

TABS ON

TRAVEL TODAY

Incorporating Tabs on Travel

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Jetstar

Cheap Fares Are A Double-Edged Sword

While low airfares are stimulating travel, one retail chain head says the cheap levels are coming at a cost for the trade.

“Don’t get me wrong, increased air competition and cheaper fares are great for the consumer, but for the brands it’s a double-edged sword,” says helloworld’s Simon McKearney.

The comments come as the latest Consumer Price Index (CPI) confirms what the trade is already well aware of—airfares are falling, with international fares dropping 12% in the Mar quarter, while domestic fares fell 5%. Package holidays in turn fell 7%. Year-on-year, international fares are down 5%, and domestic fares have fallen 10%, while package holidays are down 5%.

Low oil prices and increasing competition are said to have contributed to the lower prices, with Kiwi consumers benefiting from a flood of air capacity as new routes are announced and new airlines launch flights here.

However, McKearney points out most of the retail chain airline agreements are locked into growth targets, and an overall total transacted value, as opposed to the number of tickets sold. “Generally speaking the chains make

their money from meeting airline targets. But in a low yielding market, those targets get harder to achieve,” says McKearney. “These are actually tough times for the trade; there’s not much stability in the market.”

... Other Brands Upbeat

At the same time House of Travel’s Ken Freer is talking up the good news in the falling CPI.

“The great news for the trade is that in addition to a relatively strong economy, all this talk around lower airfares has driven greater demand and greater enquiry, which is fantastic,” he says. Flight Centre’s Sue Matson also says the fares, ‘some of the most competitive airfares we’ve ever seen’, are helping generate business. “...at Flight Centre we’ve seen the lower fares driving an increased appetite for travel, reflected in our results so far this year which have seen good growth in bookings compared to the same period last year,” she says.

Cheaper fares also mean clients are travelling further afield and looking to spend more on other parts of their holiday, such as by staying longer and opting for higher grades of accommodation, says Matson.

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Depp’s Biosecurity Vid

A bizarre video by Johnny Depp warning travellers to ‘declare everything’ when heading to Australia has become an unlikely hit on social media, with some even calling for the video to screen on Qantas flights. The Australian Biosecurity video features Depp and wife Amber Heard apologising for smuggling their dogs into Australia—although the sincerity of the apology is up for debate. Check it out [HERE](#)

Reality Romance In QLD

The Bachelor and his prospective love interests (including Flight Centre consultant Storm Halkett) have been parading through Brisbane, Southern Queensland and the Sunshine Coast over the last two weeks, thanks to a Tourism and Events Queensland initiative. TEQ was keen to showcase some hidden gems to the Kiwi audience through the show, including glamping at the Lamington National Park in Brisbane’s Scenic Rim, abseiling at Kangaroo Point Cliffs, trail riding and a visit to the Maleny Botanical Gardens overlooking the Glasshouse Mountains. For anyone with clients keen to do like the Bachelor did, TEQ has put together a guide to their adventures. Check it out on page 5.

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A350 To Fly Further

Airbus' A350-900 will be able to fly even farther from 2020, thanks to increased fuel efficiency and an optional increased maximum takeoff weight, says Airbus. The aircraft will be able to cover a distance of 8100 nautical miles with a typical full passenger load—500 nautical miles farther than at its entry into service last year.

AR Domestic Changes

Aerolineas Argentinas has made changes to its domestic operations in a bid to maximise domestic-international-domestic connectivity and include additional inter-Argentina flights so more passengers can avoid having to connect in Buenos Aires. Starting in Jul, AR will offer 18% more seats in Argentina as part of an aggressive plan to increase connectivity in the entire country, it says, with increased flights to/from EZE and with a focus on Cordoba and Rosario and connecting northern and southern Argentina.

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and be informed to earn more commission!

IATA: Communication Lacking In Aviation

IATA boss Tony Tyler has called for the aviation industry to communicate better with the public around events like terror attacks and natural disasters.

Speaking at the IATA Ops Conference in Copenhagen, Tyler says the industry has had to become expert at managing events for which there is no manual, such as terror attacks, airspace closures and risks in the air from conflicts on the ground.

Ecuador Update

A state of emergency has been declared in six of Ecuador's provinces (Esmeraldas, Los Rios, Manabi, Santa Elena, Guayas and Santo Domingo) until further notice, following the earthquake on the weekend, says the Ministry of Foreign Affairs and Trade. Ecuador's two largest airports Quito and Guayaquil are operating. Travellers in the affected area should follow the instructions of the local authorities, says MFAT. See safetravel.govt.nz/ecuador

SAS On Amadeus

Scandinavian Airlines has signed up for Amadeus Fare Families, meaning agents will soon be able to select the ancillaries they want with full fare transparency and in just one click, says Amadeus.

QF UK/Europe Extended

Qantas has extended sales of its special economy and business fares to UK/Europe through to 30 Apr. They include London from \$2135 in economy, \$7965 business companion and \$8765 business single traveller. Amsterdam is from \$2215/\$7639/\$8439; and Paris is from \$2260/\$7685/\$8485. See qantas.co.nz/agents

'Islamophobic' Pax?

A University student was kicked off a Southwest flight from Los Angeles to Oakland, prior to departure, after fellow passengers overheard him talking on the phone in Arabic—a move which the student says is a 'clear case of Islamophobia'. Reports say police officers arrived within minutes of the political science student's phone call and escorted him off the plane. After being questioned by officials, the student was set to go, however, Southwest would not give him a refund and so we booked a flight with Delta. He is now pushing for an apology from the airline.

Aviation is making safety progress and when an unthinkable event does happen, such as the Brussels terror attacks, the industry 'has become very good at applying lessons learned via a systematic, well-researched, collaborative process', he says.

"This has been the industry's modus operandi for decades and it has helped to make aviation the safest form of long-distance travel the world has ever known," says Tyler, adding that this will assist in understanding the recent FlyDubai accident.

However as well as operational challenges, the success of managing these events is also dependent on ensuring public confidence in the industry, says Tyler.

Particularly in the world of 'instant social communication', the aviation industry should be 'part of the discussion, even when we don't have all of the answers', he says.

"I believe that we still have much scope to lift our game through sharing experiences," he says.

The industry also needs to be more effective in communicating to effect policy change, adds Tyler.

New NPL Manager

New Plymouth airport has appointed Wayne Wootton as airport manager as it moves into its next growth phase. Wootton has been involved in airport management for the last five years, most recently as acting chief executive of Rotorua Airport. "The appointment means that New Plymouth Airport will be led by someone with experience in airport senior management who can be hands-on with directing the expansion of the terminal and the airport's future growth," says airport boss Barbara McKerrow.

NPL is the ninth-busiest airport in New Zealand, and recently saw the introduction of Jetstar flights. To enable growing passenger numbers, construction of a new and larger terminal has been proposed to begin next year. It will feature separate arrival and departure gates, a larger Air New Zealand Lounge and more space for retail and the cafe.

NZ/ANA Codeshare

Air New Zealand and ANA will expand their codeshare from 04 Nov when NZ resumes its Auckland-Osaka flights, according to the GDS. The NZ code will be placed on a number of domestic services to/from Osaka Kansai, including Fukuoka, Okinawa, Sapporo New Chitose and Tokyo Haneda.

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Lots On Offer For Kiwis With RCI



Anticipation is building for the arrival of Royal Caribbean International's newest ship, the USD1 billion Ovation of the Seas, into our region later this year—and in what is being hailed a 'game changer', she will be back again for the 2017/18 summer season.

Already having added four new itineraries in the region on Ovation for the upcoming season, Royal Caribbean's New Zealand sales manager Mark Kinchley says forward sales have been 'very impressive, to say the least' and he expects the demand will continue into the 2017/18 season.

"The strong demand can be attributed to the fact that we are sending our best products to the region, with Ovation offering Kiwis the first opportunity to sail on a brand new cruise ship in their own waters which hasn't been done before," says Kinchley. "We have a three-night sampler itinerary out of Sydney during the upcoming season that would be perfect for Kiwis as an add-on to their Australian holiday to try out Ovation's style of cruising ahead of the 2017/18 season."

Clients looking to lock in their 2017/18

cruise plans now, will also be happy to hear that Explorer of the Seas, Voyager of the Seas and Radiance of the Seas will join Ovation, with the four ships offering 66 sailings ranging from two to 23 nights during the line's Australasian season.

From Sep 2017 through to Apr 2018, the four megaliners will call at 46 ports across Australia, New Zealand, the South Pacific, Asia and North America, with departures from Auckland, Sydney and Fremantle, among others.

"The other big sellers will be Voyager and Explorer of the Seas—South Pacific itineraries are very popular with Kiwis and our megaliners provide the resort style Pacific Island holiday that Kiwis look for but the destination changes each day," says Kinchley. He added that those looking for an Australian cruise will also be pleased that Kiwi favourite Radiance of the Seas is set to return. In particular, Radiance will embark on two open-jaw cruises from Sydney and Auckland, offering itineraries for clients who want flexibility so they can add a longer land component to their holiday plans.

Bookings for Royal Caribbean's 2017/18 summer season will open 21 Apr.

Alaska, Hawaii Deals

GO Holidays advises agents that it has seven-night Un-Cruise Alaska and Hawaii adventure cruises on sale to 31 Jul. The Alaska Adventure is from \$3769pp t/s; and the Hawaiian Adventure is from \$5619pp t/s. Select departure dates apply. GO has full details.

Koningsdam Celebrations

Holland America Line's tradition will continue when Her Majesty Queen Maxima of the Netherlands christens its new Pinnacle-class ship, ms Koningsdam, in a ceremony in Rotterdam 20 May, says Francis Travel Marketing. The 2650-guest ship is the first in a new class of vessel for the line. The official ceremony will take place onboard the ship during a special 13-day Christening Cruise, departing Civitavecchia 09 May. Following that voyage, Koningsdam will spend the summer sailing from the port of Amsterdam on itineraries to Norway, the Baltic and Iceland. Following its Europe season, she will sail to Fort Lauderdale for winter and spring Caribbean cruises. E-mail reservations@ftmcruise.co.nz

Russia Cruise Savings

The Innovative Travel Co, in conjunction with the Russian Travel Centre, is offering savings of up to AUD500pp s/t on a 13-day cruise from Moscow to St Petersburg, or vv, onboard MS Volga Dream. Prices start from AUD3195pp s/t, valid for immediate bookings and deposits.

Art A Focus For Lindblad

Lindblad Expeditions-National Geographic will bring to life their philanthropic commitment to economically supporting the artisan community in the Galapagos with 'Make Art, Make a Difference' on select voyages this Aug and Sep. The program has been designed for clients to make art, alongside two renowned artists, support local artisans and gain a richer Galapagos experience. Clients can participate in drawing sessions onboard and ashore; observe and learn about natural history while recording it; whilst getting hands-on advice from the artists-in-residence. Additionally, clients will visit the Lindblad Expeditions-National Geographic Fund's newest glass workshop on Santa Cruz to see how local artisans transform recycled paper into jewellery. Rates start at \$8240pp d/o, whilst clients can also take advantage of special offers with a \$500 special savings offer plus complimentary flight between Guayaquil and Galapagos and solo travellers can save 15% off standard solo rates on select dates. See expeditions.com for more.



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BUSINESS NEWS?

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Industry Diary

APRIL

Avalon Waterways 2017 Launch

Auckland, North: Tue 19, Takapuna Boating Club, 1745.
Christchurch: Tue 19, Dux Central, 1745.

Invercargill: Wed 20, Kelvin Hotel, 1730.

Queenstown: Thu 21, Copthorne Hotel, 1745.

Nelson: Wed 27, Monaco Resort, 1730.

Blenheim: Thu 28, Watery Mouth Cafe, 1730.

Asia Road Show: Cathay Pacific/Adventure World/Exodus Breakfast update

Wellington: Thu 21, James Cook Hotel Grand Chancellor, 0730 – 0830.

Wendy Wu Tours Update & 'Jungle Book' film evening

Christchurch: Wed 27, Hoyts Riccarton, 1745.

Wellington: Thu 28, The Embassy Theatre, 1800.

Auckland: Thu 28, Rialto Newmarket, 1800.

Adventure World, Exo Travel and Accor Hotels Vietnam Masterclass

Auckland: Wed 27, Mercure Auckland, 1730-1930.

Hawaiian Airlines Agent Training

Auckland: Tue 28, Rydges Hotel, 0930-1030, 1100-1200, 1330-1430, 1500-1600.

MAY

SPANTO roadshow

Hamilton: Tue 03, Ferrybank Reception Centre, 1730.

Palmerston North & New Plymouth: TBA

Aloha Downunder

Wellington: Mon 09, Rydges Hotel, 0700-0845.

Auckland: Mon 09, Pullman Hotel, 1730-2100.

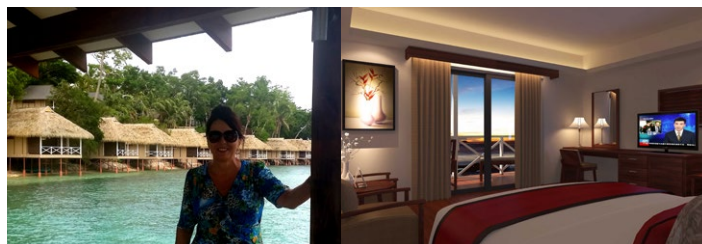
Viva Expeditions and Chimu Adventures Experience Sth America

Auckland: Thu 12, Takapuna Boat Club, 1730-2000.

Adventure World Latin Extravaganza

Auckland: Thu 12, Air New Zealand CICC, 1730-2030.

Iririki Weeks Away From Re-opening



Following a \$20 million renovation, Iririki Island Resort & Spa Vanuatu is gearing up for its re-opening 01 May, says New Zealand representative Gaye Wood.

"Iririki is sure to be one of the best in the South Pacific, offering five-star comfort and facilities of a truly international standard," says Wood. Its waterfront and garden fares, villas and apartments have all been renovated and stocked with brand new fur-

More Rooms In MEL

Twenty-six guest rooms are in the process of being added to the Stamford Plaza Melbourne in an AUD2.3m development project due for completion towards the end of the year. The additional rooms will be added to the East Tower façade of Little Collins Street, which will bring the room count to 309.

Monarto Zoo Rhinos



Up to 30 more rhinos could be joining Monarto Zoo in South Australia in the next few years after the zoo signed up to the Australian Rhino Project. The project aims to relocate 80 endangered southern white rhinoceros to Australia to help safeguard the species while the poaching crisis in Africa is brought under control. It's hoped that the first few rhinos will arrive this year. Monarto Zoo is currently home to six southern white rhinoceros and two black rhinoceros, and last year celebrated the birth of its fifth southern white calf. It will utilise 500ha of its 1500ha property to house the animals.

nishings and linens; whilst new room types have been included to enhance the resort's current range, offering new options for couples and families.

Other highlights include the brand new Iririki Spa, which has been built at the highest point on the island to offer harbour views as well as an extensive menu of treatments, dedicated massage rooms and more. The all-new Jewel Casino, located within the existing Watermark Restaurant, will provide hospitality and gaming services; and complementing these will be a Jazz and Blues adults lounge, and a Karaoke and Sports lounge, just to name a few.

The resort is offering a range of re-opening specials in their waterfront and garden fares. Wholesalers have details.

Cuba On TravelCube

TravelCube is now offering agents the ability to book rooms at more than 130 hotels in Cuba, as well as private airport transfers and sightseeing tours.

The move comes as Cuba increasingly opens up to tourism, and TravelCube vice president sales and marketing John Stucci believes it will be welcomed by Kiwi agents.

"Cuba has become an increasingly desirable destination among New Zealand travellers over the past few years, due in part to the growing popularity of Caribbean cruise holidays," says Stucci. "At the same time, many New Zealanders are eager to experience Cuba before it is transformed." TravelCube plans to steadily grow its range of product in Cuba over the coming year. Cuba is also the latest destination to join TravelCube's 'Beach Collection' portfolio, see travelcube.com/beach.html

London & Paris Specials

GO Holidays has Europe packages with China Southern Airlines on sale to 29 Apr and for travel 09 May-19 Jun. A three-night package to London is from \$1895pp t/s, including breakfast daily; and a three-night package to Paris is from \$1959pp t/s, including breakfast daily.

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The Bachelor NZ in Brisbane



Queensland's capital Brisbane played host to TV3's The Bachelor New Zealand in the first of three episodes showcasing the Sunshine State. The river city was given it's time to shine and that it did!

Showing off a different side of Brisbane, the single date took Storm, one of the front running ladies and Jordan to night-fall camp, nestled in Lamington National Park in Brisbane's Scenic Rim. **Nightfall camp** offers guests a luxury glamping experience exclusive to 6 guests. It allows couples time to relax and unwind in the luxury tents, to explore the surrounding National Park and venture into the walking trails. To be even closer to nature a massage on the creek bed is available.

Back in the city, three lucky (or perhaps unlucky) girls got to show Jordan their mental and physical strength on an adrenaline fuelled abseil down the Kangaroo Point Cliffs. It's not for the faint-hearted (like Sarah) but a great way to take in the views of the city. **Riverlife Adventure Centre** offers a range of other high energy activities including day kayaking & night kayaking, rock-climbing. xx products Segway tours are a great way to discover the city.

Brisbane came alive in the rose ceremony aboard the **Kookaburra Queen**. The dazzling city lights made for the perfect romantic backdrop and a unique rose ceremony setting. The Kookaburra Showboats offer dinner cruises along the river capturing the iconic Brisbane sights South Bank, the botanical gardens and the Story Bridge.

Find out more about
Brisbane
CLICK HERE

The Bachelor NZ in Southern Queensland Country

In the second episode of The Bachelor New Zealand, the team swapped the city life for the wilderness of the country and explored Southern Queensland, only a short 90 minute scenic drive from Brisbane.

The region is known for its distinct four seasons, mountain ranges, open spaces, award-winning wineries, farms and friendly country townships. It's off the beaten track and allows visitors to get back to nature and unwind. The Bachelor and four bachelorettes had their own taste of country life at **Cowboy Up Trail Riding** as they learnt how to muster cattle on horseback. The Bachelor used his cowboy skills at rounding up the cattle and the girls, possibly due to that fact that the horse was once ridden by Hugh Jackman.



Back at the ranch, Jordan and Gabs enjoyed a memorable helicopter ride of Southern Queensland Country on route to **Spicers Peak Lodge**, set on a remote hilltop. The lodge offers guests the perfect oasis for relaxation in elegant suites and private lodges and the opportunity to indulge in award winning gourmet food & wine and spa treatments.

The glamorous rose ceremony took place at **Gabbinbar Homestead** in Toowoomba with exclusive use to the grounds and pavilion for weddings and special events.

Find out more about
Southern Queensland Country
CLICK HERE

The Bachelor NZ on the Sunshine Coast



The third episode of The Bachelor New Zealand showcased the hinterland green behind the golden beaches of the Sunshine Coast.

The single date began at Golden Beach in Caloundra, where Ceri was picked up in a classic Mustang convertible and swept away for a scenic drive through the hinterland, only 30 minutes from the beaches. The two made a pit stop at the Little White Wedding Church for some alone time.

A trip to Queensland with The Bachelor New Zealand would not be complete without a cuddle with a mischievous koala. All the Bachelorettes were chosen for this group date to **Australia Zoo** and were given the chance to hold, touch and learn about the famous Aussie animals. Fleur was the lucky girl that was swept away to the nearby Glass on Glasshouse lodge for a one-on-one chat with Jordan.

Offering 360° views over the Glasshouse Mountains and Sunshine Coast is **Maleny Botanical Gardens and Birdworld**, perched up in the hinterland. The manicured gardens and picturesque outlook provided the perfect spot for a garden party and rose ceremony. While the sun set over the Sunshine Coast Jordan and the bachelorettes enjoyed some old-fashioned lawn games and an opportunity to explore the exquisite gardens.

Find out more about
the Sunshine Coast
CLICK HERE

The Bachelor New Zealand cast and crew exposed some real hidden gems of Sunshine Coast, Brisbane and Southern Queensland Country. Tourism and Events Queensland are proud to have showcased a range of both new and existing product and attractions to the New Zealand market.

For more information on the Special Couple product and packages available, see your usual wholesaler, or **CLICK HERE** to go to Tourism and Events Queensland; or Expedia

Tourism and Events
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