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# TRAVEL TODAY

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Thursday 28 February 2013

Issue 2554



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## New Routes Tipped For Air New Zealand

Air New Zealand today announced it will be adding two leased 777-300ER to its fleet from mid-2014 to 'significantly boost its long-haul capacity' and allow the carrier to 'seize the opportunity for growth in the Pacific Rim region'.

The 777s are in addition to the three 787-9s on order, which NZ chief executive Christopher Luxon says are still on track to be delivered mid-2014. During this morning's interim results presentation the NZ boss said the airline was looking at a range of markets and whether to add capacity to existing routes or look at new markets with the additional

*"The reality is we can fly anywhere in the world, but we're not interested in flying aircraft anywhere in the world if we can't make money," says NZ boss Christopher Luxon.*

wide body aircraft. Luxon says the carrier will continue to review just where in the world those five additional aircraft would be best utilised over the coming months, however he

did offer some insights into the carrier's plans. The NZ boss told *Travel Today* that the airline was likely to deploy the two 777s to routes in North America or the Americas, with the 787s likely to operate to Asia.

### ... South America?

When asked if South America was on the carrier's radar, Luxon pointed out that while there were 'some very shallow green shoots' in terms of trade and consumer ties between New Zealand and South America, the carrier would need to find the right airline partner.

Luxon also acknowledged that the carrier's Bali service 'worked very well' last year and said if the route continued to get good momentum, the carrier may look at more capacity on the seasonal route.

The first of the additional leased 777s is due for delivery in Jul, with the second in Sep.

For more from the NZ boss on the importance of the Kiwi trade distribution, see tomorrow's issue.

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### NZ LHR Slot To CX

Air New Zealand boss Christopher Luxon today confirmed that the carrier plans to lease its London Heathrow slot (made available when the carrier pulled off the Hong Kong-London route) to Cathay Pacific, its alliance partner on the route.

### Berlin Wall Threat

Parts of the Berlin Wall are reportedly in danger of being torn down to make way for developments. A 'significant section' of East Side Gallery, the longest-remaining section of the wall, is to be dismantled to make way for a block of flats, the *Guardian* reported. The parts set to be removed include the famous bright heads by Thierry Noir, it says.

### Kiwi/Qatar ASA?

The Emir of Qatar Sheikh Hamad bin Khalifa Al Thani will be in New Zealand next week for trade talks—and it is understood that the possibility of an air services agreement will be discussed.

The MoT told *Travel Today* that it expects aviation will be part of discussions during next week's meetings. "We do have air services negotiations scheduled for Mar with our Qatari counterparts," says a spokesman. "We're not sure what specifics are on the table, it depends on the agendas of the negotiators."

### Cruise To Dominate '13

The travel industry is putting its money on cruise to be the fastest growing market sector this year, according to the latest *Travel Today* poll. Most (58%) picked cruise as the fastest growing sector, followed by adventure (16%), with family and corporate both sitting on 12%.

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**FAA Denies 787 Tests**

The US Federal Aviation Administration is said to have denied reports that it has approved test flights of the troubled Boeing 787 Dreamliner for as early as next week. In its latest statement, the FAA says it is reviewing Boeing's proposal of a fix, but is no closer to allowing test flights, says Reuters.

**... NZ Confident**

Air New Zealand boss Christopher Luxon said the airline was in contact with Boeing every week and that he was very confident the aircraft manufacturer would resolve the current 787 battery issues.

**EK A380 To BCN**

Emirates flew its A380 to Barcelona-El Prat Airport for the first time this week as one of two special A380 services scheduled to cater to 'overwhelming demand'. The carrier will also fly the A380 to Barcelona on 01 Mar, but says it has 'no immediate plans' to operate an A380 on the route in the near future.

**Luxor Balloon Ban**

Hot air balloon flights in Luxor, Egypt have reportedly been banned temporarily while investigations continue into the hot air balloon crash which killed 19 people this week.

**NZ Chief Sales Officer**

Air New Zealand is still on the hunt for a chief sales officer to drive the airline's sales force. Chief executive Christopher Luxon said he was looking to find someone who could bring proven and professional sales skills to the role, and that NZ was recruiting locally and internationally. At the same time Luxon said he was comfortable with keeping Norm Thompson in the role in the interim—adding that that it was more about finding the right person for the job, than finding someone by a set timeframe.

**NZ Profit Soars In H1**

Air New Zealand this morning announced pre-tax normalised earnings of \$139 million for the six months to 31 Dec, up more than 300% on the previous corresponding period.

Calling the result the culmination of years of hard work to improve the airline's profitability, NZ chairman John Palmer said the carrier had made excellent progress against the backdrop of a sluggish economic recovery and ongoing challenges facing the airline industry.

"This is the best interim profit result for five years," he added.

It is also the first time in five years that NZ's international (including long-haul) business is profitable.

NZ chief executive Christopher Luxon said the improved performance was business-wide and the carrier 'is firing on all cylinders'. "The result positions NZ as the strongest airline in Australasia and one of the most profitable [carriers] in the world," he added.

NZ's operating revenue was up 3.4% (to \$2.4 billion), on the previous corresponding period and group yields rose 13.6c per revenue passenger kilometre. Group loads were up 0.4 points to 83.2%, against a 2.7% capacity increase.

**... Tasman/Pacific**

The Tasman and Pacific Islands remain a critical part of NZ's network, says the carrier with Luxon adding that its Seats to Suit model continues to be a success, allowing the airline to match competition on the routes. The

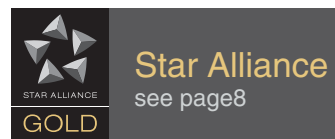
**QF Director Quits**

Qantas has confirmed that board director Corrine Namblard has resigned due to her involvement in Italian court proceedings over corruption allegations. QF says Namblard 'strenuously denies any wrongdoing' and QF has added its support for her, saying it has no reason to doubt her position. Namblard stood down from the board so not to distract QF from implementing strategic imperatives or detract from achievements.

carrier's alliance with Virgin Australia is said to be working 'extremely well', and Luxon said NZ continued to explore opportunities to work closer with VA.

**... International**

The fine-tuning of NZ's global network is said to be a key driver in the turn around of the carrier's international business. The decision to enter an alliance with Cathay on NZ's underperforming London via Hong route is cited as one such example. Moves to get the carrier's sales execution right, are also said to have contributed to the return to profitability.



**EY's Sabre Switch**

Etihaad Airways has completed its switch to the new SabreSonic customer sales and service system. Work involved hundreds of staff, the transfer of 530,000 bookings, a web site restructure and the transfer of all systems to the new one. The carrier and GDS say the new system will drive increased revenue, offer the ability to personalise the travel experience for customers and improve operational efficiency.

**DL US Extension**

Delta Air Lines has extended sales of its short-life fares to 19 Mar. Published fares are available from Auckland/Wellington/Christchurch/Dunedin and Queenstown via Sydney to Los Angeles from \$1499 return inclusive. Travel to New York is from \$1949 and departures are permitted through to Jan 14. Full fare details are in the CRS, says local GSA the Walshe Group.

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## GO MSC's Med

GO Holidays has MSC Cruises Mediterranean & Beyond sailings from \$969pp s/t for sales to 30 Jun or sold out. There are departures Mar-Oct. GO says category 1 for the Grand Mediterranean has now sold out, and the lead-in price has increased to \$2059pp s/t, category 3 inside.



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## Marina's Foodie Focus For Kiwis

**Agents and cruise industry specialists were welcomed aboard Oceania Cruises Marina this week in Auckland to sample the line's culinary offering.**

It is the first time Oceania's Marina has visited New Zealand shores, and the popularity of the South Pacific among the line's customers meant that Kiwi agents invited onboard could not view any cabins—the ship is full.

Instead, the vessel's 15 eateries were toured including agent favourites the Polo Grill steakhouse and Asian speciality restaurant Red Ginger. House of Travel gm cruise Linda Halliday says Oceania Cruises is 'very much a part' of its growing cruise business. "With five ships in the fleet now, it's become a lot easier to get our clients onboard, and word of mouth is driving the popularity," she says.

Halliday says the epicurean focus is part of its appeal to Kiwi cruisers, as is the luxurious but laid back décor and atmosphere onboard.

"It's really quite refreshing to see

something a little different to offer our clients. The facilities are quite different, it's quite unique."

Local GSA Cruise Holidays manager, partnership marketing Leanne Schou says no expense was spared in building Marina—and feedback from agents has garnered 'rave reviews' of her décor and cooking at sea concept—the Bon Appetit Culinary Centre.

For pictures from Tue's event see page 5.

## Silversea 2014 Calendar

Silversea has launched its 20th Anniversary edition of the Voyage Calendar, detailing more than 200 voyages.

The cruise line is visiting 12 new destinations among 500 ports, including Melilla, Spain; Koror, Palau; Kavala, Greece and Sept-Iles in Canada.

"We are celebrating this milestone with a fascinating selection of voyages offering more choice than ever for our well-travelled guests, and this brochure provides an overview of this exciting voyage collection," says Silversea general manager and director sales and marketing Karen Christensen.

## Got Cruise News?

e-mail [jess@tabsontravel.co.nz](mailto:jess@tabsontravel.co.nz)

## QM2 Anticipation Builds

In anticipation of Queen Mary 2's arrival in Auckland 11 Mar, 360 Discovery is putting on a second free boat tour of Auckland's port to cope with demand, advises Ports of Auckland. Bookings are essential for the free tour, ph: 0-9-307 8005. The ocean liner will dock at Jellicoe Wharf, arriving at around 0730. There will be numerous opportunities to sight her from 0630 on the North Shore, and she sails at 2200 the same evening, fully lit.

## Schettino Charges Loom

Italian prosecutors have reportedly officially asked that Costa Concordia Captain Francesco Schettino be tried for the manslaughter of the 32 people that died as a result of the ship's grounding. Reports say five other crew members may also be indicted on various charges as well as manslaughter. Costa Crociere is said to have asked for a plea bargain that would see it pay a EUR1 million fine.



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## Fiordland Cruising For The Local Market

Domestic interest in Fiordland cruising has led Real Journeys to ramp up its multi-day offerings. The company is 'significantly' increasing its Fiordland and Stewart

Island Discovery sailings and added three- and four-day short breaks.

"Our multi-day Discovery Cruises won't directly compete with the cruise sector, however there is going to be a slice of the market that wants something more experiential and intrepid and that's where we can really deliver," says Real Journeys chief executive Richard Lauder.

"We are particularly focused on the Australian and domestic markets because our customer feedback tells us there are people in these regions that have a desire to not just glimpse, but explore and experience the untouched beauty and rich histories of Fiordland and Stewart Island," adds Lauder.

The Discovery Cruise season runs Apr-Dec with options ranging from four- to seven-days, some with helicopter transfers from Queenstown and Te Anau.

### GO Phantom In WLG

GO Holidays Sports and Events has packages to the Phantom of the Opera in Wellington, with two nights at Mercure Wellington and a B reserve ticket start at \$216pp t/s. Packages are on sale to 13 May, for travel 13-30 Jun.

### JQ Business Sale

Jetstar has business class fares to Asia on sale to 04 Mar, including Singapore from \$729, Phuket from \$839, Bangkok from \$858, Hong Kong from \$888, Manila from \$918 and Ho Chi Minh City from \$820. Travel is 03 Apr-10 Jul to SIN, 03 Apr-23 May all other destinations.

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### Face Of MEL's Kong



This is the face that will greet Kiwis who head to Melbourne from Jun for Global Creatures' production of King Kong, Tourism Victoria has revealed. Global Creatures is the company behind Walking With Dinosaurs and Kong will be played by a massive puppet in the 'epic music theatre event'.

Rehearsals are underway now for the show, which is on at MEL's Regent Theatre. See [kingkongliveonstage.com](http://kingkongliveonstage.com)

### Qamea Fiji Deal

Qamea Resort and Spa in Fiji has seven-night land-only packages on sale for USD5990 per couple (usually USD7480), including one free night, all gourmet meals and round-trip transfers from Nadi. The package is valid for sales to 31 Mar, travel 01 Jun-31 Oct, wholesalers have details.



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**EY Buys LHR Slots**

Etihad Airways has bought the three Heathrow slots belonging to Jet Airways in a deal worth USD70 million, as it looks to strengthen the existing relationship between the carriers and make provision for codesharing. The sale was part of a sale and lease back agreement, and Jet will continue to operate flights to London using the slots.

**'Real America' Is Targeting Kiwis**

America's Rocky Mountain states say they are committed to New Zealand and would eventually like to appoint a dedicated Kiwi representative as they see an increase in visitors from Down Under looking to experience the 'Real America'.

The states (Idaho, Montana, North and South Dakota and Wyoming) first started targeting the New Zealand market last year at the Visit USA roadshow.

There's been 'quite an increase' in visi-

tors from Australasia recently and the STOs expect that growth to continue, says Rocky Mountain International's Barbara Stafford.

"We're committed to this market, we will continue to show our faces here," she says.

"Eventually we would like to have a physical representative here—we believe that New Zealand is a strong enough market for us, and with Hawaiian Airlines announcing their new services from New Zealand, we're going to be getting some of that traffic."

**... 'Real America'**

The Rocky Mountain states traditionally get third- or fourth-time visitors, and brand themselves as the 'Real America' targeting visitors who have done the coasts, Disney, Vegas and the Grand Canyon.

"[We get travellers who] go to their travel consultant and say they're ready to do the real America," says Stafford.

The region's appeals include national parks, laid-back locals and lots of cowboys—and the states have seen an increase lately in groups of women travelling to ranches to experience the cowboy life.



**Agents Visit Marina In Auckland**

Agents and cruise experts were welcomed onboard Oceania Cruises Marina in Auckland this week for a meal and tour of the ship. **1.** Linda Halliday trying out a Swarovski encrusted USD10,000 bar stool! **2.** Tracy Malcolm, David Bunn and Leanne Schou of Cruise Holidays onboard Marina. **3.** Robin Grundy, United Travel Remuera and Annette Hawkins, Mondo Travel Takapuna, dining at Red Ginger, the Asian specialty restaurant on Marina. **4.** Toni Paltridge from Harvey World Travel, David Bunn and Stella's Jacqueline Unsworth. **5.** Amber Gilling, Air New Zealand, Gordon Bayne from Mondo and Linda Halliday dining at Polo Grill.

**Vegas Grill Strikes Again**

Another 'unofficial spokesman' for Las Vegas' Heart Attack Grill has reportedly died of a heart attack.

The grill is famous for its high-calorie menu and warns diners that eating there is bad for their health. Now John Alleman, who stood outside encouraging customers to enter, has died of a heart attack, say reports. His death follows that of spokesman Blair River, who died of pneumonia believed to be exacerbated by his weight. Two customers are said to have suffered heart problems while eating at the grill.

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**Spain Tourism Board's  
Spain Product Update**

**Auckland:** Mon 04, Rydges Hotel Auckland (Hobson Room), 1730.

**APE Malaysia**

**Auckland:** Mon 04, The Rydges Hotel, 1730-2000.

**Christchurch:** Tue 05, The George Hotel, 1730-2000.

**Wellington:** Wed 06, Hotel Intercontinental, 1730-2000.

**JAWS PLUS 2013**

**20th Anniversary Roadshow**

**Dunedin:** Tue 12, Mercure Hotel, 310 Princes Street, 5-8pm.

**Christchurch:** Wed 13, Chateau on the Park, 1700-2000. **Nelson:** Thu 14, Monaco Resort, Stoke, 1700-2000.

**Napier:** Mon 18, The Sailing Club, 63 West Quay, 1700-2000. **Wellington:** Tue 19, Level 2, West Lounge, Westpac Stadium, 1700-2000.

**Palmerston North:** Wed 20, Travelodge, 1700-2000. **New Plymouth:** Thu 21, Copthorne Hotel Grand Central, 1700-2000.

**Tauranga:** Tue 26, Yacht Club, Sulpher Point, 1700-2000. **Hamilton:** Wed 27, Wintec Campus, Bill Gallagher Room, Gate 3 Tristram St, 1700-2000.

**Tourism Fiji's 'Bula Marau' Roadshow**

**Queenstown:** Mon 18, 5.30-9.30pm, Novotel Hotel Lakeside (dinner). **Christchurch:** Tue 19, 5.30-9.30pm, Peppers Clearwater Resort (dinner). **Napier:** Wed 20, 5.30-9.30pm, War Memorial Conference Centre (dinner).

**Tauranga:** Thu 21, 5.30-9.30pm, Mills Reef Winery (dinner). **Auckland:** Fri 22, 5.30-9.30pm, Heritage Hotel (dinner).

**Sunshine Coast Roadshow**

**Auckland North:** Mon 18, Spencer on Byron, Takapuna, 0730 breakfast. **Auckland:** Mon 18, Pullman Hotel, 1730 drinks and canapes. **Hamilton:** Tues 19, Novotel Tainui, 1730 drinks and canapes. **Tauranga:** Wed 20, Hotel on Devonport, 0730 breakfast. **Wellington:** Wed 20, Intercontinental Hotel, 1730 drinks and canapes. **Christchurch:** Thurs 21, The George Hotel, 1730 drinks and canapes.

**For more see Monday's TRAVEL TODAY**

**Amadeus Growth;  
Profit Up In 2012**

Amadeus profit grew 18% last year and the company says it extended its leadership position in global market share of travel agency air bookings in the year to 31 Dec.

Adjusted profit grew 18% to EUR575.1 million, revenue increased 7.5% to EUR2910.3m and EBIDTA was up 6.6% to EUR1107.7m.

Both the company's distribution and IT solutions busi-

nesses saw year-on-year growth. The number of air travel agency bookings grew 3.5% to 416.5 million, and the company's market share of agency air bookings increased 0.9 of a percentage point to 38.6%, 'further extending its leadership position'. Passengers boarded (PB) grew 28.4% to 563.8 million, and Amadeus expects PB to exceed 800 million by 2015.

Low-cost carriers continued to be an area of growth, with LCC bookings via travel agencies up 14.6%.

Amadeus boss Luis Maroto says 2012 was an 'outstanding' year and it is 'cautiously optimistic' about 2013.

**Cairns Delegate Bonus**

Delegates in Cairns will be offered special deals at shops and restaurants through-out the city as part of the region's new Delegate Advantage Program.

Delegates will receive flyers with details on how to access offers including discounts and value-adds for a variety of goods and services in the city, says Business Events Cairns and Great Barrier Reef.

**Exotic Team Expands**

Exotic Holidays is expanding with the appointment of Valerie Etheridge (pictured) to the wholesaler's reservations team. Etheridge has more than 20

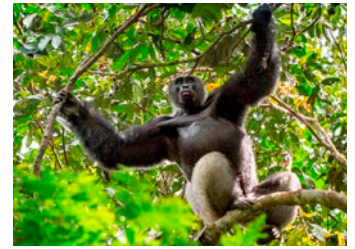


years' experience in the travel and tourism industry, with roles including agency support, sales and retail training for domestic and international airlines. "I look forward to renewing industry relationships and developing new ones," she says.

**Crystal Hollywood Cruise**

Crystal Cruises' Film & Theatre voyage will pay tribute to Marilyn Monroe and other Old Hollywood stars with a series of events inspired by the legendary star.

Crystal Symphony will sail ex New York to Miami 02 Nov hosting a play-bill including Marilyn Monroe tribute performer Susan Griffiths, Jim Brochu with Character Man, a study of Broadway actors including Jackie Gleason and Zero Mostel, and the Los Angeles Troubadour Theatre Company with a 'Shakespeare-meets-cinema-disco-musical' satire called Midsummer Saturday Night's Fever Dream. Onboard presentations will include a dinner with Marilyn, red carpet beauty tips and fashion seminars. Wiltrans has details.



**World Journeys Congo**

Clients can witness gorillas, chimpanzees, forest elephants and clouds of butterflies with World Journeys' new wildlife experience in the Congo's Odzala-Kokoua National Park. The seven-day Odzala Experience with Wilderness Safaris costs from \$8545pp s/t including return flights from Brazzaville to M'Boko, six nights accommodation, meals, most drinks, transfers, game viewing and park fees. The tour runs May-Dec each year.

**Junior/Intermediate Consultant Required**

AIM Holidays, the Boutique Wholesaler, based on the North Shore, is looking for a Junior Consultant to join the team.

The person required needs to have had previous travel agency or wholesale experience and have the following attributes:

- Be computer literate
- Be able to work independently and without supervision
- Have good geographical knowledge
- Have a sense of humour
- Be prepared to put in 110% effort

The position will be full time and some sole charge work will be required. Knowledge of Tourplan reservation system would be an advantage.

If interested in being considered for an interview please send CV to: [tony@aimholidays.co.nz](mailto:tony@aimholidays.co.nz)

Applications close Fri 01 Mar 2013.



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### Contiki Endless Summer

A desire to extend the 'best Kiwi summer in years' is being credited with driving demand for Contiki's European camping and concept tours.

Local festivals and events as well as this year's 'seemingly endless summer', are motivating young Kiwis to check out European festivals like Oktoberfest, says local Contiki general manager Tony Laskey.

"It seems more Kiwis are rediscovering the appeals of our camping and concept tours and since they have been the original way to discover Europe since '62, we're putting the trend down to a glorious summer and no doubt more nights than usual spent in tents or baches be it at the beach or festivals like Rhythm and Vines."

Camping and concept tours range from eight to 46 days and start from \$111 a day, clients can save 5% on Contiki tours by booking and paying in full by 30 Apr.

### 777 Rate Increased

Boeing has delivered the first 777 built at the increased production rate of 8.3 per month to Korean Air. In the past 32 months the 777 program has increased its production rate twice and so far the aircraft manufacturer has delivered 1072 of the type.



### Antarctica Ship Visits Bluff

Innovative Travel recently hosted a group of agents onboard the Antarctic expedition ship Oceanwide Ortelius in Bluff. Equipped with two helicopters and Zodiacs, the vessel offers travellers more chances to land on the icy continent in places few have travelled, including the Munro Dry Vallets and Peter I Island, says product manager Anthony Fau. Pictured from left is Victoria Keating, World Travellers Queenstown; Jenny Gauthier, House of Travel Lakers Invercargill; Susie Bernard, HoT Lakers Gore; Lynda Morrison, Innovative Travel groups manager; Dot Anderson, Jacques & Topping, Invercargill; Debbie Bradford, NZ Travel Brokers Cromwell.

## Disney Adds Extra Weekly Magic

Guests at Walt Disney World and Disneyland resorts will be treated to extra fun this year with Disney's Limited Time Magic, where different magical experiences appear each week, then disappear as the next surprise debuts.

Limited Time Magic experiences include Independence Week; Long Lost Friends Week, where lesser-known characters such as Flik, Clarabelle Cow, Remy, Tweedle Dee and Tweedle Dum appear in the spotlight; Pirate Week; and Unleash the Villains (13 Sep) when Disneyland and Disney Hollywood Studios stay open until the 13th Hour (0100)

### Cruise Forward Project

The Cruise Lines International Association has launched a global initiative aimed at promoting what it says are wide-ranging contributions to local economies, organisations, the environment and industry safety. The Cruise Forward project will see representatives from the industry promote its economic benefits (USD100 billion in 2011 alone), support for community organisations including charities, cultural heritage and volunteer programs, environmental programmes and work towards 'fostering a safe, secure and healthy cruise ship environment'.

and the villains host a dance party. Each weekly experience will be announced in park, on the park websites, Facebook and Twitter. See [disney.com](http://disney.com)



### Historic Rail Chicago To New Orleans

Clients can experience a piece of US rail history with the overnight Pullman Rail Journey between Chicago and New Orleans, which Rail Plus has just added to its portfolio. Pullman manufactured railroad cars during the rail boom of the 19th and early 20th centuries, and the journey takes place in fully restored Pullman cars with the 'style, ambience and craftsmanship of a bygone era', says Rail Plus. The train offers club, observation and dining cars, and clients can choose to stay in a master room, bedroom, roomette or upper and lower berths. Prices range from \$642pp to \$1827pp t/s including welcome cocktails, dinner, breakfast, lunch and non-alcoholic beverages.



## Calypso Air Database and Ticketing Consultant

**We are looking for an enthusiastic and organised Air Database and Ticketing Consultant to join our Calypso Air Team.**

This position will be specialising in the fares and ticketing aspect of our Wholesale Business and will involve establishing excellent relationships with internal customers and airlines.

**The successful applicant will need:**

- Excellent time management/self-management skills
- Great analytical skills & an eye for detail
- Fantastic customer service skills
- The ability to work as part of a team
- Ability to work under pressure and cope with a changing environment
- A sound knowledge of fares
- Knowledge of IATA ticketing procedures
- Knowledge of Sabre, Amadeus and Galileo
- Knowledge of ticket taxes
- Calypso Air Database Processes a bonus
- Computer literacy including Excel and Word

If you meet our requirements, we welcome your application.

**Please apply by forwarding your CV along with a covering letter to: Karen Raines, Operations Manager**

**[kraines@goholidays.co.nz](mailto:kraines@goholidays.co.nz)**

**Applications close - WEDNESDAY 06 MARCH 2013**

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