

TABS ON TRAVEL TODAY

Incorporating Tabs on Travel

Tuesday 30 May 2017

Issue 3552

6.45am every weekday Wellington to Auckland ✈

Jetstar

P&O To Offer Record Deployment In 2018

Building on the momentum of the past few years, P&O Cruises is gearing up for what will be its biggest New Zealand season yet—offering a record 22 roundtrip cruises ex-Auckland in 2018.

Releasing the details today, Carnival Corporation New Zealand's key account manager, Belinda Clark, says the cruise line's 2018 programme will see Pacific Jewel based in Auckland for six months, Mar-Aug.

The move represents a 46% year-on-year increase and the record deployment is in response to demand, with Kiwi cruise passenger numbers continuing to surge, says Clark.

With the new and improved offering, P&O expects to carry more than 40,000 guests through its 2018 New Zealand season, up 11% on this year.

"The last few years we have been steadily building momentum, and with the demand, we have decided to increase our offering in 2018," says Clark. "We have gone from about 140 days at sea last year to 158 next year. It's a pretty solid increase, which is exciting."

4 Pages This Issue

... Opportunity

Clark adds that even with Kiwi cruise numbers on the rise, there's still a 'huge opportunity' for agents to convert those who have never tried a cruise before—particularly through the line's three-night Sea Break cruises.

There's a series of themed Sea Break cruises on offer, including a comedy cruise and a food and wine cruise. This is along with a 10-night cruise to Tonga, an eight-night cruise to Fiji and a nine-night Pacific Island cruise, visiting the likes of Noumea, Lifou and Port Vila, to name a few.

... Jewel Is Back

Another key feature of the 2018 programme is the return of Pacific Jewel, says Clark, which is making its New Zealand debut this Sep, replacing the Pacific Pearl. "We had Pearl since 2010 so it's fantastic to have a different ship. It has the Pantry dining concept and more balconies on offer," says Clark, adding that agent feedback suggests clients are already excited about the new product.

The news comes on the eve CLIA Australasia's 2016 Source Market Report. See tomorrow's issue for details.



TAANZ On BA's Planned GBP8 GDS Booking Fee

TAANZ is calling on Kiwi agents to 'honestly, fire aim ready' in response to the news that British Airways and Iberia plan to introduce a GBP8 fee for fares that are not booked using an New Distribution Capability (NDC)-based connection, from 01 Nov.

The move, announced by BA's head of global sales Stephen Humphreys, means the new fee will apply to all BA/IB bookings made via the GDS.

In the announcement, BA says it appreciates the move represents a significant change for agents' business and says that it has developed a wide range of NDC-based connections to ease the transition.

But TAANZ boss Andrew Olsen has

issued a no holds barred response. In an update to members, Olsen says TAANZ is all for well consulted changes to distribution methods, but adds this move means Kiwi agents will have another segment cost to bear if they book BA/IB via the GDS, which he adds is the clear, far and away choice of distribution in this country.

The TAANZ boss also questions the industry readiness for NDC.

Further aggravating the issue is a mix up which BA says meant 'many industry partners' did not receive the fee announcement which was distributed on Fri.

See tomorrow's issue for more details.



Nobody knows Australia like Qantas

With over 100 flights per week to Sydney, Melbourne, Brisbane or Perth, connecting to over 50 domestic cities, Qantas has Australia covered.

Visit qantas.co.nz/agents

 QANTAS

Ready For Take Off

The winner of Qantas' Ready for Take Off agent incentive is Lynne Sinclair from NZ Travel Brokers. Sinclair diligently recorded and watched the weekly television show and submitted her answers. "And they were hard questions," says Sinclair. "The last episode was probably the hardest for me. They asked about the amount of meals QF serves up and it was a trick question. There were a few numbers thrown about, so you really had to work on it." Sinclair's prize is flights anywhere on the QF network and she is heart set on Canada and is considering an Inside Passage cruise with her husband.



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
tony@traveltoday.co.nz
adsales@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.



HLO: More Affiliates, New Structure

My Travel Group, helloworld's independent network, has grown substantially over the past few months, and as a result the company has confirmed a new structure to oversee the expanded business.

HLO says more than 20 new members have joined its affiliate network over recent months and as such the My Travel Group (MTG) support team and resources have expanded.

Travel Today understands that the move will essentially see the company bring together the sales function of My Travel Group and Air Tickets customers under the national leadership of Brett Simon, who has taken on the newly-created position of national sales manager Air Tickets and MTG, effective immediately.

At the same time, current MTG national manager Jess Allan, is said to be leaving the business 'after starting an exciting new business venture with her husband'.

... More Retail Support

"Our customers are a combination of Air Tickets users and full My Travel Group (MTG) members, and it makes sense to service all these customers under one sales management banner" says HLO gm retail Wendy van Lieshout, in explaining the new structure.

At the same time van Lieshout says the HLO retail team is ramping up its support of its affiliate members such as offering support from its air and land contracting teams 'to ensure best deals and pricing to suit specific markets; dedicated MTG marketing assistance, increased support from HLO's network services support team and more specialised training.

Travel Today also understands that the company is looking to recruit a new account manager role to offer support across the MTG and Air Tickets units. "As the value proposition for affiliates continues to develop and expand, particularly around enhanced Air Tickets functionality and support, we anticipate further growth and this move allows us to cater to that growth" adds van Lieshout.

... Other Changes

As a part of the shuffle, Air Tickets' Siwan Naden has taken on an expanded national operations manager role as HLO says it 'starts to work on closer ties and synergies with the Global Air Tickets operation'.

News & Product

FJ Year-round To SFO

Fiji Airways will increase its weekly service Nadi to San Francisco to twice a week from Jun, with an additional third frequency during the peak months of Jun-Aug and Dec.

The announcement comes as the carrier celebrates a successful 12 months of a weekly service A330 on the SFO route with FJ ceo Andre Viljoen adding that the carrier is buoyed by the increasing demand from business, leisure and VFR segments on the route. The outbound SFO flight connects for flights ex AKL and WLG to NAN. On the return leg there are good connections over Fiji to AKL and CHC. Those Wellington bound will need to go via AKL says FJ.

The 10-hour non-stop NAN-SFO flight offers economy and business class passengers a full-service with in-flight entertainment, meals and alcoholic beverages.

... SFO AD Fares

Agents who sell FJ can apply for an AD75, reminds the carrier. Contact the airline direct for details.

You likely
read it
first in

TABS ON
**TRAVEL
TODAY**

COSMOS

2018
**NORTH AMERICA
PREVIEW**

Out now!

Take a look at our Preview Itineraries.

For more info call 0800 456 287.

[CLICK TO VIEW >>](#)



Win Tickets To Winetopia With SQ

Singapore Airlines is giving agents the chance to win one of five double passes to Winetopia in Auckland next month.

To be entered into the draw, consultants have to correctly name one of the signature champagnes SQ serve on board.



E-mail entries to
giveaways@traveltoday.co.nz
by 1700 Fri 02 Jun.

TABS ON
**TRAVEL
TODAY**

Kiwis Fly, China Down

Auckland Airport's monthly traffic figures for Apr 2017 show New Zealand resident departure figures were up 17.7%, on Apr 2016.

Thailand took the lion's share of 58%, while Kiwis heading to Australia were up 6% and the Pacific and US both recorded an increase of 17.7%.

A notable decrease was in the number of Chinese visitor arrival numbers—down 10.1%, which is being attributed to the seasonal capacity reduction on China Southern's Guangzhou-Auckland service and by the reduction in group travel in favour of high value free independent travellers.

In total, Auckland Airport's international passenger numbers (excluding transits) increased by 15% to 861,292 in Apr 2017, compared with Apr 2016.

California Dreaming, Win

Excite Holidays reminds agents there's only a few days left of its 45 Days of California Dreaming campaign, in collaboration with Visit California. Those who have made a paid California booking 24 Apr-04 Jun will be in the draw to win a prize—with one California-inspired prize on offer every day for the 45 days. Plus, for every room night booked during the campaign period, agents will receive double rewards points.

As part of the campaign Excite has created a guide, designed to help agents create the 'ultimate' adventure for clients. See exciteholidays.com/engage/california



Fantasmic: A Whole New World In 2017

Twenty-five years after it opened at Disneyland's Rivers of America—Fantasmic, the night time Disney spectacular, has been re-imagined and will make its return for the northern summer.

The original fanfare and song remain, however the revamped show will feature new mist screens allowing for brighter and more vibrant state-of-the-art projection 'than ever before'. Scenes inspired by Disney animated classics such as *Aladdin* during 'A Whole New World' will feature in the new-look line-up. An opening date is yet to be announced.

Contiki Expands Latin Offering

Contiki has released its expanded 2017-19 Latin America brochure featuring six new trips, and new destinations Bolivia and Chile.

Tony Laskey, The Travel Corporation's New Zealand marketing and communication director says Bolivia is a natural next step. "With Chile, Peru, Argentina and Brazil all sharing borders with Bolivia, it's a great connector for our existing trips, allowing travellers to extend their journeys throughout the region."

Increasing its footprint in the region, Contiki's new trips include Bella Bolivia, Bolivian Magic, the Andean crossing, a foodie tour in



Mexico and re-freshed sustainability trips through Ecuador and the Galapagos Islands in partnership with Me to We.

Food is cited as a focus for the millennial traveller and Contiki's 11-day Munch Mexico tour includes a visit to a tequila distillery, cocktail classes, market trips, salsa making classes and specialist regional cooking demonstrations.

The new trips created in partnership with Me to We empower travellers to give back to local communities in remote Ecuador. The Lava Line and Ecuador and Galapagos Island Hopper trips both feature dedicated departures that include three days working with Me to We in the Amazon jungle.

All trips are now on sale and agents can apply an early booking discount for new bookings made by 01 Aug. Visit contiki.com

News & Product

New Allianz Boss

Kevin Blyth has been appointed as chief executive of AWP Services Ltd (trading as Allianz Worldwide Partners and Allianz Global Assistance), based in Auckland.

Blyth has previously held roles at AIA New Zealand and AMP Services (NZ). He will be responsible for identifying solutions to assist AWP's continued growth in this market.



TABS ON
**TRAVEL
TODAY**

**ALL
Situations Vacant
ads appearing in
Travel Today
are also on our
website**

CLICK HERE

you
travel

Junior Travel Planner Processing/Assistant Position – Retail

Are you looking for a start in the ever changing travel industry?

Are you someone who has recently entered the travel industry or is thinking about making a career in retail travel?

Then you should talk to us at **YOU Travel Mairangi Bay** as we have a position for that someone special. You ideally will have a "can do" attitude who has a desire to learn from people who place a huge value on their team and their career path progress while working in a busy retail fully branded Award winning Travel agency on Auckland's North Shore.

The person we are seeking will initially fill a role as a Junior Travel Planner/Assistant and full training will be given to support this role.

An approved Industry Service IQ (or similar) qualification will be an advantage but not compulsory.

Applicants will only be considered with the appropriate eligibility to work in NZ.

**Send your CV and interest by email only in confidence to chrish@youtravel.co.nz.
YOU Travel Mairangi Bay North Shore Auckland.**

Bonded member of TAANZ – IATA Accredited – Accredited member of CLIA.

All email enquiries -applications will be acknowledged .

Tue 30 May 17 p4

Walk Japan Update

Walk Japan has released its calendar of (northern) summer and autumn tours for 2017, with more than 10 different options available. Highlights include the popular 10-day Hokkaido Hike, which starts in Akan-ko and finishes in Shikotsu-ko Onsen, allowing clients to pass through remote verdant forests, up volcanoes, past steaming vents and more. Prices start from AUD5746pp.

Also on offer is the Oita Hot Spring Trail, which will see clients traverse through the onsen capital of Japan, Oita. The six-day tour starts at Fukuoka's Hakata Station and finishes at Beppu. Prices start from AUD3785pp.

To see the full line-up of itineraries visit walkjapan.com

Industry Diary

MAY

Lonely Planet's Explore Every Day Roadshow

Christchurch: Tue 30, Dux Central, 1830 for 1900 start.

Wellington: Wed 31, Prefab, 1830 for 1900 start.
RSVPS essential.

All Things Bali Trade Event

Auckland: Tue 30, Air NZ CICC, 1730.

JUNE

Launch of CroisiEurope Earlybirds

Christchurch: Wed 07, Riccarton House, 0730 or 1030.

Wellington: Tue 20, Great War Exhibition Venue, 0730.

SPANTO Agent Events

Timaru: Tue 13, The Landings Conference Centre, 1730.

Christchurch: Wed 14, Addington Race Course, 1800.

Lufthansa Agent Training Days

Queenstown: Thu 22, Double Tree by Hilton Hotel, 0830.

JULY

SPANTO Agent Events

Nelson: Tue 11, Nelson Suburban Club, 1730.

Blenheim: Wed 12, Scenic Hotel Marlborough, 1730.

AUGUST

The Beautiful Samoa Roadshow

Christchurch: Tue 01.

Wellington: Wed 02.

Auckland: Thu 03.

Venues tba.

Aloha Down Under

Christchurch: Mon 14, 1730-2030.

Auckland: Tue 15, 1730-2030.

Venues tba.

Marriott International hosted a 'packed house' in Auckland last night for what was its first New Zealand trade showcase since its 2016 merger with Starwood.

Marking a time of significant growth for the company, the event follows the recent Q1 results, which 'exceeded forecasts', says Marriott's visiting vice president, global sales Asia Pacific Ramesh Daryanani.

The positive results, says Daryanani, were referenced in stock prices, good occupancy and rate lifts.

... Hotspots For Kiwis

For the New Zealand market in particular, Daryanani says hotspots like Australia, Fiji and Hawaii continue to remain strong, while the likes of Vietnam and Thailand are proving to be growth areas. Closer to home, Daryanani expects the opening of Four Points by Sheraton Auckland

(01 Nov) to be a welcome addition to the local market.

Last night's Marriott International Global Sales Mission, complete with

more than 30 global hotels represented, attracted around 150 agents, each of whom were able to get the latest on new hotels and product updates.



Pictured at the event is: **1** Marriott's vp, global sales Asia Pacific Ramesh Daryanani and area director of sales & distribution Indonesia & the Philippines Christopher Chung. **2** Lisa Hopkins, BCD Meetings and Events and David Caldwell, All Blacks Tours. **3** Tracy Ellingham, Travel Tonic and Richard Froggatt, local Macao Tourism rep. **4** Tiffany Hwang, Sheraton Hanoi Hotel updating House of Travel Product's Kate Lawton. **5** Emirates' Kim Sinclair with Corporate Travel Management's Andy Bruce and Carolyn Jaques. **6** Sheralyn Black, helloworld and Emily Hudson, GO Holidays. **7** Grabaseat duo Sally Gilroy and Karlene Dallow. **8** Carol Adams, GTA and Gareth Waddington, helloworld.



Biggest Burger At Sea

In celebration of the US' National Hamburger Day (28 May), Carnival Cruise Line has unveiled what is said to be the largest hamburger at sea. Created by the ship's culinary team, the one-metre wide, 136kg hamburger comprised of 90kg of meat, 22kg of cheese and topping as well as 22kg of flour to make the bun, modelled after the offerings at Guy's Burger Joint.