

TABS ON TRAVEL TODAY

Incorporating Tabs on Travel

Tuesday 03 March 2015

Issue 3023

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Wilson: We Need Agents To Sell Seats

Kiwi Regional Airlines has announced plans to commence regional services, in part to fill the void left by Air New Zealand—and chief executive Ewan Wilson says the start-up carrier will need the help of agents to sell its fares.

The carrier hopes to initially offer three routes, operated by a 34-seat SAAB 340. The flights are subject to regulatory approval, but Wilson hopes they will take off by early 2016.

The draft flight network proposes flights from Auckland's Whenuapai Airbase to Wellington; flights linking Auckland, Hamilton, Nelson, Queenstown and Dunedin; as well as Tauranga, Palmerston North, Blenheim and Whenuapai, Palmerston North, Nelson.

"We intend to complement existing offerings; to fill the gaps and make travel between regional centres as fast and affordable as possible," says

Wilson. "We will not be competing directly with the national carrier." While just the three routes are planned initially, Wilson says 'approaches from, and discussion with other regional centres show there is a greater demand, and we are actively considering other possibilities'.

... Agents Key

Wilson told *Travel Today* that he sees travel agents 'as playing a very important role' in selling Kiwi Regional Airlines seats. "A key requirement of our passenger reservation system is to enable travel agents to make their bookings on our webpage via an agent log-in," he adds. The carrier is yet to decide if it will pay a flat fee or a commission percentage, adds Wilson.

... Grief for NZ

At the same time, New Zealand First is accusing Air New Zealand of 'failing the provinces' for cutting non-profitable regional routes. The political party asks why the national carrier will buy new planes then discount fares to fill seats rather than fly to provincial centres. The party says as a majority state-owned operation 'there should be more of public good in the decision NZ makes' and accuses the carrier of doing a great disservice to many Kiwis in regional New Zealand.

Win An Ireland Trip

Agents who want to be in the draw for the first seat on the Ireland Specialists famil later this year need to have completed the Ireland Specialists programme by midnight tonight, advises Tourism Ireland. Consultants need to achieve a 100% pass rate to be eligible to enter. For more details, see irelandspecialists.com

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MH Set To Rebuild

Khazanah, the company which took control of Malaysia Airlines last year, has reportedly announced some detail around the rebuilding of the carrier.

The Financial Times quotes Khazanah as saying MH will cut its global capacity by 10% moving forward and focus on expanding its regional Asia business.

Former Aer Lingus boss Christop Mueller has started at the carrier, and the restructure plan is also said to include cutting 6000 jobs.

MH's Middle East and European routes have also reportedly come under scrutiny, adds the report.

Poll: No To Phone Calls

Despite recent reports that more travellers are keen to use their mobiles in the air, *Travel Today* readers appear to be firmly against the idea of a plane full of people chatting on their phones.

The vast majority (86%) of readers who responded to our latest poll said mobile phone calls should not be allowed in-flight.

3000km Mix Up

A young student from Ghana ended up 3000km from his destination after a mix up saw him booked on a flight to the Brazilian city of Goiania, instead of his intended destination Guyana, a South American country on the Caribbean Coast.

The airline is said to have eventually flown the man to his correct destination where he has a scholarship to study medicine. Just as well it wasn't geography, huh?

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New Indo Tax

Indonesia has introduced an IDR20,000 Passenger Service Charge for travel from 01 Mar, advises Air New Zealand. The tax (D5) will apply to all international passengers aged two years and over departing from Indonesia, and will be collected as a ticketable airline tax. Some exemptions apply. The GDS has been updated. It is believed the separate, manually-paid departure fee is also still being collected.

Airbus Ups A320 Output

Airbus is further increasing production of its A320 family aircraft to 50 per month from the beginning of 2017. From the beginning of 2016 Airbus will adjust the A330 production rate to six a month as it transitions towards the A330neo.

EK Aussie On Sale

Emirates has Economy Saver fares to Australia for sales to 05 Mar. One-way flights are from \$179 AKL-SYD, \$190 AKL-MEL and \$180 CHC-SYD. Various travel periods apply. See GDS for details.

ISSN 1176-5275

Travel Today (incorporating Tabs on Travel) is published by Tabs on Travel Ltd, New Zealand. Ph +64-9-415 8111.

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Jan A Record Travel Month For AKL, ZQN

International passenger numbers through Auckland Airport (excluding transit) were the highest ever for a single month in Jan, with 36,000 more passengers than the previous record set in Dec.

The number was also 6.2% higher than Jan 2014. Growth was achieved across all routes and led by strong demand on Asian (+26,000) and Tasman (+14,000) routes.

Monthly visitor arrivals from Australia were up 11.8% as Air New Zealand

and Jetstar both increased flights to Sydney and Melbourne, AKL's busiest routes. There was also a spike due to the NRL Auckland Nines tournament.

... ZQN Up Too

Queenstown meanwhile saw its highest ever domestic passenger numbers for a single month in Jan. The 99,859 passengers were 5.3% up on Jan 2014, primarily due to NZ increasing capacity by 9% on AKL-ZQN. Monthly international passenger numbers were up 35.7% compared to Jan 2014, with growth across all Tasman routes.



JQ 787 SYD-HNL

Jetstar's eighth Dreamliner has launched on flights from Sydney to Honolulu, and the carrier says it will have an all-787 fleet for its long-haul operations by Sep. JQ's Dreamliners will also operate Melbourne-Tokyo from 10 Jul, Melbourne-Singapore from 05 Aug, and Melbourne-Honolulu and Brisbane-Honolulu from 14 Sep. "We've had great feedback on the bright spacious feel in the cabin and the gate-to-gate seatback in-flight entertainment has been a hit with our customers," says JQ boss Jayne Hrdlicka of the 787s.

Jet Full Service

With the merging of Jet Airways and Jet Lite, 9W is now a full-service single brand carrier which prides itself on its meals, says World Aviation. Beef and pork are not served on any 9W flights and all other meals are halal. Special meals are accepted until 12 hours before departure, except KSML/SFML which must be requested 24 hours prior.

SQ Asia Beaches

Singapore Airlines has flights to popular beach destinations throughout Asia on sale to 30 Mar, for travel during select periods 20 Apr-30 Jun and 01 Aug-20 Nov. Flights ex Auckland include Singapore from \$1434; Shanghai from \$1443; Denpasar from \$1545; Phuket from \$1553; Chennai from \$1695; Bombay from \$1759 and Male from \$1808. See krisport.co.nz

VA A330 International

Virgin Australia is to deploy its widebody A330-200 on an international route for the first time, but says there's no plans to operate the aircraft on the Tasman. The widebody will operate on the Sydney-Nadi route each Sat 04-18 Apr, 20 Jun-24 Oct and select days over Christmas and New Year, as part of VA's 'strategy to ensure we have a flexible and responsive fleet supporting future customer demand and broader network priorities'. "The A330 will also be introduced between Sydney and Melbourne during select morning weekday peak periods as well as during international sporting events where there are peaks in demand during short periods," says the carrier. It says it has 'no current plans to operate the A330 aircraft on the trans-Tasman routes'.

NZ UK/Europe Extended

Air New Zealand's tactical fares to selected UK/Europe destinations have been extended for sales to 09 Mar, but the carrier notes that capacity is limited and may not be available on all services. In addition the carrier has also extended sales of its NZ/SQ joint venture short-life fares to selected UK/Europe points, also to 09 Mar. Again capacity restrictions apply. For more details see airnzagent.co.nz

How well do you know the USA?

USA DISCOVERY PROGRAM

The USA Discovery Program is an exciting agent training tool to give you all the information you need to sell the USA! USADiscoveryProgram.co.nz

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Leisa Burdette
Personal Travel Manager,
TravelManagers Australia

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Aussie Airlines Flight Tracking Trial

Airlines including Qantas and Virgin Australia are to trial improved flight tracking on commercial flights to and from Australia, in a move that follows ICAO's resolution last month to adopt a new 15-minute tracking standard.

Inmarsat, a global mobile satellite communications and safety services provider, is partnering with Airservices Australia and aviation industry stakeholders on the improved flight tracking services.

Airservices Australia is the first Air Navigation Service Provider (ANSP) to trial the ICAO standard, using Inmarsat's global flight tracking ADS-C messaging service which provides air traffic controllers with a constantly

updated surveillance picture of their airspace.

Some 11,000 commercial passenger aircraft are already equipped with an Inmarsat satellite connection, representing over 90% of the world's long haul commercial fleet. "This is an important step in improving international airline safety and we are very pleased to be working with Airservices Australia and our industry partners to implement this enhanced flight tracking service," says Inmarsat's Rupert Pearce.

Starpoints On Uber

Starwood Hotels & Resorts Worldwide Preferred Guests who travel with Uber can now earn Starpoints during any Uber ride, anywhere in the world.

Four New Mecure Hotels

Four Australasian properties will be rebranded into the Mecure portfolio by Apr. They are the Ballarat Lodge & Convention Centre, Hotel Launceston, Best Western Goulburn and the Abel Tasman Hotel in Wellington.

GO West's New GSA

Sydney-based GSA company APTMS has been appointed the Australasian GSA for US and Canadian tour operator Go West Tours.

Based in San Francisco, with a presence in New York City, Los Angeles and Montréal, Go West Tours specialises in receptive activities offering customised products for leisure groups, incentives and individual clientele. "Go West Tours is the complete touring option for the Australian and New Zealand travel agent, wholesaler and ultimately the traveller," says APTMS. For details, ph 0800 589 332.



Win With 1Above

In-flight drink 1Above has signed a new sponsorship deal with Kiwi golfing star Lydia Ko and to celebrate, *Travel Today* has three 1Above packs to give away.

The drink, which is available at Auckland International Airport and on-line at fly1above.com, uses a natural pine bark extract as well as vitamins and electrolytes to reduce the severity and length of jet-lag. "I'm travelling frequently and need to be 100% as soon as I land. With 1Above, I know I am going to arrive ready to take on the best female golfers around the world," says Ko.

To be in to win a pack containing 25-hour effervescent tablets and a 1Above bottle, e-mail us by 1700 on Fri telling us where your clients can buy 1Above products. Send your answer to faith@traveltoday.co.nz

FCm Risk Management

FCm Travel Solutions says it has bolstered its duty of care to clients by formally adopting the TRM3 risk management model.

The assessment tool has been adopted by the GBTA as the global standard for measuring a company's effectiveness towards managing risk and duty of care related to business travel. FCm says it helps initiate conversations with clients about their travel risk management.



Free Cuban Tourist Visa Offer

Clients who book any Cuba trip of seven days or more with Adventure World before 31 Mar will receive a free Cuban tourist card (visa), valued at \$95. Adventure World Cuba itineraries include the 15-day Highlights of Mexico and Cuba, including the Pyramids of the Sun and Moon in Mexico City, Palenque and Chichen Itza, Oaxaca, Cancun and Havana, priced from \$2845pp t/s. There's also the eight-day A Taste of Cuba (from \$1535pp t/s) including learning to salsa, staying in a traditional family home and walking through tobacco plantations in Vinales valley; and the 15-day Cuba La Isle Grande (from \$2769pp t/s) visiting old Havana, Santiago, Trinidad, Baracoa and the Sierra Maestra.



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EK's AKL Hat-trick

Match officials for Sat's ICC Cricket World Cup match between Australia and New Zealand got up close for Emirates' daily hat-trick—three A380s arriving in Auckland within an hour. Marais Erasmus (left) and Richard Illingworth watched the aircraft from the airport apron. Passengers on each of EK's Fri flights were in the draw to receive two tickets to Sat's amazing clash, adds EK.

Egyptian Tourism: Catch Up Kiwis

New Zealanders are lagging behind other nations to return to Egypt, says Innovative Travel managing director Robyn Galloway. The Middle East specialist met with Egypt's tourism minister, Hisham Zazou, on her visit to Cairo last week and says she was told the Germans, French, Spanish and British are all returning to Egypt, but the New Zealand market appears to be lagging behind in comparison.

New Huka Website

Huka Lodge has launched its new website and new collections including a Hunt in Style boys' weekend, a Romance package for couples and a Family Time option. Many packages include bespoke gifts by local producers such as two Huka Lodge caps, a rimu timber fly box and two pairs of Merinomink socks in the Fly Fishing options. Prices hukaretreats.com

At the same time, Galloway says she was impressed with the way in which Egypt's tourism industry is picking up. She says she experienced the usual warm welcome and felt very safe there.

... Avoid The Crowds

Galloway 'seriously advises' those who want to visit Egypt to go now and beat the crowds that she says are predicted to build during 2015. Details, ph 0508 100 111.

Cambodia Cycling

There are only 20 spaces on the Cambodia Cycle Challenge, a 14-night trip (09-25 Jul) to raise money to provide bikes for disadvantaged children, says World Expeditions. The Variety Club project will be led by Rawdon Christie of TV One's *Breakfast*. Nine days include 'moderate-level' cycling with highlights such as Angkor Wat, the floating village of Chnok Tru, and a cruise down the Stung Sangke and Mekong Rivers. Cost is \$5090 including flights, accommodation, meals and snacks, bike rental, sightseeing trips and a \$500 donation to Variety's Bikes for Kids Programme. The trip is commissionable to agents at 5%. World Expeditions has details.

Industry Diary

MARCH

Jaws 2015

Dunedin: Tue 03, Park Regis Hotel, 1700-2000. **Christchurch:** Wed 04, Rydges Latimer Hotel, 1700-2000. **Nelson:** Thu 05, Rutherford Hotel, 1700-2000. **Auckland** (new for 2015): Wed 11, Novotel Ellerslie, (new for 2015). 1700-2000. **Whangarei:** Thu 12, Forum North, 1700-2000. **Napier:** Mon 16, The Sailing Club, 1700-2000. **Wellington:** Tue 17, Amora Hotel, 1700-2000. **Palmerston North:** Wed 18, Distinction Hotel, 1700-2000. **New Plymouth:** Thu 19, Copthorne Grand Central, 1700-2000. **Tauranga:** Tue 24, Tauranga Yacht Club, 1700-2000. **Hamilton:** Wed 25, Hamilton City Oaks, 1700-2000.

Tourism Fiji's Mamanuca & Nadi Roadshow 2015

Tauranga: Mon 23, Trinity Wharf, 0700-0930. **Christchurch:** Mon 23, Peppers Clearwater, 1730-2030. **Wellington:** Tue 24, InterContinental, 1730-2030. **Hamilton:** Wed 25, Novotel Tainui, 1730-2030. **Auckland:** Thu 26, Stamford Plaza, 1730-2045.

APRIL

Destination NSW Sydney Agent Pub Quiz Nights

Auckland: Tue 21, Atticus, 63 Fort St, CBD, 1730-1900. **Wellington:** Wed 22, The Establishment, 14-16 Courtenay Place, 1730-1900.

Asia Now

Auckland West: Tue 21. **Auckland**

Central: Wed 22. **Wellington:** Thu 23. Venues/times tba.

MAY

Asia Now

Tauranga: Tue 05. **Hamilton:** Wed 06. Venues/times tba.

Aloha Down Under

Auckland: Mon 11, venue and time tba.

South Australian Roadshow

Auckland North: Fri 15, Spencer on Byron Hotel, Takapuna, 1700-1930. **Auckland:** Sat 16, Orakei Bay Function Centre, Orakei, 0930-1100. **Auckland East:** Sat 16, Howick Golf Club, Bucklands Beach, 1400-1600. **Hamilton:** Sun 17, Novotel Tainui, 1400-1600. **Tauranga:** Mon 18, 59 The Strand Function Venue, 1200-1330. **Rotorua:** Mon 18, Novotel Rotorua Lakeside 1700-1900.

Palmerston North: Tue 19, Kingsgate Hotel, 1630-1900.

Masterton: Wed 20, Masterton Club, 1200-1330. **Wellington:** Wed 20, Shandon Golf Club, Petone, 1730-2000.

Amazing Thailand Roadshow

Auckland: Thu 21, Sky City Grand, 1700.

Whitsundays Travel Agent Workshop

Auckland: Fri 22, The Mercure, 1730-2030.

JULY

Hawaii Tourism MCI Roadshow
Mon 27, Dates and venue TBA

Sales Manager, Corporate

Our Sales Manager will be responsible for identifying, developing, managing and achieving maximum sales potential across all Sudima Hotel properties in New Zealand:

- Sudima Auckland Airport
- Sudima Hamilton
- Sudima Lake Rotorua
- Sudima Christchurch Airport

You will represent Sudima Hotels & Resorts in Corporate and MICE business segments to domestic and local corporate businesses, Travel Management Companies, PCOs, and the government business sector. As Sales Manager you will become the face of Sudima Hotels & Resorts to our valued clients so excellent communication and rapport building abilities are crucial. Your passion for the industry, willingness to go the extra mile and delight our customers will pave the way for a successful career at Sudima Hotels & Resorts.

The key skills and requirements for this role include:

- Minimum 2 years experience in a sales management role or similar
- Excellent knowledge and understanding of the corporate and MICE business market
- A proven sales record
- A good knowledge and understanding of Travel Management GDS systems
- Excellent presentation and communication skills – both verbal and written
- Good overall computer abilities along with a high level of organisation and time management skills
- A current New Zealand drivers license
- Be currently eligible to work in New Zealand
- Advanced knowledge of the New Zealand hotel market would be an advantage

This is full time role based in Queen Street, Auckland. As Sudima have hotel locations across the country, there will be a requirement to travel regularly to our hotel locations along with servicing our customers in the many regions across the country on a regular basis.

You will be rewarded with an attractive Salary and the opportunity to work within an organisation where your thoughts are heard and your ideas have the opportunity to come to fruition.

The successful applicant will start as soon as possible.

If you are interested in this exciting position, please forward a covering letter and your CV to Leigh Higgins, Associate Director of Sales – Corporate to leighh@sudimahotels.com



SUDIMA
HOTELS & RESORTS



Experience Incredible India

India continues to rank top of the “must visit” exotic destinations for Kiwi travellers. General Manager of Adventure World, Dave Nicholson, says the rich history, wildlife and mouth-watering cuisine are among the many reasons why bookings to India with Adventure World continue to grow.

“India is showing continual year on year growth, and 2015 is proving to be no exception to the rule. Adventure World offers a vast range of private handpicked tailor-made itineraries with options as varied as the continent itself,” Nicholson says.

The appeal of a journey to India, according to Nicholson, is the diversity seen in every corner of the country and the 5000 year-old history.

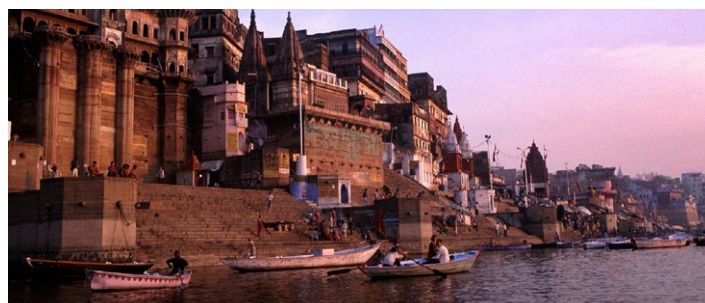
“With Adventure World, every itinerary is tailor made so each client can make their own journey completely unique. We have travellers returning to India for their second time and choosing to visit more off the beaten track destinations like the sun-kissed deserts

of Rajasthan, tropical Kerala and the sacred city of Varanasi. And of course, we still offer the “must see” sites of the Taj Mahal, Delhi and Jaipur,” he says.



The Backwaters of Kerala

Kerala is a strip of land between the Arabian Sea and the Western Ghats. Its perfect climate and fertile soil enables everything to glow. This tropical state offers travellers picturesque backwaters, beaches, house boats and Ayurvedic treatments. An ancient port of call for the Chinese, Arabs, Jews, British, French and Portuguese, its history is reflected in its buildings and local culture. Experience the serenity of Kerala with Adventure World's 8 day Kerala Experience priced from \$1,809 per person.



Discover the sacred city of Varanasi

Varanasi is one of the most colourful and charismatic places in India. The city of Shiva is one of the holiest places in India, where Hindu pilgrims come to wash away a lifetime of sins in the Ganges or to cremate their loved ones.

Watching the sun rise over the Ganges is a spiritual experience that is truly not to be missed. Experience the cultural vibe of Varanasi with Adventure World's Handpicked North India, 17 days priced from \$5,365 per person.

Need more information?

Want to learn more about India and their tailor-made private journeys? Adventure World's team of experts are more than happy to help you. For more information please feel free to contact them on 0508 496 753 or visit www.adventureworld.com.

Historical Rajasthan

Rajasthan captures the essence of romantic India from its colour-charged cities to the luminous splendour of its desert. A vast and wonder-laced state with treasures more sublime than those of fable, the Land of the Kings paints a bold image. From Pushkar's reverent yet carnival charm and Mehrangarh looming over bright blue Jodhpur to the giant gold sandcastle at Jaisalmer and the palaces and spectacle of Udaipur. Get to Rajasthan with Adventure World's 8 day Palace on Wheels priced from \$4,385 per person.

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