

# TABS ON TRAVEL TODAY

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Friday 18 November 2016

Issue 3440



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## China Return For Around \$240?

Legacy carriers operating between New Zealand and China are facing a fresh round of competition as China's Tianjin Airlines today announced return fare levels from around \$135 (subject to taxes of about \$100) between Auckland and Chongqing in South West China.

The new entrant, a subsidiary of Hainan Airlines, released the incredibly competitive levels this morning—ahead of the launch of its thrice-weekly service on the route from 21 Dec. While some industry commentators don't believe the services will impact the wider travel market—some well-placed industry sources says there's no doubt the carrier will shift some market share from the carriers operating between China and New Zealand. "Look I think you would be naïve

to say they're not going to have an impact [on the existing carriers]—it might only be from certain sectors of the market but there still will be some shift," says one airline source.

At the same time an unnamed retail chain source says if these launch fares are anything to go by, Tianjin's arrival may set the proverbial cat among the pigeons. While Chongqing may not be a known or sought after destination for Kiwi travellers it may offer options for price sensitive New Zealanders heading to Europe; or to the VFR market returning home to China.

### ... Demand Growing

The introductory fares are not sustainable, and will only appeal to some market sectors, but Global Travel Network says the trade should not underestimate the outbound China travel demand.

The group says a lot of the demand is inbound but points out the Sep travel statistics rank China as the sixth most popular destination with New Zealand residents, from a VFR and holiday perspective. "And that's likely to climb to the fourth most popular," says a GTN spokesman.

The Auckland A330 service will be Tianjin's first flight to Oceania, and the carrier plans to add three more A330s to its fleet to expand its international market by the end of the year. The carrier says it offers a 'quality four-star onboard service'.

## Asiana Charters Canned

Asiana Airlines has reportedly cancelled the charter flights it had planned to operate from Seoul to Christchurch over the summer, following this week's earthquakes. Asiana had planned to operate a weekly 777-200ER service from 02 Dec-28 Jan.

Christchurch Airport chief commercial officer aeronautical Justin Watson told *Fairfax* that the Korean market is sensitive to safety issues, and overseas media coverage gives the impression that the entire South Island was impacted by the quakes. No other airlines flying into the airport have cancelled their flights, he said.

## Travellers Wanted

The New Zealand Government is looking for frequent business travellers to help develop its new trusted traveller programme, which aims to introduce streamlined border processing.

The government is planning to trial the new system next year, and is about to start developing the trial options, with input from border agencies and external stakeholders/customers. It's asking the trade if they know of any frequent business travellers who would be available for a two-day workshop in the Auckland Airport area on 21-22 Nov. They'll be asked to give feedback on ways of improving the customer experience when crossing the border.

TAANZ boss Andrew Olsen has called the development a 'good start', and says TAANZ is 'very pleased' the government is seeking the views of business travellers.

For more information, email [claire.ravlich@mpi.govt.nz](mailto:claire.ravlich@mpi.govt.nz)

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### CX Kiosks At AKL

It's official, Cathay Pacific's self-service check-in kiosk check is now a permanent fixture at Auckland Airport, following a successful trial. Agents can urge passengers to use the kiosk for all CX-operated flights. CX New Zealand and Pacific Islands country manager Mark Pirihi is pictured using the new kiosk. But Pirihi says the high tech developments don't end there—he also utilised the in-flight Wi-Fi connectivity offered on CX's A350 to e-mail the CX Auckland team.

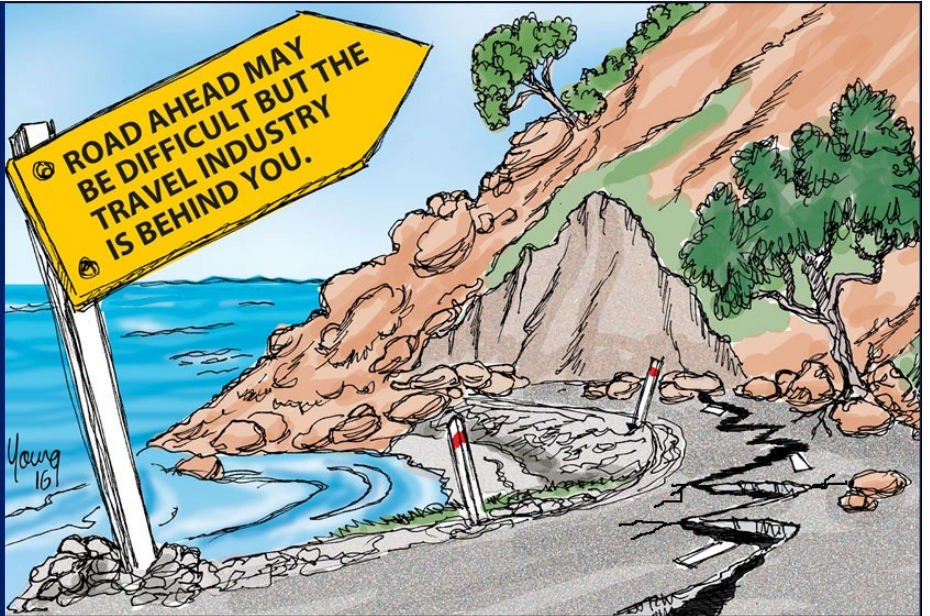
### New Kaikoura Flights

Sounds Air is launching flights from Blenheim and Christchurch to Kaikoura for at least the next three weeks. The Cessna Caravan services will start from Mon, with the non-commissionable fares priced from \$95 on BHE-KBZ (children are \$85), or \$115 on CHC-KBZ (children are \$105). The fares include 15kg baggage, including all carry-on.

Flight departure times for Mon are BHE-KBZ 1100; KBZ-CHC 1200; CHC-KBZ 1315; and KBZ-BHE 1430. Tue-Fri, departure times are BHE-KBZ 0800; KBZ-CHC 0900; CHC-KBZ 1015; and KBZ-BHE 1130.

For more information and to book, see soundsair.com

## Industry Comment



## Dreamworld Impact

**The impact of the incident at Dreamworld last month has spread to other Gold Coast theme parks, with Village Roadshow saying it believes it will take some time for the market to recover.**

Village's theme parks division had a 'reasonable start' to the 2017 financial year but has seen 'inconsistent training' since the incident, investors were told at the company's AGM this week.

"However, we are hesitant to extrapolate any trends from trading to date, given limited information

at this time," says chairman Robert Kirby. "We do believe it will take time for the community and the marketplace to fully recover from the tragedy."

Kirby added that Village has 'always invested in its safety and maintenance processes', and that its rides undergo rigorous daily, weekly, monthly and annual inspections.

### Sunny Coast Upgrade?

The Australian Federal Government has reportedly committed AUD181 million to an upgrade of the Sunshine Coast Airport. An AAP report says the fund would help finance a new 2.45km runway, capable of handling larger aircraft, and extend the airport's domestic terminal.

Got News?

e-mail [news@traveltoday.co.nz](mailto:news@traveltoday.co.nz)

### CX Incentive Reminder

Cathay Pacific says it has received a large number of entries for its A350 agent incentive to win CX flights tickets to Europe, Asia or Hong Kong. The carrier reminds consultants that they will need to register tickets issued on CX stock 16 Sep-25 Nov by 1700 Fri 25 Nov. For details and to register entries see [cxagents.com/nz](http://cxagents.com/nz)



## Need to change name, date or time?\*

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**Kaikoura Whale Update**

Whale Watch Kaikoura says it's too early to say when it will be back on the water, as roads are blocked, infrastructure is still being assessed and there's water depth issues within the marina. However it says Kaikoura is a 'town of incredible resilience and character and we will come back from this'.

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news@traveltoday.co.nz  
tony@traveltoday.co.nz  
adsales@traveltoday.co.nz

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



**Singapore On Show In Auckland**

Singapore Airlines, Air New Zealand and the Singapore Tourism Board brought their Singapore Roadshow to Auckland last night. The two carriers shared how their alliance has benefited travellers on the route, and gave updates on their product; while the Singapore Tourism Board spoke about what's new in the city, including the new KidZania attraction. Prizes up for grabs on the night included flights and attraction passes.



**1** Simon Turcotte, New Zealand manager, Singapore Airlines; Blair Catton, Air NZ; Shahreen Goodrick, Singapore Airlines; Nicholas Peirce and Lee Duff, Air NZ. **2** Rebecca Lavender, Singapore Tourism Board, Sydney (centre); with Joanne Raven, HoT; and Talita Sena, Flight Centre. **3** From left: Gracia Lock, and Shailen Sukdhoe, Air NZ; Hemal Jani, HoT Ponsonby, main SQ/NZ prize winner; with Rebecca Lavender, Singapore Tourism Board, Sydney; Simon Turcotte, Singapore Airlines' general manager New Zealand; and Richard Baker, sales manager North Island, Singapore Airlines. Hemal won economy class tickets to SIN, upgradeable to business class, and entry into five of Singapore's most spectacular attractions. **4** SQ's general manager New Zealand Simon Turcotte with winners of SQ's door prizes Talita Sena, Flight Centre Eastridge (left); and Sarah Kedgley, Sky Travel (right). **5** Shailen Sukdhoe, Air NZ, giving out NZ's door prize to Rebecca Van der Klip, HoT.

**It's Red  
Nose Day**

Text RED to 933 to donate \$3. Then you can go in the draw to WIN\* family flights to Brisbane. Donate today and help make a difference.



\*Terms and conditions apply.



Cure Kids ambassador Addison lives with a heart defect.



**Disney's Drone Show**

Walt Disney World Resort's Disney Springs area is hosting a holiday light show involving 300 drones which illuminate the night sky.

The Starbright Holidays show, which will be held along the waterfront at Disney Springs, will see the drones accompanied by classic Disney songs performed by an orchestra.

It's the first time a drone show of this scale has ever been performed in the US, says Disney. For a sneak peek at the show, which runs as part of the Holidays at Disney Springs celebration (now until 08 Jan), [CLICK HERE](#)

**Industry  
Diary**

**NOVEMBER**

**Travelpart Airline Event**

**Auckland:** Wed 23, Seafarers Club, Britomart 1800-2100.

**DECEMBER**

**Texas Tourism Wholesaler workshop:**

**Auckland:** Mon 05, The Crew Club, 149 Quay Street, 0900.

**Texas Tourism Roadshow event**

**Auckland:** Mon 05, Orakei Bay, 231 Orakei Road, 1800.

**P&O Pop up Event**

**Hamilton:** Tue 06, Good George Brewery & Dining Hall, 1800-2000.

**MARCH 2017**

**JAWS Roadshow 2017**

**Dunedin:** Mon 06.

**Christchurch:** Tue 07.

**Nelson:** Wed 08.

**Whangarei:** Tue 14.

**Auckland North:** Wed 15.

**Napier:** Mon 20.

**Wellington:** Tue 21.

**Palmerston North:** Wed 22.

**New Plymouth:** Thu 23.

**Tauranga:** Tue 28.

**Hamilton:** Wed 29.

Venues tba.

**Tourism Fiji Roadshow**

**Nelson:** Mon 27, Grand Mercure Monaco Hotel, breakfast.

**Wellington:** Mon 27, Rydges Wellington, evening.

**Christchurch:** Tue 28, Addington Raceway & Events Centre, evening.

**Auckland, CBD:** Wed 29, Pullman Hotel, evening.

**Hamilton:** Thu 30, Ferrybank Reception & Conference Centre, evening.

**Auckland, North Shore:** Fri 31, QBE Stadium Albany, breakfast.

**Industry Gets Red Noses Out**

The travel industry is painting stores and noses red today in support of the annual Red Nose Day fundraising appeal for Cure Kids. Qantas and AccorHotels have a Sydney holiday up for grabs for stores

who 'paint their store red' and send in photos by 1700 today of their efforts. The judges are looking for the most creative photo, and agents are urged to get their team, family, or even pets involved.

There's still time to get your entries in—send your photos to [promos@traveltoday.co.nz](mailto:promos@traveltoday.co.nz) For anyone keen to donate to Cure Kids, text Nose to 933 to make a \$3 donation.



**1** AccorHotels' Jane Reese holds up the 838 Jaffas she won in a 'guess how many Jaffas in the jar' competition. **2** AccorHotels dropped in on helloworld with some red noses for sale today, and says the team was very generous—and GO Holidays was very creative. Pictured is (back) Julie Larking, Jane Reese of AccorHotels and Jane Jones, with (front) Leeann Martin, Lily Huch and Sonja Betham. **3** You Travel Taupo baked cupcakes which they sold for a gold coin donation to raise extra cash for Cure

Kids—and the store's sign had a red nose of its own. Pictured is Megan Bishop, Sam Johnston and Loren Borck.

**4** The team at helloworld 5 Mile Queenstown had a little setback after the office upstairs flooded, damaging

their display—but that didn't dampen the smiles of Rebekah Hensman and Zoe Fowler.

**5** Qantas sales support team Lucio Fernandes, Leesa Robinson, Sushila Bearn, Felina Wright, Linda Turner and Eli Logan.

**Europcar Relocations**

Europcar won't charge relocation costs for customers forced to abandon vehicles as a result of this week's earthquakes.

It has at least 30 vehicles stuck in Kaikoura, but says its priority is ensuring the safety of customers and the local community.

"We've committed to assist where possible with the return of any personal belongings left when our customers were forced to evacuate and, importantly, not pass on any of the significant car relocation costs," says general manager Stephen Jones. "We've also made it a priority to work with our travel partners to make urgent alternative arrangements for customers to get them back on their journey."



**Trade Contingent Hits Music Awards With FJ**

New Zealand's musical elite converged in Auckland last night for the annual VMAs—including a colourful trade contingent, who watched the action from a corporate box, sponsored by Fiji Airways. Fiji even made a cameo appearance during the awards, with footage of Kings' recent visit to the island nation playing as a backdrop to his 'Don't Worry 'Bout It' song.

**1** Red carpet antics—the trade group couldn't understand why no-one else wanted to take their picture. **2** FJ's New Zealand boss Mohan Chandra with his daughter Zara. **3** helloworld's Bruce Blacklock with Mel Watson from FJ. **4** Phil and Emily (daughter) Goad. **5** helloworld duo Jason and Mary Buckley. **6** Simon McKearney from helloworld with his blooming wife Belinda.



## Kiwis Cruise Aloha Style Off Hawaii



**1** Kiwi group travel specialists have spent the day sailing off from Hawaii Island, under the watchful eye of Fairwinds Cruise's Christopher Blunt.

With a focus on options across the islands for school trips the group spent an 'amazing' day snorkelling and event passed the Captain Cook monument where the explorer met his unsavoury demise. Back on dry land the group is now heading to Hilo before exploring the famed Volcanoes National Park tomorrow.

**1** Chris Blunt from Fairwind serv-



### More For Parking

The Ohana Waikiki Malia by Outrigger is increasing its parking fees to USD30 daily, effective 01 Jan.

### Miso Delicious

The Kona Abalone store in Ala Moana Center's food court has launched what it says is the ultimate gourmand treat—USD2 abalone (paua) miso soup. The store says the high in lean protein, abalone is an excellent source of vitamin B1, B2, B12, zinc, iron, arginine, and taurine—and it's delicious too. See bigislandabalone.com

ing drinks to Corrine Dixon, World Travellers Hamilton, Kristin Black, Business World Travel and Robyn Hamilton from Edventure Tours. **2** Aloha hosts Megan Hornblow from Hawaii Tourism and Hawaiian Airlines Mischa Knox. **3** Eleri Williams from Haka Tours dives into the abyss.

### Free HNL Stopover

HA reminds agents its sales fares to its 11 on-line USA cities ends on Mon (21 Nov) and all include a free stopover in Honolulu at no extra cost, and include a checked bag allowance of two pieces at 32kgs 'fantastic for shopping' adds the carrier.

### Paradise Carbon Offset

Hawaii's Paradise Helicopters has launched what it is calling a one-of-a-kind carbon offset programme designed to support the reforestation of native trees in the island group. Clients taking a Paradise flight can opt to purchase carbon credits for USD6 a seat on tours under 90 mins, and USD8 on tours 90 mins or longer.



### Poke 101 From Maui

The Like Poke? food truck on Maui offers visitors the quintessential place to get a bowl of raw fish poke, diced and marinated in an array of seasonings and spices, says the Maui Visitor and Convention Bureau. For a little Poke (said po-kay) 101, Hawaiian style is the simplest, combining sesame oil, sea salt and ogo (seaweed). Spicy is a popular flavour combo using a creamy, spicy aioli sauce.

Two styles are made with shoyu (soy sauce)—one with wasabi oil and the other ginger oil. Both are combined with sesame seeds, onions and watercress.

Each bowl comes with a scoop of white rice, or you can get poke by the pound. Whichever way you choose, be sure to ask for a side of Furikaki Fries—which are curly fries seasoned with furikaki, a creamy sauce mixed with green crack seed, it adds. The food truck is open 1000-1600, Mon-Sat at 591 Haleakala Hwy. Kahului. See facebook.com/like.poke.1

### DoubleTree Hilo Bay

The Grand Naniloa Hotel Hilo—a DoubleTree by Hilton has opened on the Big Island of Hawaii following a USD30 million renovation. The oceanfront hotel is located on 70 acres with views of Hilo Bay and the Mauna Kea Volcano. It offers 320 fully-refurbished rooms and suites, Hilo's only nine-hole golf course, outdoor swimming pool, fitness centre, free Wi-Fi, and the brand's signature chocolate chip cookie on arrival.

### Win Moana Tickets

Hawaiian Airlines with its 'Moana' themed planes is not the only one getting in on the film hype. Disney Destinations (which includes Aulani property in Hawaii) is offering agents the chance to win in-season passes to Disney's new Hawaiian-themed film. Agents will need to subscribe to Disney's Word of Mouse newsletter for details. For details, see [disneytravelagents.co.nz](http://disneytravelagents.co.nz)



### ... Aulani Visit

Moana, star of the new Disney movie of the same name, is setting out on another journey, to visit with guests at Disney destinations around the world. 'Moana' (pictured) arrived at Aulani, a Disney Resort Resort & Spa in Hawaii this week, to meet Guests and recount tales of adventure. Disney's next animated adventure *Moana* is billed as the story of an adventurous teenager who sails out on a daring mission to save her people.

Aulani has released a new stay-pay deal valid offering 20%-30% off room rates for stays or four nights or longer, through to 10 Jan, and 13 Apr-12 Jun. The deal also includes a bonus USD50 resort credit per room, per night. Wholesalers have details

## Aloha Northern California!

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HAWAIIAN AIRLINES



# GET IN THE SPIRIT OF RED NOSE DAY AND WIN



## Cure Kids is staging its annual Red Nose Day charity event on Fri (18 Nov).

Qantas and AccorHotels have teamed up to offer agents and brokers the chance to win QF Tasman economy flights for two, including AKL and SYD lounge access, and overnight accommodation in a 5-star Pullman hotel with breakfast for two.

Agencies or brokers who get creative and 'paint' their store red in support of Red Nose Day (and send a photo of it in to Travel Today) will be in the running to win the package.

The judges are looking for the most creative photo—and agents are urged to get their team, family or even pets involved.

Send entries to [promos@traveltoday.co.nz](mailto:promos@traveltoday.co.nz)

All entries must be received by 1700 Fri.

The accommodation offer is valid at selected Pullman hotels and subject to availability. Conditions apply



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