" which automates the combination of fares from carriers without a codeshare deal.

Webjet's Trip Ninja suite also includes "Flextrip" which automatically reorders a multi-stop itinerary to deliver a better price, with the products said to "give the travel industry the ability to show the consumer

pricing options that could only ever be surfaced manually by a very experienced travel agent".

Both services are available via a web interface or API, with other Trip Ninja products under development including Virtual Interlining (combining non-aligned carriers in a point-to-point fare) and Multi-stop dynamic packaging to offer air and hotels for multi-destination holidays.

CEO John Guscic said the company would implement the technologies into the Webjet OTA product, saying "traditionally in a multi-stop trip we were only able to combine airfares from carriers with codeshare agreements".

He said pricing comparisons using Trip Ninja had shown material price reductions "and will allow us to provide a genuine price advantage for our customers".

"We believe it will play a key role in helping grow our share of the international flights market."

## QF SIN discounts

**QANTAS** is offering 10% off Singapore fares for members of its Frequent Flyer loyalty program, with agents able to access the deals via the Qantas Distribution Platform by including client QFF numbers when shopping for the flights on their selected technology platform.

## Rewards revamp

**VIKING** Cruises has unveiled a major makeover of its Viking Rewards agent loyalty program, including real-time points updates, the ability to create a "wish list" target, points for Viking's online training modules and interactive games.

MD Michelle Black said the upgrade confirmed Viking's ongoing commitment to the trade, which was also evidenced by having the program's online rewards store remain open for the last 18 months - more details in today's issue of *Cruise Weekly*.

## Booking buys air

**ONLINE** accommodation giant Booking.com has announced an agreement to acquire global flight booking provider Etraveli Group in a deal worth about €1.63 billion (A\$2.54 billion).

Etraveli already helps to power Booking's current flight offering, with the acquirer saying the deal would complement its "ongoing work to build a frictionless global flights offering".

The flight provider's existing management team will continue to lead Etraveli from its current headquarters in Sweden.

Etraveli, which has almost 1,000 staff in offices in Athens, Toronto and India as well as Stockholm and Gothenburg, operates a number of its own consumer-facing brands including Gotogate, Mytrip and Flightnetwork, and also has an airline integration business called TripStack.

Booking.com is buying the flights business from its current owners, private equity firm CVC Capital.



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## Window Seat

**FRESH** from being hit by a t-shirt scandal only last month (**TD** 28 Oct), Disney is now facing another controversy after multiple photographs of the male anatomy have been found around Walt Disney World's resort hotels.

At Disney's Art of Animation Resort, a restaurant worker was cleaning the dining room when they discovered a lewd photo hidden under a napkin holder, while a similar pic was also left at Disney's Fort Wilderness Resort and Campground.

Police believe the incidents are linked as both photos were taken using colour Fujifilm.

Although there is no description of the offender just yet, at least some parts of the suspect can be identified.

## Riparide injection

**AUSSIE** travel platform Riparide has secured \$4 million in funding from investment groups Macdoch Ventures and Upwell Ventures, with the capital to be used to expedite its international expansion plans.

The platform aims to help urban-based travellers find more nature-based, "soul-fulfilling" escapes, with the first overseas market flagged as Auckland.

"Riparide makes new regions easily discoverable with travellers' stories, ensuring properties are controlled for factors like isolation and adventure," Venture Associate at Macdoch Ventures Eliza Jackson said.

Riparide recently partnered with Cloudbeds to allow property hosts to feed their accommodations to the Riparide platform (**TD** 21 Sep).

Despite the pandemic, the platform said it had seen a 300% increase in bookings year-on-year.

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## Marriott wades into Docklands



**MELBOURNE** Marriott Hotel Docklands opened its doors to the public yesterday, marking the debut of the first international five-star hotel in the suburb.

The 189-room property features an impressive rooftop infinity pool (**pictured**) which is serviced by an adjoining bar, as well as guest rooms with premium in-room amenities such as luxurious

bedding, high-speed wi-fi, a 55-inch LCD TV, walk-in showers and a curated 'Made in Melbourne' bar fridge.

The property also boasts Archer's restaurant, serving up Australian cuisine with fresh produce from local farms.

Melbourne Marriott Hotel Docklands was first flagged back in 2017 (**TD** 24 Apr 2017).



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### EXCLUSIVE

**QATAR** is hoping sports and adventure holidays will emerge as one of the country's key traveller segments, Qatar Tourism Vice President International Markets Phil Dickinson has revealed.

Speaking exclusively to **Travel Daily** at last week's Qatar Travel Mart, Dickinson said part of the country's National Vision 2030 revolved around sport, with hopes the nation's hosting of the 2022 FIFA World Cup would act as a springboard for active travellers to discover the destination.

"The active holidays piece is something we want to push," Dickinson declared.

"Canoeing in the mangroves, kite-surfing, paragliding, quad biking, dune bashing... with our campaigns, you'll see that messaging coming through.

"'Experience a World Beyond' is the tag for our global campaign,

so the advertising pieces that go with that will reflect somebody enjoying canoeing in the mangroves."

Dickinson added the sports & adventure holidays market, particularly the nature-facing experiences, have been built into Qatar's positioning to make it a more genuine destination than a number of its neighbours.

"If you want to get razzamatazz, perhaps go to Dubai, but if you want something a little bit more authentic, with the modernity, then come to Qatar," he said.

The sports and adventure holiday segment is one of the destination's most important demand spaces when it comes to its National Vision 2030, with the plan's overarching objective stating ambitions to triple its visitor numbers from the two million baseline recorded in 2019 to a total of six million.

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## Embracing lower emissions



**QATAR** Airways has welcomed its first Boeing B777-9 aircraft to Doha, a model for which the airline announced its investment in back in 2013 (**TD** 17 Jul 2014).

A host of VIP guests joined Qatar Group Chief Executive Akbar Al Baker and Boeing Senior Vice President Commercial Sales & Marketing Ihssane Mounir (**pictured**), to share in the arrival of the B777-9, before it returned

to Seattle's Boeing Field to continue its test program.

The B777-9 is anticipated to join Qatar's fleet in the near future, and will be the world's largest and most efficient twin-engine jet, delivering 20% lower fuel consumption and emissions than previous generation aircraft, thanks to new carbon-fibre composite wings, new engines, and more.



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## Tassie tourism push

A **SUMMER** workforce campaign is promoting the benefits of working in the tourism sector to Tasmanians, the state's Minister for Tourism Sarah Courtney has revealed.

The new marketing push will encourage under-25s and early retirees to consider a job in the industry in a bid to boost the tourism workforce ahead of the busy summer visitor season.

A new online job portal will also help to connect tourism and hospitality businesses with potential employees, with many employment opportunities already available for job-seekers of all ages in Tasmania.

For more details, [CLICK HERE](#).

## Stop it at the start

**MERLIN** Entertainments stands with the 'Stop it at the start' campaign to help eliminate gender-based violence on today's Day for the Elimination of Violence Against Women.

By standing with Stop it at the Start, Merlin aims to enact change to help eliminate violence against women through education, awareness and staff training.

Stop it at the Start is an Aussie Government campaign to break the cycle of violence against women, and encourage adults to positively influence the attitudes and behaviours of young people.

The campaign recognises that while not all disrespect results in violence, all violence against women starts with disrespect.

## Crystal dives right in



PHOTO: David Monk.

**GUESTS** on board Polar Class vessel *Crystal Endeavor* recently got to enjoy the debut of the ship's high-tech Submersible (pictured), which plunged under the sea to mark its debut during an inaugural visit to Antarctica.

The underwater vessel can dive up to depths of 98 metres with the capability of transporting two guests a time, and is available to guests embarking on the ship's 11-day Antarctica sailings that

cross the Drake Passage before visiting South Shetland Islands, the Weddell Sea, the Falkland Islands and South Georgia.

## Airbnb gift cards

**AIRBNB** gift cards are now available to purchase in Australia for the first time.

The cards have no expiry date and can be used for accommodation in both Australia and overseas, with Airbnb selling the gift vouchers in values between \$25 and \$2,000.

## Building bridges

**FOUR** glass aerobridges are being installed at The Gold Coast Airport this week, a central pillar of terminal expansion work underway at the hub.

The new bridges will be used for both international and domestic flights and will deliver travellers views of the Gold Coast and northern NSW region as they arrive and depart.

## MSC mandates job

**MSC** Cruises has announced its fleet will now only welcome to fully vaccinated pax aboard.

The line will extend its requirement, already in place in other regions, to its ships operating in the Mediterranean during the upcoming northern hemisphere winter.

## Agoda flexibility

**AGODA** is now offering alternative state quarantine bookings for accommodation on the Agoda platform

Initially offered in Thailand, it has now been extended to Hong Kong, Indonesia, Taiwan and the Philippines.

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# Travel Daily

Thursday 25th November 2021

## Air pax confident

**ACCORDING** to the Passenger Confidence Tracker 2021 commissioned by Inmarsat, 60% of passengers would be happy to fly again by the end of the year, compared to only 47% last year.

Completed by more than 10,000 respondents worldwide, the Passenger Confidence Tracker also found "customer experience" is a key driver to returning confidence, with almost half (46%) ranking it as the most important factor when it comes to the enjoyment of a flight.

Aviation's ongoing digital transformation remains a catalyst for passenger confidence too, with travel factors such as pre-flight COVID testing (56%) and digital health passports (47%) both improving passenger confidence, the Tracker found.

## AC settles suit

**AIR** Canada has agreed to settle US\$4.5 million worth of legal action brought by the US Department of Transportation's Office of Aviation Consumer Protection (OACP) after the airline failed to promptly refund customers following the cancellation of flights amid the COVID-19 pandemic.

The agreement is OACP's largest-ever assessment against an airline, and is still pending approval by a judge.

Earlier this year, OACP fined Air Canada US\$25.5 million, saying the carrier "unlawfully failed to provide timely refunds."

AC sought to dismiss the proceedings in Jun, saying OACP had not conducted a "well-reasoned analysis" of its refund regulations and conditions.

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## Grapevine & Barossa rock'n'roll



**YESTERDAY** a group of Australian and New Zealand travel industry representatives gathered together at a virtual event to celebrate the partnership between Grapevine, Texas in the USA, and SA's Barossa Valley.

Guests were treated to a wine tasting while painting rocks, two activities that highlight what is on offer in the destinations.

The two regions were described by Barossa Australia representatives as sharing a similar "sense of place" and history, as well as a love of wine.

Recently, Grapevine's Rock Art Trail has earned the Guinness World Record title for "largest display of painted rocks".

Along with this achievement the city has a rich history, with highlights including artisan crafts, railroads, hiking trails, and wine.

Local Barossa winemaker Stuart Bourne, talked guests through the tasting notes of his Soul Growers

Shiraz and Riesling.

The sister cities will come together again at Grapevine's annual wine festival, GrapeFest in Sep 2022.

Three lucky artists from the event will also win a trip to GrapeFest 2022 for the best rock art, and to add their creations to Grapevine's Rock Art Trail.

**Pictured:** Guests displaying their rock art creations.

## Air India ructions

**SEVEN** Air India board members have been asked to resign ahead of the airline's takeover, according to *Hindustan Times*.

The Indian Govt picked Tata Sons as the winning bidder for the debt-laden, state-run airline last month, with board members reportedly asked to resign last week by the new owners.

Resignations are expected to take place in Jan when Tata Sons completes the acquisition.

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## NEW CHAIR FOR MEA

**MEETINGS & Events Australia** (MEA) has announced the results of its annual Board Director election, with nine candidates nominating for three contested positions on the board, following the resignations of Nigel Collin, Kirsty Forbes and Paula Nolan.

The organisation said the ballot "produced a clear result," with the top three candidates chosen as Megan Peters from Lateral Event Management, The Venues Collection's Tina Eggers, and SA-based individual member Vicky Trotsidis.

A subsequent meeting of the new Board saw Michael Firman from Harry the Hirer chosen as MEA Chair, alongside Deputy Chair Beverley Williamson from Melbourne Convention Bureau.

Paul Davison from SMC Conference and Function Centre is the new MEA Treasurer, while the organisation's Company Secretary is CEO Peter McDonald.

"The calibre of nominations received for MEA Board positions this year is indicative of the strength and tenacity of our sector," said the association's outgoing Chair Nigel Collin.

"I am proud to have played a part in serving MEA members



and the industry through the challenging COVID times and for their efforts, passion and vision.

"With 2022 set to be the year of recovery and growth, I am looking forward to MEA's continued support in helping MEA members and the sector go from strength to strength," Collin added.

Incoming Chair Michael Firman congratulated the newly elected Board members, and paid tribute to the outgoing directors saying "a debt of gratitude is owed to each of them for the active hands-on role they played to keep the business operating" through the heavy toll exacted by the COVID-19 pandemic.

## Melbourne adds to future event pipeline

**MELBOURNE** Convention Bureau (MCB) secured 40 business events worth \$150 million in 2020/21, with the organisation's annual report confirming a total pipeline of 118 events attracting more than 130,000 delegates between 2022 and 2028.

Speaking at the MCB Annual General Meeting this week, CEO Julia Swanson said the "sound result" achieved amidst the backdrop of the COVID-19 pandemic had strengthened the city's position as a global leader in business events and reinforced Vic's reputation as Australia's event capital.

MCB Chair Deborah Beale acknowledged the state gov't's long-term investment of \$41.3 million in MCB over four years, saying it had been a key factor to enable the Bureau to continue its work to secure large international association events as well as driving short-term domestic business through the successful National Business Events Program which had been designed to aid the immediate restart of the sector.

The MCB annual general meeting also saw Beale re-elected for a three year term alongside AccorHotels' Adrian Williams as an MCB Director.

## ICC outdoors

**INTERNATIONAL** Convention Centre (ICC) Sydney has launched a new "Connect Outdoors" entertaining service, adding four outdoor networking packages that can be integrated into a broader event program complete with recommended theming solutions from styling partner Divine Events.

ICC CEO Geoff Donaghy said the expanded offering would allow delegates to enjoy reimagined networking opportunities centred on health and wellbeing culinary trends - [iccsydney.com.au](https://iccsydney.com.au).

**MEANWHILE** the venue has also reaffirmed its ongoing partnership with the NSW Wine Industry Association to help elevate the state's local producers via ICC's various global platforms.

The initiative includes a new "100% Local" video at [traveldaily.com.au/videos](https://traveldaily.com.au/videos).

## Perth 2021 success

**BUSINESS** Events Perth has successfully secured 67 national and international events for Western Australia to take place between 2022 and 2024, directly injecting an estimated \$54 million into the state's economy.

Chair Bradley Woods said the future activity was in addition to 190 local business events which were supported in 2021, with the organisation "extremely proud to have achieved such a strong result, given the significant challenges the industry has faced."

"2020 and 2021 have been difficult years for business events due to the impact of the pandemic...the support of BE Perth's major stakeholders Tourism WA and the City of Perth and our Member Partners has ensured a strong platform for recovery," he said.

Business Events Perth has also implemented a major content development strategy to enhance its capabilities in marketing WA as a preferred business event destination via digital channels.

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## Wi-fi improved

**CHINA** Airlines has introduced a new wireless IFEC system for pax aboard its Boeing 737 aircraft.

The new Fantasy Sky Wireless Entertainment System for China Airlines' B737-800 fleet is currently in trial-run mode and will officially launch next year, seeing China Airlines become the first airline in Taiwan to launch in-flight wireless streaming services.

Travellers will be able to use their personal smart devices to enjoy a wide range of multimedia streaming services in-flight.

Once aircraft reach 10,000 feet, passengers can use their personal smart devices to connect.

## Bamboo floating

**VIETNAMESE** carrier Bamboo Airways has revealed plans to list on the New York Stock Exchange and the Hanoi Stock Exchange in 2022, as it seeks to raise more than US\$200 million in capital and boost its market capitalisation to US\$4 billion.

The carrier currently operates a fleet of 30 leased aircraft, including three B787-9s, and has an additional 11 more planes on order to be delivered.

Bamboo is also planning to launch flights from Hanoi and Ho Chi Minh City to London Heathrow six times weekly by the end of this year.

## Whose flag is this?



**THIS** flag was adopted officially on 04 Jun 1992, replacing the nation's previous soviet republic ensign.

The current flag features a gold sun with 32 rays over a steppe eagle.

The colour of the blue has religious significance to the local Turkic people of the nation, symbolising cultural and ethnic

unity and the yellow represents the sun as a source of energy, as well as wealth and prosperity.

These colours also appeared on the nation's previous flag.

The eagle on this design is part of a long history of the bird appearing on tribal flags for centuries and represents freedom and power.

Do you know whose flag this is?

Answer: Kazakhstan

## 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.

**Tourism Fiji** has appointed **Juliet Miall** to be its new Trade Executive, Australia, where she will be based in the organisation's Sydney office. She brings with her more than 20 years of experience, and most recently was a destination specialist for Fiji Island Holidays where she was responsible for promoting Fiji in a variety of sales, marketing, and content creation roles.

**Emma Todd** has joined **Wyndham Destinations Asia Pacific** as its first Chief Activities Officer for the Asia Pacific region. She will be charged with supporting the company's initiative to enhance guest and club member stays with the introduction of a raft of activities at its managed Club Wyndham properties in the region. Todd is currently the General Manager of Club Wyndham Seven Mile Beach in Hobart, Tasmania, a tenure that has seen sales improve markedly at the property.

**Vu Thi Huong Giang** and **Rowie Villacencio** have both been promoted at **Alma Resort**, stepping up as Resort Manager and Director of Administration respectively. The resort is situated on Vietnam's emerging Cam Ranh peninsula fronting Long Beach. Giang was previously the Food and Beverage Director at Alma, while Villacencio will be tasked with overseeing the property's human resources and finance departments.

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# Your Opportunity To Be Part Of The Next Big Tourism Destination

World Village presents Australia's most unique tourism destination. Old Sydney Town Tourism Precinct is seeking great tourism programs and operators. Contact us for more information.



Expected forecast of over  
1.5 million people per year



One hour drive from Sydney on  
NSW's sought after Central Coast



Overall project size  
of 120 hectares

**The overall project consists of various tourism sub-projects, offering diversity in experience, ensuring repeat visitation and continued relevance.**

Located in the heart of NSW's opportune Central Coast, the redevelopment of Old Sydney Town presents a convergence of cultural recreation, entertainment and diversity. Featuring 120 hectares of high priority area as a part of the Central Coast regional plan 2036, the project will leverage

its established location and visitor base, extending visitation in excess of one and a half million visitors per year. The resulting tourism precinct presents an unprecedented opportunity for operators in the tourism and entertainment sectors.



**Combining 14 unique tourism elements, creating a new destination for Australia's Cultural Tourism Industry:**

- |   |  |
|---|--|
| 1 Theme Park Super Lot                  | 8 Botanical Gardens and Cafes          |
| 2 The Australian Reptile Park           | 9 Global Immersive Short Stay District |
| 3 Community Outdoor Spaces              | 10 Water Shows and Recreation Area     |
| 4 Destination Shopping Outlets          | 11 Wave Park                           |
| 5 Theme Hotel and Function Centres      | 12 Potential Residential Development   |
| 6 Cultural Industry Quarter and Museums | 13 Eco Leisure Tourism Area            |
| 7 Eco Adventure Zones                   | 14 Eco Conservation Area               |

Express your  
interest today

1800 954 226

business@wctv.com.au







# AUSTRALIA PACIFIC 2021 Aviation Summit

7-8 December | Sydney, Australia

We are excited to announce the return of physical events with the **CAPA 2021 Australia Pacific Aviation & Corporate Travel Summit in Sydney on 7-8 December, 2021** at the Royal Randwick.

**EXCLUSIVE  
DISCOUNT**

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## Exclusive Interviews With:



**Alan Joyce**  
Group CEO  
Qantas Airways



**Jayne Hrdlicka**  
CEO - Virtual Speaker  
Virgin Australia



**Greg Foran**  
CEO - Virtual Speaker  
Air New Zealand



**Hon. John Sharp AM**  
Deputy Chairman  
Regional Express



**Akbar Al Baker**  
Group CEO - Virtual Speaker  
Qatar Airways



**Tim Jordan**  
Founder and CEO  
Bonza



**Campbell Wilson**  
CEO - Virtual Speaker  
Scoot



**Phillipa Harrison**  
Managing Director  
Tourism Australia

## Jam-Packed Value in One Small Ticket!

- ✓ Two days worth of informative content and discussions;
- ✓ Networking with industry peers face-to-face for the first time in months;
- ✓ A seat at the always memorable Gala Dinner, starting from 7pm;
- ✓ FREE all day parking at Royal Randwick (or easy access via the Light Rail from the CBD);
- ✓ The chance to win a fantastic selection of prizes!

Register at [apas21.capaevents.com](https://apas21.capaevents.com)





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## STRONG RETURNS

- Five New Ships in the next four years
- Industry-leading commission structure
- High customer satisfaction
- Destination leadership
- Best-in-class Expedition to attract new to cruise guests



## REAL PARTNERSHIP

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- Familiarisation cruises
- Booking Incentives
- Marketing supported Co-op Programs
- Advance notice on news and promotions



## EXPERT SUPPORT

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