

# TABS ON TRAVEL TODAY

Incorporating Tabs on Travel

Tuesday 12 July 2016

Issue 3348

Low fares at peak times ✈️

Jetstar



**CATHAY PACIFIC**  
**FOC DAYROOM**  
 WITH  
**BUSINESS CLASS EUROPE FARE**  
[Click Here](#)

## Sunshine Coast: Business As Usual

Visit Sunshine Coast (VSC) is in New Zealand this week reassuring trade partners it's committed to the market and will appoint new representation soon, following the announcement that local rep Kate Wright is moving on.

Wright will finish with the RTO mid-Jul to take up a new role with Tourism WA, which has led to some speculation in the industry around whether VSC plans to continue in-market representation here.

However international and domestic trade manager Rachel Meyer has quickly downplayed any such rumours, and says Wright's departure won't have any impact on VSC's plans for New Zealand.

"For us at VSC, New Zealand is our number one international source

market, it represents around 25% of our overall international market share with more than 62,000 visitors each year, so we're here to reaffirm to our key industry trade partners our commitment to the market," she says.

"We're also meeting with potential new candidates for New Zealand representation and looking forward to reappointing very soon so we can continue on with the great work that Kate had put in place."

With Air New Zealand recently moving from three to four flights a week on the Auckland-Sunshine Coast route, the RTO recognises that it's as important as ever to remain visible to Kiwi travellers.

"We've got an increased capacity of 10% on that service, so it's a great opportunity to continue to grow our market share," she says.

### ... Roadshow

There's plenty planned to keep the momentum going in the coming months, including a VSC roadshow scheduled to take place in Oct, says Meyer. "2016/17 is set to be an exciting year ahead for VSC in the New Zealand market, we have plans in place to activate some exciting campaigns to be announced shortly, and to bring a VSC delegation to New Zealand," says Meyer.

"VSC would like to sincerely thank Kate for her amazing efforts," she Meyer added.

### More China Flights?

Tianjin Airlines is reportedly looking to join the ranks of carriers adding direct flights between China and New Zealand. The carrier is seeking rights to fly from Tianjin to Auckland (via Chongqing) three times a week from Dec, operating an A330 on the route, according to a notice published by the Civil Aviation Administration of China. Tianjin is part of the Hainan Airlines Group (HNA)—along with Hong Kong Airlines, which plans to launch flights to Auckland from Nov.

### Sky Tower's Matariki

This week, the Sky Tower will be lit in orange like a sunrise to mark the end of Auckland's Matariki Festival.

### Pay Gateway Down

The payment gateway on the Tabs on Travel website has decided to 'misbehave', and will be deactivated for a few days while a new gateway is being built. Apologies to anyone affected by this inconvenience.

### Find An A380 Flight

Airbus is looking to capitalise on the world's love for its A380 aircraft by launching a new search engine that allows passengers to plan their trip around flying on the superjumbos. The new iflya380.com website, unveiled at the Farnborough Air Show, is expected to go live later this week. It will offer information on A380 flights, destinations and airlines, including inspirational content for passengers who don't have a specific destination in mind. It will also allow visitors to book directly with the airlines featured.

### 5 Pages This Issue

News..... p1, p2, p4, p5  
 Cruising Today..... p3

**G Adventures**

**ANTARCTICA**  
 10% OFF select 2017/18 departures  
[LEARN MORE >](#)

Create experiences, not itineraries  
 The new Sabre Red Workspace  
[www.sabreredworkspace.com](http://www.sabreredworkspace.com)

**Sabre**

## Australia on sale.

Flights to Australia from \$199\* economy one way. Visit [qantas.co.nz/agents](http://qantas.co.nz/agents) for details.

\*Sale ends 11.59pm 15 July 2016, unless sold out prior. Selected destinations, departure dates, days and conditions apply.



# Jetstar, Virgin Big Aircraft Orders



**Jetstar Pacific and Virgin Atlantic are among the carriers to confirm large aircraft orders at the Farnborough Air Show this week, with both Boeing and Airbus announcing significant business.**

Virgin Atlantic has picked the A350-1000 to become the next aircraft in its fleet, operating from London, with eight of the aircraft on order for deliveries commencing 2019, and four new aircraft on long term leases from ALC from 2020. The aircraft will be deployed initially at LHR to strengthen the transatlantic network on existing business routes, and subsequently at LGW on leisure routes to the Caribbean, in a three-class configuration.

Meanwhile Vietnam's Jetstar Pacific has signed a Memorandum of Un-

derstanding (MOU) for 10 A320neo aircraft, boosting its existing fleet of 12 leased A320 Family aircraft.

"This agreement marks a milestone in our development," says airline boss Le Hong Ha. "The new aircraft will allow us to expand our operation on our international network from Vietnam as part of the wider Jetstar Group."

Other Airbus orders included a firm order for three A350-900s and one A321 for Air Lease Corporation; Air Côte d'Ivoire ordered an extra A320neo; and ARKIA Israeli Airlines will receive up to four A330-900neo aircraft.

Boeing too announced significant business at the show, including an MoU with Xiamen Airlines for up to 30 737 MAX 200 aircraft; Donghai Airlines' intention to buy 25 737 MAX 8s and five 787-9s; and Standard Chartered Bank ordered 10 Next-Gen 737-800s to grow its Aviation Finance business.

## NZ 787-9 To The Islands

Air New Zealand is to introduce its 787-9 Dreamliner on flights to Tahiti, Samoa, Tonga and Rarotonga, replacing current 767-300 services, in an effort to provide 'a more consistent product offering across our international network'.

The 787-9 will launch 31 Oct on AKL-PPT, with all flights moving to the 787-9 (except Fri flights 16 Dec-27 Jan). The move increases capacity by 31% for the season and introduces Skycouch as well as Premium Economy on a permanent basis.

The first Dreamliner service on AKL-RAR is set for 30 Oct, with most NZ45/46 flights to be operated by 787-9.

AKL-APW flights will see the 787-9 from 04 Nov, with most wide-body flights to be operated by 787-9 with the remaining on 777-200 services. From Mar, NZ will offer daily flights operated by a variety of aircraft on the route.

On the AKL-TBU route, the first scheduled 787-9 operation is from 02 Dec, with most wide-body flights to be operated by 787-9 and the remaining on 777-200.

The updated schedule will be available for sales through the GDS in due course, says NZ.

## QF Australia Sale

Qantas has flights to Australia on sale until 15 Jul, with one-way flights to Sydney, Melbourne and Brisbane priced from \$199 in economy and \$599 in business.

Let your clients experience Flying Reimagined

Discover our award-winning cabins on the A380 aircraft out of Sydney and Melbourne, with easy connections from New Zealand



ETIHAD AIRWAYS PARTNER

## SQ Upgrade Surcharges

Singapore Airlines has released special upgrade surcharges for travel ex Auckland, for sales and travel to 31 Aug.

Economy to premium economy is \$399pp; and economy to business class is \$999pp. The upgrades are available AKL-SIN or SIN-AKL (in one direction only), for passengers travelling beyond SIN. See krisport.co.nz

## BA UK/Europe Sale

British Airways has released new tactical fares to the UK and Europe, with fares priced from \$1976 in economy, \$4253 in World Traveler Plus, \$7423 in Club World and \$11,793 in First. See GDS for details.

**BECOME A TASMANIAN SPECIALIST TODAY!**

2016 *Tassie Specialist* Conference

**16-18 SEPTEMBER**

ALL INCLUSIVE!

**CLICK HERE TO FIND OUT MORE!**

**Tasmania**  
- GO BEHIND THE SCENERY -

**IT'S BACK**

# THE GREAT AUSSIE EXPERIENCE

Discover a different side to Australia with our nine famils

**find out more** | visit [airnzagent.co.nz](http://airnzagent.co.nz)



## Ovation Highlights



Royal Caribbean's Ovation of the Seas will 'make a pretty big statement' when it arrives in New Zealand, says Cruise World's Cherryl Browne, who has recently returned from attending the ship's naming ceremony in Beijing.

"It was a real privilege and such an eye-opener to get a true sense of the physicality of one of these huge RCI Quantum class ships. To say they are impressive is an understatement," she says.

Browne says highlights included the evening entertainment shows; the activities onboard, such as the North

Star which offers a bird's eye view above and over the ship and the Flow Rider and Dodgem activities; while the Oasis multi-level pool area is a great place for those looking to relax. She adds that most of the public areas for dining, activities and facilities are on six decks, and that the central bank of lifts easily copes with the large numbers of people moving throughout the ship. However, Browne advises agents recommend clients book cabins that are easily accessible to the mid-ship area and the elevators, to ensure ease of access to facilities.

### Avalon Agent Offer

Avalon has three cabins available for agents (and a travelling companion) on its Deborah Hutton Wellness cruise, departing Paris 18 Aug and finishing up in Cannes 28 Aug. Travelling on the Burgundy and Provence itinerary in a panorama suite aboard Avalon Poetry II, valued at over \$7000pp, the cost of the cruise will be covered by the line, agents just need to get themselves to Paris and home again.

Spaces will be given out on a first in, first served basis. E-mail [nzsales@globustours.co.nz](mailto:nzsales@globustours.co.nz) or call 09 300 4112 for details.

### Viking Takes Out Title

In its first year of service, Viking Ocean Cruises has been named the #1 Ocean Cruise Line by *Travel + Leisure* readers in the 2016 World's Best Awards; unseating Crystal Cruises and ending its 20 year winning streak.

Viking launched its first ocean ship, Viking Star, in Apr 2015 and the win comes on the heels of the launch of its second ship, Viking Sea, in Apr earlier this year.

### Scenic: Cruise-only

For a limited time, Scenic has cruise-only pricing on selected 2017 Europe river cruises. Combined with its early payment discount, clients can cruise the rivers of France from \$4700pp or the waterways of Europe from \$5120pp. "We understand that, in many cases, a river cruise is only part of more extensive travel plans. So this cruise only pricing allows for greater transparency and the ability to add a Scenic river cruise into existing plans where airfares may have already been purchased," says Scenic's Michelle Black. She adds that due to the nature of the limited offer, prices may differ from the Scenic website. Call 0800 411 611 for full details.



# build your sales & commission with princess onsource

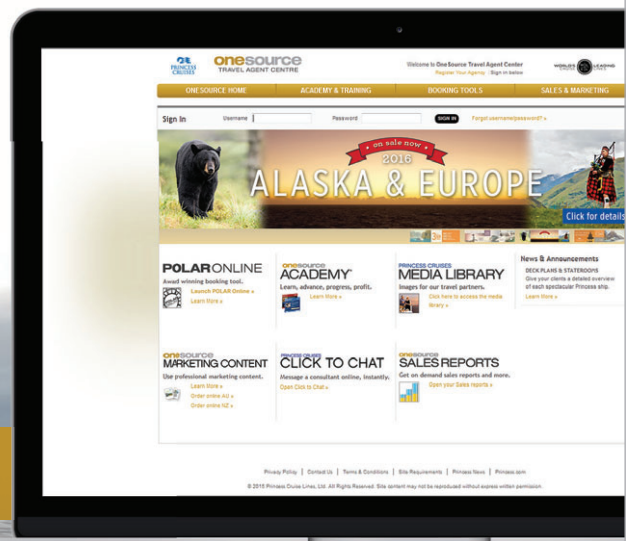
Access customisable agent tools, brochures, menus, onboard flyers, Ask ISAAC Online Chat, Princess Academy, top deals and more

win a cruise for two!\*

CLICK HERE TO ACCESS ONESOURCE NOW  
[www.onesourcecruises.com](http://www.onesourcecruises.com)

  
PRINCESS CRUISES  
come back new®

**onesource**  
TRAVEL AGENT CENTRE



\*Must be AU/NZ travel agent working for WLCL registered agency & registered with Princess Academy. Ends 5/8/16. Click on above link for entry instructions and Terms & Conditions.

## DoubleTree For CHC; Hilton's Plans



**Christchurch's Chateau on the Park is to become a DoubleTree by Hilton property from 01 Sep, as part of Hilton's plans to grow its brand in New Zealand.**

The hotel will be Hilton's fifth in New Zealand, alongside four existing hotels in Auckland, Taupo and Queenstown.

"We are committed to growing Hilton Worldwide's presence in New Zealand," says Robert Scullin, VP development Australasia for Hilton Worldwide.

"The signing of Chateau on the Park Christchurch as a DoubleTree by Hilton hotel is integral to our portfolio expansion plan for the country,

which focuses on key cities and leisure destinations across both the North and South Islands of New Zealand."

The Chateau on the Park Christchurch, a DoubleTree by Hilton hotel, recently underwent extensive renovations including refurbishment of guest rooms and public areas, says Hilton. It sits in five acres of gardens and offers 192 rooms, two food and beverage outlets, meeting rooms, a business centre, pool and gym.

To celebrate the hotel's opening, Hilton HHonors members who stay at the resort will enjoy 1000 bonus points for every night through 31 Dec 2016.

### Rail Plus Recognition



Rail Plus New Zealand has been named a Great Southern Rail Chairman's Club Partner in recognition of its revenue growth for 2015/16, which it attributes to its strong focus on customer service. "In particular we have ensured that our specialist consultants have up-to-date, first-hand experience of both The Ghan and the Indian Pacific, ensuring we offer travel agents unrivalled expertise and advice," says country manager Kirsty Blows, who is pictured accepting the membership from GSR's Dave Atherton. Rail Plus is now offering rates for 2017/18 journeys, and Blows advises agents to move quickly to secure seats saying Advanced Purchase fares are already proving exceptionally popular and promotional fares for some departures are already sold out. See [railplus.co.nz](http://railplus.co.nz)

### SPANTO's PMR Prize

SPANTO and Air New Zealand have put together a Tahiti holiday prize to tempt agents along to the roadshow event in Palmerston North. Agents who attend will be in to win Auckland-Papeete flights with NZ, and five nights' total accommodation in three resorts. The Palmerston North SPANTO roadshow is on 09 Aug at the Distinction Hotel, see industry diary for details and RSVP to [info@spanto.org.nz](mailto:info@spanto.org.nz)

ISSN 1176-5275

Travel Today (incorporating Tabs on Travel) is published by Tabs on Travel Ltd, New Zealand. Ph +64-9-415 8111. [news@traveltoday.co.nz](mailto:news@traveltoday.co.nz) [tony@traveltoday.co.nz](mailto:tony@traveltoday.co.nz)

[Click Here to Subscribe](#)

© All contents are copyright, and must not be transmitted or copied without specific approval.

PO Box 305-167, Triton Plaza, Auckland 0757, New Zealand. Bld F, 14-22 Triton Dr, Albany, Auckland 0632, New Zealand.

**FLIGHT CENTRE**  
TRAVEL GROUP™

**Air and Product Manager  
AUCKLAND**

Join our New Zealand Product division and help frontline sales staff grow their Air and Land expertise!

- NZ's largest travel company AND Best Large Workplace - 8 years running
- Unbeatable vibrant company culture and parties based on reward & recognition
- Free confidential financial and health advice, incentive trips, corporate uniform, career development and progression opportunities + more!

#### About the role

Joining our dedicated team of Air & Product Managers you'll be assisting front line sales staff (Travel Agents) by providing dedicated air and product support, ensuring our customers are being provided with the best travel options. Alongside providing support you'll be proactive in coaching and driving individuals to achieve increased sales opportunities.

#### What we're looking for:

- In-depth **AIRFARE** and **LAND** knowledge from your previous travel consulting, sales or industry training experience
- Excellent interpersonal and communication skills as well as impressive trouble shooting abilities
- Previous experience or proven ability to inspire and coach as well as create confidence and a desire to see company growth through increase sales

Don't miss this unique opportunity to utilize your own expert knowledge to help individuals to be experts themselves!

For further information or to apply contact  
Mel Barnett on [melanie.barnett@flightcentre.co.nz](mailto:melanie.barnett@flightcentre.co.nz)

[www.flightcentre.co.nz/careers](http://www.flightcentre.co.nz/careers)

...Live  
for today

Live life in  
Latin America



**ANTARCTICA  
2017/2018  
Early Bird Specials**

Spectacular ice formations, abundant wildlife, copious history and the 'stillness' of Antarctica. Choose from a range of itineraries departing from Ushuaia, Argentina and fly/cruise options as well. **Save up to 30%** on 2017/18 season. The sale ends 31 July 2016 and is subject to availability.

[CLICK TO VIEW SPECIALS](#)

We also offer **5 EXCLUSIVE ANTARCTICA CHARTERS**. With celebrity hosts & raising money for charity. To download our sales flyer [CLICK HERE](#)

#### DID YOU KNOW AMIGO?

In Feb/Mar this year Rachel experienced the beauty & magic of Antarctica. [WATCH THE VIDEO HERE!](#)

Get a brochure:  
[brochure.net.co.nz](http://brochure.net.co.nz)

**Chimu Adventures**

The Latin America  
and Antarctica Specialists

0800 131 900

[nz@chimuadventures.com](mailto:nz@chimuadventures.com)  
[chimuadventures.com](http://chimuadventures.com)

**Shannon Airport Upgrade**

Ireland's Shannon Airport has undergone a GBP3 million upgrade, with enhancements including the refurbishment of its transit lounge and restrooms as well as the addition of a new catering facility and food court, advises Tourism Ireland. The works complement a recent refurbishment of its duty free area. See shannonairport.ie

**Industry  
Diary**

**JULY**

**Globus family of brands, Rocky Mountaineer, 2017 "The Americas" Season**

**Hamilton:** Mon 18, Hamilton Gardens Café, 1745.  
**Tauranga:** Tue 19, Macau, 1745.  
**Napier:** The Crown Hotel, 1745.

**AUGUST**

**SPANTO roadshow**

**Palmerston North:** Tue 09, The Distinction Hotel, 1730.  
**New Plymouth:** Wed 10, Novotel Hobson Hotel, 1730.

**SEPTEMBER**

**Bula Marau Fiji Roadshow - Couples & Luxury**

**Tauranga:** Mon 05, Mills Reef Winery, 0700-0930.  
**Hamilton:** Mon 05, Ferrybank Reception Centre, 1730-2015.  
**Christchurch:** Tue 06, Peppers Clearwater Resort, 1730-2015.  
**Wellington:** Wed 07, InterContinental Hotel, 1730-2015.  
**Auckland:** Thu 08, Pullman Hotel, 1730-2015.  
**Auckland North Shore:** Fri 09, QBE Stadium, 0700-0930.

**preVU**  
trade

Where Travel Agents go for information on:

- \* Destinations
- \* Hotels
- \* Resorts
- \* Activities
- \* Tours
- \* Transport
- \* Sightseeing
- \* Restaurants
- \* Shopping
- \* Events
- \* and much more

**CLICK HERE**

and be informed to earn more commission!

**Records A-plenty For Flighties**

Flight Centre New Zealand celebrated a year of records in traditional work hard, play hard fashion at the weekend's Wildside themed annual ball.

Managing director Dave Coombes says this year has seen some very positive results for Flight Centre New Zealand. "The business has achieved a multitude of new records this year including number of stores in profit and travel experts achieving record transfers...This is the best Flight Centre country in the world," the plucky Australian announced to the crowd on Sat night.

Coombes also acknowledged the key role local industry suppliers continue to play in the growth of the Flight Centre brand in New Zealand. "We simply couldn't do it without you."

Chris Greive was presented with a

special award to mark his long association with the company from one of the brand's founders to the head of the New Zealand operation, twice, and now as a director. At the same time retail consultant Amy Laurin set a new national record earning the award for top overall retail travel expert.

**... The Winners Are**

More than 350 employees were presented with awards on the night including: Directors Award, Danny Bodger; Platinum Hall of Fame, Chris Greive; New Zealand Hall of Fame, Heidi Walker; Top Travel Broker Retail, Kim Payne; Top Travel Expert Student Flights, Jemma O'Flaherty; Top Travel Expert Cruiseabout, Nicola Edgecombe; Top Travel Expert Travel Associates, Olivia Vuksich; Top Overall Consultant Infinity, Emma Bull; Top

Travel Manager (transfer) Overall, Corporate Nation Nicola Sheridan; Top Overall Retail Travel Expert, Amy Laurin. A record 187 Kiwis will join their Flight Centre counterparts from around the globe at the group's global gathering in Singapore this week.

**... Wildside**

Said to be New Zealand's largest sit-down corporate dinner event, some 1600 people attended this year's Wildside-themed ball. Celebrity MC Jeremy Corbett (who arrived on the stage swinging from a vine, dressed as Tarzan) was joined by fellow MC 'Jane', aka Flight Centre's general manager product Sean Berenson. The 'wild' jungle setting featured tribal dancers, African drums and roaming themed characters.



**1** Flight Centre's Sue Matson and Jodie Burnard. **2** Flight Centre New Zealand boss Dave Coombes with Shaun Muller from Cathay Pacific, Hawaiian Airlines' Nick Dew and Garry Smith from Cathay. **3** Jane the MC, aka Flight Centre's Sean Berenson who was one of the evening's MCs along with Jeremy Corbett. **4** Lindsey Morgan, Hawaiian Airlines with Flight Centre's Phil Goad. **5** Flight Centre's top overall retail travel expert Amy Laurin on the stage at Sat's ball. **6** Flight Centre New Zealand boss David Coombes and Chris Greive, winner of the Platinum Hall of Fame. **7** Kim Payne, top travel broker. **8** Emma Bull, top overall consultant Infinity. **9** Rafael Sandoval, Flight Centre with Mark Freeman, Virgin Australia. **10** Flight Centre's Phil Goad with Alka Thapar from Princess Cruises and Flight Centre 'legend' Chris Greive. **11** Travel Corp's Mark Turner with Flight Centre's Tim Holden and Jodie Burnard. **12** Olivia Vuksich, top travel expert Travel Associates. **13** Phil Goad, Flight Centre with Cathay's Mark Pirihi.