

## AirAsiaX commits to trade

From page 1

Ismail and the chairman also agreed the airline would be looking to operating services from Christchurch and Wellington, but that would be down the track.

‘By nature, it takes about a year for a route to settle in. So the focus will be on this route for now,’ says Aziz.

AirAsia X will connect Kuala Lumpur to Auckland via the Gold Coast. The initial flight had a 95% load factor, and the aircraft was welcomed to the airport with a water salute and traditional Powhiri ceremony.

## Amadeus: hoteliers need to adapt

Hoteliers need to adapt to the way people live and the way they buy, says Peter Waters, director, hotel distribution Amadeus IT Group.

‘These two aspects are fundamental to business growth and success, distinguishing players in what is a highly fragmented market,’ he told a media round table event recently.

‘The landscape is changing at a high velocity and the oligopoly OTAs (online travel agents) are squeezing margins across the industry.

‘As a result, the offline, leisure and boutique agencies need an alternative – they can not compete with the big players by themselves,’ says Waters.

‘Travellers are overwhelmed by the

## Extra NF service

Air Vanuatu will commencement an additional weekly service Thursday’s to and from Auckland starting 2 June through to 27 October.

Saturday flights to / from Sydney will recommence 4 June and there will be a re-introduction of seasonal Thursday services from 2 June through to 27 October then 5 December to 26 January 2017.

Brisbane sees the return of Air Vanuatu’s Sunday flights from 5 June. [www.airvanuatu.com](http://www.airvanuatu.com)

options available at their fingertips, they now find it very difficult to understand a channel that is trusted, relevant and flexible to their needs.’

‘We’re seeing a great deal of consolidation in the market, particularly at the chain level and in the online space. This has narrowed the options as to whom and to where the distribution can go to. Having said that, we still have a fragmented industry and it is an inefficient marketplace as a result. At Amadeus, we have the ambition, scale, focus, dedication and resources to counteract this.’

More in the technology feature that will appear in TRAVELinc Magazine, April 2016.

## NTIA: be in to win, says TAANZ

The Travel Agents Association of New Zealand (TAANZ) is reporting solid interest in this year’s National Travel Industry Awards and says there is still time for nominations to be submitted.

‘Nominations have been really strong from the supply side as has been the case in recent times,’ says Andrew Olsen chief executive of TAANZ and convenor of NTIA.

‘We’re delighted to see the interest and competition amongst the suppliers and particularly the interest in this year’s first supplier judged category ‘best industry representative’. We know travel agency businesses are getting to their final lists and remind everyone the event is open to all agents and all suppliers.

‘Putting this in the most straightforward terms – if you don’t enter you can’t win. NTIA costs nothing to enter, competition is good for the industry and if you happen to make it to a podium finish you have thoroughly earned your place. Don’t hold back,’ adds Olsen.

‘We have made a few adjustments to the voting process to make it a bit more balanced. Last year, voting lasted for almost four weeks. This year, TAANZ will publish the nominees and provide a window in which all nominees can campaign. No votes can be cast in this period. Voting will open after this campaign window and be a shorter period.

‘We encourage everyone to campaign to entice those important votes. Votes may be cast by all eligible employees of agencies and suppliers with the limiting factor being only the votes of participating agencies and suppliers will be considered eligible.’

Olsen says TAANZ has ‘a very limited

number of sponsorship opportunities still open. So if you want to be seen on the trade’s biggest stage get in touch. Tickets will also be on sale soon and we’ll get in touch about those details after Easter’.

Important upcoming TAANZ NTIA 2016 dates:

- Nominations close 29 March
- Nominees made public Monday, 11 April
- Campaigning commences 11 April
- Voting opens Tuesday, 26 April to Friday, 6 May
- Finalists made public Monday 30 May
- Tickets on sale 11 April
- Judging week 4 to 7 July
- NTIA gala event is on 10 September, SKYCITY Auckland Convention Centre.

<http://www.taanz.org.nz/ntia-nomination-forms-2/>

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