

Today's issue of *TD*

Travel Daily today features five pages of news plus full pages from SriLankan Airlines.

Rex signs up DL

REX Airlines has signed a Letter of Intent with Delta Air Lines (DL) to form a reciprocal interline ticketing and baggage services agreement, commencing in Q3 this year (*TD* breaking news).

The partnership will allow Rex's passengers to connect to DL's daily flights between Sydney and LA, a route which will rise to 10 weekly flights from 18 Dec.

"DL will not only connect international travellers on Rex's trunk domestic routes, but could also allow them easy access to Rex's expansive network of over 60 routes throughout regional Australia," Rex Deputy Chairman John Sharp said.

"Our tie-up...will help boost the post-COVID return of long-haul international travel," he added.

The sun finally rises for QF

QANTAS' long-awaited Project Sunrise is finally taking shape, following news this morning that the carrier will purchase 12 Airbus A350s capable of flying non-stop from Australia to popular northern hemisphere cities like London and NYC (*TD* breaking news).

The batch of new jets will feature "market-leading passenger comfort" in each travel class, with the planes scheduled to enter service by the end of calendar 2025 from Sydney.

Qantas noted the aircraft would enable the airline to achieve lower emissions, longer ranges, less noise and better economics.

"The A350 and Project Sunrise will make any city just one flight away from Australia," CEO Alan Joyce said this morning.

"It's the last frontier and the final fix for the tyranny of distance, as you'd expect, the cabin is being specially designed

for maximum comfort in all classes for long-haul flying."

In another win for Airbus over Boeing, Qantas also announced that A320s and A220s will become the backbone of its domestic fleet for the next 20 years, revealing an order of 40 A321XLRs and A220 aircraft.

Under Project Winton, Qantas will gradually retire Boeing 737s and 717s from service, with the first of these planes to arrive in late calendar 2023.

The order also includes the purchase right options for another 94 aircraft for delivery through to at least 2034.

"These newer aircraft and engines will reduce emissions by at least 15% than running on fossil fuels, and significantly better when run on Sustainable Aviation Fuel...this order brings us closer to net zero emissions by 2050," Joyce added - more news from Qantas on **page three**.

Travel Daily

on location aboard

Azamara Onward

Today's issue of *TD* is coming to you courtesy of Azamara Cruises, with the brand new *Azamara Onward* to be named in Monaco tomorrow.

AZAMARA Onward is now docked alongside the yachts of the rich and famous in Monaco, just a short stroll from the city's famous Formula 1 racetrack.

The ship will be formally named in a glittering dockside ceremony by Beth Santos, the creator of the Wanderful community for like-minded female travellers.

In the lead-up to the event, those on board are disembarking to make way for paying passengers on the inaugural voyage, and will enjoy the delights of Monaco including visits to the famed Oceanographic Museum.

BOOK HAWAI'I AND BE REWARDED WITH MAUI JIM SUNGLASSES

Simply deposit two Hawai'i Pride of America bookings between 1-31 May 2022 to receive a pair of Maui Jim Eyewear, valued up to \$549*.

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Rebound in sight for HLO

THE number of Helloworld's store-based businesses declined by 49 agencies between Dec 2021 and Mar 2022, according to the company's Mar quarter trading update released this morning.

Despite the fall in bricks and mortar operations, the update also showed that home-based businesses had increased by 25%, partly driven by moves from existing HLO agency owners to migrate across to remote operations, particularly over the last six months.

HLO also managed to increase its Total Transaction Value for the Mar quarter, recording a 60% spike on the same period last year to \$419 million, with Feb and Mar by far the most fruitful months for the business.

Revenue was also up by 52% on the previous corresponding period to \$22.8 million, however HLO posted a loss-making EBITDA of \$1.9 million for the period,

an improvement at least on the \$4 million loss recorded in the previous quarter.

The EBITDA trend was an encouraging one for HLO during the quarter, with Jan seeing a loss of \$1.5 million, while Feb and Mar only incurred a combined loss of \$500k, indicating solid tailwinds driven by borders being opened and protocols being loosened all over the world.

Meanwhile sales for the company's wholesale operations are also tracking at 154% better than the same period last year, a result HLO said was achieved despite the impediments of ongoing lockdowns in Q1, floods in NSW and Qld, as well as the effects of the Omicron outbreak.

A sharp improvement was also recorded across HLO's corporate divisions, demonstrating a 119% improvement in TTV for the Mar quarter when compared to the previous corresponding period.

SL Airlines recruits

SRI Lankan Aviation Group is currently hiring for two new sales executives, based in Sydney and Melbourne.

Successful candidates will be charged with promoting sales to key trade partners to achieve important revenue targets.

Applications close on 15 May, for more details, visit [pages 6 and 7](#) of today's *Travel Daily*.

Battle of the Sectors

SKAL Club of Melbourne is preparing brains across the country to compete in its "Battle of the Sectors" trivia tournament taking place on 19 May.

The event pits tourism sectors such as tour buses, cruise, and aviation against each other to see which segment of the industry is the brainiest.

Supporting the work done by Mission Australia, tickets are \$30 each & can be booked by table.

Tickets can be purchased [HERE](#).

VA refreshes fleet

VIRGIN Australia will add four new Boeing 737 MAX 8 aircraft to its network and retire F100 jets for Boeing 737-700s as part of an update of its fleet strategy (**TD** breaking news Fri).

The four new MAX 8 planes will enter service from Feb 2023, taking the carrier's Boeing 737 fleet, consisting of 737-700 and 737-800 aircraft, to 88 aircraft.

"This fleet program is about making sure we capitalise upon that advantage as we work toward achieving our 33% domestic market share, strengthen our resources sector and contract flying, and continue on our journey to net zero," CEO Jayne Hrdlicka said.

The addition of more environmentally-friendly aircraft will also see VA offer pax 30% fewer emissions per seat, per trip.

"With growth comes a larger carbon footprint, so it's vital that we take the right steps now," Hrdlicka added.



UNESCO World Heritage Sites and their economic implications, cruise is coming back, travel's surprise win and more in the April issue of *travelBulletin*.

CLICK to read

travelBulletin

Trade key for Azamara

AZAMARA Cruises CEO Carol Cabezas has reiterated the line's strong focus on its distribution partners, telling **TD** that "even in the darkest days of the pandemic, when I had to make some really, really tough choices, I never sacrificed in the sales and trade support arena, because the travel partners needed support".

"I've always wanted to ensure the travel trade saw that our support never wavered," she said.

Cabezas was already leading Azamara as Chief Operating Officer when it was sold by former parent company Royal Caribbean Group to private equity firm Sycamore Partners early last year (**TD** 20 Jan 2021) for just over US\$200 million.

Upon becoming CEO she maintained the newly expanded Australian and NZ team, led by Belle Osmic, with Cabezas saying onboard the new *Azamara Onward* overnight that Australia

and NZ continue to be key strategic markets for the brand.

"Australians are so passionate when it comes to cruise," she said, citing CLIA figures confirming Australia was the most highly penetrated cruise market in the world pre-pandemic.

With five local Azamara team members "we are beginning to see some fruits of the labour".

"It is a market that is slowly, slowly returning...it's certainly, understandably, behind the other markets, but we are seeing very nice response to our local product there for this coming winter."

Over the 2022/23 period *Azamara Quest* will sail locally for an Australia/NZ season, while there is also demand for Azamara itineraries across the globe because "Australians just enjoy this type of experience too".

"It's clearly a market that we must continue to focus on and invest in," she said - more on **p4**.

Promo too limited

WORKING holiday company Global Work & Travel (GWT) has criticised South Australia's latest tourism campaign to bring British backpackers back to Australia (**TD** 29 Apr), labelling the move as "very limited" in its scope.

The company argued that if the scheme's numbers and countries involved were to be expanded, it would provide a major economic boost to the Australian economy.

GWT also called out the Government of South Australia for partnering with a British company on the scheme instead of an Australian one, and also expressed the need for subsidised flights for working holiday visa-holders to boost demand.

"The fact is that they mostly spend what they earn while in Australia and pay income tax here, so subsidising flights would generate a positive return on investment to the government and public funds," Chief Executive Jurgen Himmelmann said.

SETO reveals more

CATO'S Student Educational Travel Organisation (SETO) has released more details about its partnership with Lockton Australia (**TD** 16 Feb), including exclusive student travel insurance offers for its members.

Providing broad coverage for COVID-19, unlimited medical expenses, high limits for cancellation, loss of deposits, additional expenses, the program aims to offer confidence to SETO members during their travels, protecting them from the unknown and unexpected.

The program also extends to include generous protection for financial collapse of end supplier and emergency evacuation for medical and security incidents.

SETO Chair David Walker said many schools across Australia were struggling with the challenges of planning and committing to travel programs as they emerge from COVID lockdowns and borders closures.

Key routes back to pre-COVID



QANTAS Group bookings for markets such as London, Los Angeles (**pictured**), South Africa and Bali are all above pre-COVID levels, the airline revealed this morning, with its budget carrier Jetstar able to restart more than 60% of its international routes as more border controls continue to drop around the world.

Overseas travel was also helped along during the Mar quarter by the removal of Australia's pre-flight testing requirement and the early opening of New Zealand's borders in Apr, Qantas said, however the airline also conceded that international markets are recovering slower than desired when compared with domestic volumes.

"As expected, international flying is slower to recover because several markets remain closed or heavily restricted, but key routes like London, Los Angeles and Johannesburg are performing above pre-COVID levels and early signs on our newest direct routes to India, Europe and Korea are very positive," Qantas Group Chief Executive Alan Joyce said.

Qantas added that strong demand for international travel - particularly on direct long-haul services - will help support the recovery of higher fuel prices in the first half of FY23.

Rebounds in domestic fuel costs will also be maximised by

capacity reductions and some fare increases during Jul and Aug, Qantas conceded, with the airline stating it will be "continually assessing and adjusting these settings as necessary".

The state of play on international travel accompanied a broader financial update, which included a rapid reduction in the company's net debt, from \$5.5 billion as of 31 Dec 2021 to \$4.5 billion by the end of Apr 2022 - a far cry from its peak owings of \$6.4 billion accrued at the height of the pandemic.

Qantas added that it still expects to post a significant full year Underlying EBIT loss for FY22, exacerbated by the impacts of Delta and Omicron as well as one-off restart costs, with the business on track to deliver a rebounding H2 2022 Underlying EBITDA of between \$450 million to \$550 million, based on current projections.

Another highlight of the figures was the performance of the airline's loyalty division, which continued to perform strongly on the back of securing a range of new program partners.

Qantas Loyalty's Underlying EBIT is expected to approximately double from quarter three to quarter four, Qantas said, with new business opportunities to remain a focus for the division as it looks to grow earnings even further moving forward.

It'll be all white on the night



AZAMARA Cruises' Australian travel industry partners on board the newly launched *Azamara Onward* joined in the fun last night for a final evening White Night party on the ship's freshly glistening pool deck.

An absolutely incredible buffet was on offer, including freshly barbecued lobster, steak, lamb and chicken as well as a bouillabaisse station, sushi, fresh pasta, spectacular salads and of course delightful desserts.

There was also plenty of

entertainment from the onboard band and cabaret stars, as well as convivial conversations aplenty.

These lovely ladies pulled out all stops to join in the fun, and **pictured** in their chic clothing are, top row from left: Anna Russell, Clean Cruising; Belle Osmic, Azamara; Alison Roberts-Brown, Monaco Tourism.

Front row: Vanessa Tokatly, Travel Associates; Michelle Julius-Baty, Ignite Travel Group; Caroline Hitchens, Creative Cruising; and Kelly Faircloth.

Travel Daily On Board: Azamara Onward



Club Continent Suite

Azamara Onward's Club Continent suites have been transformed with a completely new decor, with a modern palette reflecting the natural colours of water, sand, wood and stone. Although they are the ship's smaller suites, they are spacious and comfortable, with two lower beds convertible to queen size, USB ports, a large sitting area and a spacious bathroom with a roomy shower (some Club Continent suites also feature a bathtub).

Complimentary suite features include bathrobes and slippers, 24 hour room service, fresh-cut flowers, a tote bag, shoe-shine service and more.



Travelmarvel 2023

TRAVELMARVEL has released its 2023 Canada & Alaska program, with travellers able to discover the highlights of the Rocky Mountains, Alaska, Eastern Canada, and New England.

Earlybird bookings can save up to \$2,600 per couple on key journeys, including the 21-day Reflections of the Rockies & Alaska cruisetour, which is has been discounted from \$9,195 per person twin share.

Travelmarvel Product Manager Brooke Rolley said the reopening of Canada and Alaska and the welcoming back of visitors was a "significant milestone", with the company working hard to showcase the best of the regions.

For more details, **CLICK HERE**.

New NT lodge

TOP End Australia's newest luxury experience, Finnis River Lodge, is now welcoming guests.

Three years in the making, the property is located within Finnis River Station, a 200km² working cattle property about 90 minutes drive south-west of Darwin.

Owner Robert Venturin said while the station had operated as a grazing property since 1987, "it has always been impossible to ignore the landscape's surreal brilliance and beauty".

The lodge features six rooms with generous en-suites, along with a daily range of engaging guided activities, wi-fi and mobile connectivity and locally inspired cuisine cooked by a resident chef.

See finnisriverlodge.com.au for more information.

Ball rolling again

DONNA and Brian Meads-Barlow from DBT Travel/I Love Cruising are hosting the 10th annual Jelly Bean Ball on Sat 18 Jun at Sydney's Hyatt Regency.

The black tie event aims to raise funds and awareness of type 1 Diabetes, with exclusive hotel rates and bookings available online at daniei.org.au.



Window Seat

THE exceptionally elegant and normally mild-mannered Alison Roberts-Brown from travel representation company Tourism Garden last night showed she is up for anything.

In Monaco this week helping host the Australian travel agents aboard *Azamara Onward*, Roberts-Brown was confronted with somewhat of a dilemma when she realised she didn't have anything suitable to wear to Azamara's final night farewell celebration which was an all-white party on the pool deck.

No problem - rather than rush out to one of the local boutiques to pull together a last-minute outfit (after all, it was a public holiday so they were all closed anyway), she instead, MacGyver-style, grabbed the items at hand and simply slipped one of Azamara's comfy bathrobes over her clothes (**pictured**) - confidently flaunting her gorgeous and very much on-brand look amid the white sequins, spangles, suits and skirts worn by the various dignitaries and other shipmates on board.

Alison, we salute you!





Tourism Ireland Expo

A **NORTHERN** Ireland expo has been announced by Tourism Ireland, the final event in its latest virtual series.

Scheduled for 12 May from 4pm to 5.30pm AEST, advisors can expect to learn about Northern Ireland's world-class experiences, from rugged cliff walks & charming towns steeped in history, to the unlimited *Game of Thrones* adventures & countless *Titanic* attractions.

There will also be prizes on offer, including two famil spots to win - register **HERE**.

Renewable Rotty

ROTTNEST Island is set to go green and run off 75% renewables, following a \$62 million upgrade to the popular destination's energy and water infrastructure.

The investment is in addition to the Government of Western Australia's previous allocation of \$31 million toward water and road upgrades.

The 2022-23 state budget funding brings the McGowan administration's total investment to overhaul Rottnest's infrastructure to \$93 million.

Lei the good vibes down



OUTRIGGER Reef Waikiki Beach Resort has celebrated its official grand reopening in style, following an extensive US\$80 million transformation.

Approximately 500 VIP guests, including elected officials, key executives, partners, musicians, and community members, gathered at the iconic resort for a traditional Hawaiian blessing by local Kumu Blaine Kia, and a dedication ceremony for the contemporary beachfront retreat.

Outrigger President & Chief Executive Officer Jeff Wagoner

also divulged the company's drive for authentic hospitality through spend of more than US\$300 million across its Hawaii assets to uplift the destination.

Pictured are Wagoner; Director of Cultural Experience Luana Maitland; General Manager Markus Krebs; Kia; Vice President Operations Mike Shaff; Vice President Global Communications Monica Salter; and Executive Vice President and Chief Commercial Officer Sean Dee.

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.



Celestyal Cruises - 2022-2023 Greece & the Med
Championing passionate, personal hospitality and intricate knowledge of every Mediterranean coastline, Celestyal Cruises has released its 2022-2023 Greece & the Mediterranean brochure. Onboard cuisine and entertainment are some of the secrets to Celestyal's experience, as is its mid-sized ships, which allow cruisers to explore remote locations larger vessels can't reach. In addition to exclusive access to some of the most beautiful islands in Greece, Celestyal Cruises will also voyage to popular destinations such as Cairo, Israel, and Cyprus.



Scenic - The Hidden Wonders of Europe
Scenic Luxury Cruises & Tours has released its 2023 Europe River Cruising brochure, with highlights including a new eight-day Rhine River itinerary, an extension taking in Ljubljana and Zagreb, a visit to the family home of renowned French artist Henri de Toulouse-Lautrec, more Moselle River sailing, and more. With international borders reopening and travel requirements easing, demand for small ship river cruising is on the rise, and Scenic

is encouraging Australians to book now, as availability for its 2023 program is limited.

Low rank passport

NEW research from ParkSleepFly has revealed that Australia has the sixth least value for money passport globally.

While top spot went to the United Arab Emirates, which allows holders to travel to 110 countries visa-free and a further 52 with a visa on arrival for a thrifty price, Australia only beat home five nations, which were Canada, Mexico, Chile, San Marino and Liechtenstein.

Partners fly for free

WENDY Wu Tours has released its Partner Flies Free or 50% off the single supplement offer, valid across a wide range of tours and destinations for travel across the next two years.

There are more than 20 tours and more than 120 departure dates included in the offer across markets like Japan, Vietnam, Cambodia, India and Sri Lanka.

In addition, travellers will also benefit from low deposits and flexible payment terms the Book With Confidence guarantee.



SRI LANKAN AVIATION GROUP PTY LTD

SALES EXECUTIVE - SYDNEY

JOB OUTLINE -

There is an exciting opportunity for sales executive position in New South Wales to join an online career into Australia. Successful candidates will promote sales through an effective working relationship with key trade partners to be able to achieve revenue targets. Candidates should have a thorough understanding of the market condition, opportunities, and threats. This position will ensure daily sales visits in a planned manner, assist BDM to plan and develop and implement policies, identify strategies, introduction of advertising and marketing campaigns, conduct quarterly reviews and analyst managements reports, asses competitor activities, carry out product presentations, develop new market segments, develop the corporate sector.

Qualifications & Experience:

- ▶ Minimum of a diploma in business or marketing with a strong academic background
- ▶ Minimum 03 years of experience in sales and marketing in travel/tourism
- ▶ Experience in the agency network
- ▶ Excellent communication and presentation skills both written and verbal
- ▶ Able to speak in Hindi language will be an added qualification

Salary & Benefits:

Attractive salary + traveling allowances + Super

Applications will be close on 15 May 2022.

Please forward your application to [**careers@srilankanau.com.au**](mailto:careers@srilankanau.com.au)



SRI LANKAN AVIATION GROUP PTY LTD

SALES EXECUTIVE - MELBOURNE

JOB OUTLINE -

There is an exciting opportunity for sales executive position in Victoria to join an online career into Australia. Successful candidates will promote sales through an effective working relationship with key trade partners to be able to achieve revenue targets. Candidates should have a thorough understanding of the market condition, opportunities, and threats. This position will ensure daily sales visits in a planned manner, assist BDM to plan and develop and implement policies, identify strategies, introduction of advertising and marketing campaigns, conduct quarterly reviews and analyst managements reports, asses competitor activities, carry out product presentations, develop new market segments, develop the corporate sector.

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