

TABS ON TRAVEL TODAY

Incorporating Tabs on Travel

Friday 24 June 2016

Issue 3336

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Jetstar 

AA Set To Engage With Agents

American Airlines launches its 'new' Auckland-Los Angeles service this weekend, in conjunction with Qantas, and buoyed by strong forward loads and Kiwi trade support the carrier now wants agents to experience its product first-hand.

"We've been pleased by the response from this market—and the big thing is getting people to understand how far we have come," says AA managing director Asia Pacific Erwan Perhirin. "We have been adding two planes a week for the past three years. We've made huge investments in our fleet and our people and now have the youngest fleet amongst the US network carriers."

... Partnerships Key

Perhirin says a partnership approach is vital to its success in this market, both with Qantas and the trade distribution. "We're listening to your feedback and we've bolstered our local commercial team," he said at last night's function.

The carrier has been working closely with its trade partners in New Zealand at a head office level and is now keen

to get agents on board its aircraft. AA is hoping to offer agents walk throughs of its aircraft at AKL in the coming months. The carrier has also hinted at plans to launch more sales incentives in this market as well as agent fares and famils to get Kiwi agents familiar with the AA's product—and its extensive route network.

Perhirin acknowledged there was a perception that US carriers had lagged behind in product innovation—but says that, following a period of unprecedented investment, Kiwi agents and their clients will be impressed by AA's product—both in the air and on the ground.


... The Product

AA, in conjunction with QF, will operate a 787 aircraft on the AKL-LAX route in a two-class configuration. Its signature Business Suite has lie-flat seats with direct aisle access as well as extras such as pyjamas, a walk-up bar and new Cole Haan amenity kits. Down the back the offering includes in-flight WiFi (USD19 per long-haul sector) as well as in-flight entertainment featuring live television and in-seat power outlets and USB ports.

The new flights between AKL and LAX both have earlier morning arrivals meaning that passengers can easily connect to onward flights within and beyond the US, as well as within New Zealand.



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USD On The Rise

The USD has seen its fastest rise in 40 years but while it's impacted on other exports, the effect on the travel industry has been 'more moderate and more delayed', says the US Travel Association.

Last year, the value of the USD surged 13% to the highest level since 2003, marking the largest single-year appreciation of the USD in 33 years, according to the USTA.

This saw US exports slow and then decline by 5% last year, but while the travel industry has seen a slowdown it hasn't been impacted as badly, says the association.

International travel spending in the USA grew 11% in 2011, maintained a healthy growth rate of 7% in 2012 and 2013, grew just 1% in 2014 and then declined by 2% last year.

AA Launch Photos

For pictures from last night's American Airlines trade launch, see p5.

Golden Girls Café

A café themed around the television show *Golden Girls* is reportedly set to open in New York in Sep—and Betty White is rumoured to be appearing at the opening.

The Rue La Rue café, in Manhattan, will feature items the owner inherited from Rue McClanahan, who played Blanche in the show. The menu items will be themed around characters and situations from the beloved show—and of course, there will be plenty of merchandise for sale.

AA Premium Economy

American Airlines is set to be the first US airline to introduce a premium economy product on its services, AA managing director Asia Pacific Erwan Perhirin told those at last night's launch function.

When more details are available on its launch in New Zealand, it will be shared with the trade, he added.

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Sims New CANSO Chair

Airways New Zealand boss Ed Sims has been elected as the new chair of the Civil Air Navigation Services Organisation, known as the 'global voice of air traffic management'.



Sims will replace Paul Reimens, who is standing down after five years in the role, and was elected following the CANSO AGM in Vancouver.

"I am proud to be taking over the role of chair of CANSO this month. I want to see CANSO continue to do an outstanding job in representing all of our industry's issues, and I will be championing the need for closer ties and collaboration amongst our members during my term as chair," he says. "I strongly believe that both strategic and safety involvement across our sector will enable us to lift the standard of air traffic management, address common issues and risks, and shape discussions globally on ATM issues, and CANSO is well placed to facilitate this."

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Industry Comment



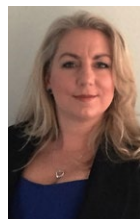
AA: There's More Than Los Angeles

American Airlines' extensive route network is expected to be a compelling proposition for Kiwi travellers, says visiting AA managing director Asia Pacific Erwan Perhirin.

"We are the only airline offering an early afternoon departure from Auckland connecting to the largest [route] network in LA—specifically 70 destinations and 220 flights per day." The carrier also has onward connections to more than 200 destinations in the US, Mexico, the Caribbean and Latin America—and from Sep to Cuba, adds Perhirin. "This will provide choice for New Zealand travellers seeking to access both established and emerging markets in the region," he says, adding that the carrier also offers an alternative route to London via LAX, with three flights a day LAX-LON.

First Travel Appt

First Travel Group has appointed Kylie Oyler as its new business development manager. "We are delighted to attract such a competent and enthusiastic travel professional like Kylie," says general manager retail John Willson. "She is well known to our group and her business skills pertaining to the travel industry are well recognised by all." Oyler previously worked for the United Travel brand.



Sichuan Drops YR

Sichuan Airlines has reduced its fuel surcharge for fares between New Zealand and China, says World Aviation. On flights ex New Zealand, the YR tax has dropped from CNY700 to AUD80; and ex China, it's now CNY430.

NZ Rarotonga Fares

Air New Zealand has flights to Rarotonga on sale to 30 Jun, with one-way Seat + Bag fares starting at \$169.



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Corinthia's DXB Hotel

Corinthia Hotels is set to open its first hotel in Dubai after signing a partnership agreement with UAE-based Meydan Group.

The luxury beachfront resort is being built on the site of the former Meydan Beach Club and will comprise 300 bedrooms and 60 high-end serviced apartments. Corinthia at Meydan Beach will open for business in 2019 and will also feature indoor and outdoor leisure and dining facilities, a luxury spa, a club and banqueting amenities.

Industry Diary

JUNE

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

Auckland, Central: Mon 27, Novotel Hotel, 1745.

Auckland, North: Tue 28, Takapuna Boating Club, 1745.

Wellington: Tue 28, Lone Star Café, 1745.

Nelson: Wed 29, Lone Star Café 1745.

Blenheim: Thu 30, Ten Pin Bowling, 1745.

Spain Leisure Product Update

Auckland: Mon 27, Rydges Hotel (Hobson Room), 1730-2000.

JULY

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

Invercargill: Mon 04, Kelvin Hotel, 1745.

Dunedin: Tue 05, Lone Star Café, 1745.

Christchurch: Wed 06, Lone Star Café, 1745.

Hamilton: Mon 18, Hamilton Gardens Café, 1745.

Tauranga: Tue 19, Macau, 1745.

Napier: The Crown Hotel, 1745.

Hong Kong Airlines "Fresh + very Hong Kong" Agent seminars

Auckland Central: Tue 05 Novotel Hotel Ellerslie, 1800.

Auckland North: Wed 06, Spencer on Byron Takapuna, 1800.

AUGUST

SPANTO roadshow

Palmerston North: Tue 09, The Distinction Hotel. Time tba.

New Plymouth: Wed 10, The Novotel. Time tba.

JQ To Launch MEL-ZQN After Dark

Jetstar will launch the first international after-dark flights into Queenstown from tonight when its Melbourne-Queenstown service touches down at 1920, just after the official opening of the city's Winter Festival.

JQ was one of a number of airlines that worked on a safety case to be allowed to operate flights into Queenstown after dark, and Air New Zealand launched the first evening flights in May with a service from Auckland.

Queenstown is one of JQ's most popular destinations and the inaugural flight is more than 90% full, says JQ head of New Zealand Grant Kerr.



Trafalgar USA, Canada

Three new guided holidays and a range of new Insider Experiences join Trafalgar's USA and Canada programme for 2017.

The new tours include an adventure into Mexico's Copper Canyon and Colonial Cities (from \$3995pp t/s); an in-depth exploration of California's Great National Parks (from \$3975pp t/s); and an itinerary dedicated to Adventures of the Lone Star State, Texas (from \$4325pp t/s).

New insider experiences include tasting a centuries-old 'low country boil' recipe at Ms Linda's beachside home on Tybee Island, Georgia; or dining on ribs and brisket at an authentic Texan BBQ.

Trafalgar has dropped its prices by as much as 12% on some Canada itineraries to celebrate Canada's 150th birthday next year. They include the Best of Eastern Canada (from \$3125pp t/s).

Clients can also save up to 10% across the programme with early payment discounts of \$790pp when booked and paid in full by 27 Oct. Past guest discounts of 5%pp (land only) are also available.

"We've worked very closely with a range of stakeholders over a number of years to bring these flights to fruition and we're very much looking forward to providing a warm welcome to our first passengers when they arrive tonight from Melbourne," he says.

JQ's daily winter service departs MEL at 1405, arriving in ZQN at 1920; and the return service departs ZQN at 2020, arriving in MEL at 2155.

Israel, Palestine Advice

Following an attack in Tel Aviv, the New Zealand Ministry of Foreign Affairs and Trade has reviewed its travel advice for Israel and the Occupied Palestinian Territories and continues to advise against all travel in the occupied Palestinian territory of Gaza, in Sheba'a Farms and Ghajjar located along the border with Lebanon and within three kilometres of the border with Syria. It also continues to advise against all tourist and other non-essential travel to the occupied Palestinian territory of the West Bank; and advises caution in Israel due to the threat of terrorism and the potential for civil unrest.

Travel Corp's Sales Team

The Travel Corporation has announced the four sales managers who will front the multi-branded sales team, bringing 'a massive amount of product and destination knowledge'. Reece Scott, currently of AAT Kings, will head back to his home town of Christchurch to look after the South Island; while the lower South Island will be represented by Rosie Green, currently with Insight Vacations. Sharing the North Island is Uniworld's Greg Marett, who will be based in Tauranga; while well-known industry figure Marija Tolj will take on the senior sales manager position, focusing on the development of the team as well as looking after sales from areas such as wholesalers and brokers. The team will also feature existing Contiki sales representatives Millie Amann and Jordan Connors. They will be in house for extensive cross training and then into market to work with all preferred partners, says TTC.

LON Gin Fest

London's Gin Festival will be held at Tobacco Dock 26-28 Aug, offering the chance to sample a range of over 100 different gins, while there will also be a range of entertainment, food, and the chance to talk to gin industry experts. See ginfestival.com for more.



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Major Developments For New Orleans



While it's had its share of challenges, New Orleans is positive on the eve of its 300th anniversary in 2018, with major developments underway including a new riverside expansion and airport.

The city's riverfront expansion will surround the New Orleans convention centre and include a boulevard re-imagined as a linear park, as well as retail, entertainment and residential components. It's designed to expand the tourism infrastructure and offer some relief to the French Quarter and Marigny districts. City officials have also flagged plans to lease the vacant World Trade Center on the riverfront, with proposals for a new Four Seasons hotel and a cultural attraction or museum.

Other big developments for the city

include an expanded airport with better access from the city and a new hotel; and Viking Cruises' announcement last year that it will home-port its first North American cruises in the city, from 2018.

Camp For Grown-ups

The US tradition of summer camp for children is expanding to adults, with camps popping up all over the country offering guests the chance to relive their youth (but with beer and without curfews). Campers play games, take art classes and often leave their mobile phones behind, with one camp offering the tagline 'play like a kid, party like a grown-up'. Check out camps like Camp No Counselors, Camp BrewHaHa, Camp Throwback and Camp Bonfire.



Steampunk Chocolate

A new Steampunk-themed restaurant for Universal CityWalk in Orlando shows just what happens when 'the team that designs theme park attractions comes together with the team that creates blockbuster food and beverage experiences', says Universal.

Toothsome Chocolate Factory & Savory Feast Emporium, set to open later this year, will be a highly-themed, full-service restaurant offering an 'expansive' menu as well as gourmet chocolates and desserts. Located near the entrance to Universal's Islands of Adventure, it will include a Steampunk-inspired chocolate factory, complete with all sorts of gadgets and staff who look the part. Food will include favourites like burgers, artisan milkshakes (with flavours like Bacon Brittle and Espresso Buzzzz), sundaes, and a retail shop.



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AA's Sky High Auckland Launch

Fri 24 Jun 16 p5

American Airlines, in conjunction with Qantas, staged a sky high launch function on the 50th floor of Auckland Skytower last night as the carrier gets set to commence services between Auckland and Los Angeles on Sat. Key trade representatives and American Airlines were at the event, including Graeme Thomas, who was the AA New Zealand manager when the American carrier first operated to New Zealand.



1 The original American Airlines New Zealand manager Graeme Thomas who was in charge when AA first operated to New Zealand with the new AA Kiwi manager Mario Santander. **2** American Airlines' managing director Asia Pacific Erwan Perhirin with Andrew Dale from APX. **3** Sharon Martin from Lifestyle Holidays with Gilpin Travel's Keith Sumner. **4** AA's Mario Santander, Sharon Martin from Lifestyle Holidays, helloworld's Doug Gordon, Simon McKearney and David Libeau with AA general manager Australia/New Zealand Simon Dodd. **5** Auckland Airport chief executive Adrian Littlewood and AA's Erwan Perhirin. **6** Norris Carter, Auckland Airport's gm aeronautical commercial with Qantas New Zealand manager Wes Nobelius and First Travel Group's Andrew Bowman. **7** David Libeau from helloworld with House of Travel's Keen Freer. **8** Qantas duo Wes Nobelius and Steve Limbrick with AA's Erwan Perhirin and Mario Santander. **9** helloworld's David Libeau and Kate Porter with AA New Zealand manager Mario Santander (centre). **10** AA's Mario Santander and Erwan Perhirin with House of Travel boss Mark O'Donnell (centre). **11** Tim Allen from House of Travel with Rebecca Slee from Qantas. **12** NZ Travel Brokers Steve Lee and helloworld's Jason Buckley. **13** helloworld's Doug Gordon and Jason Buckley with House of Travel's Cullam Murchison (centre). **14** Qantas' Steve Limbrick and Rebecca Slee. **15** AA's Mario Santander, Paul Volcheff and Erwan Perhirin with QF's Steve Limbrick and Wes Nobelius with AA's Simon Dodd. **16** Auckland Airport's Norris Carter with Simon Dodd from AA, QF's Wes Nobelius and Scott Tasker from Auckland Airport. **17** AA trio, Paul Volcheff, Simon Dodd and Joe Hughes. **18** Jason Buckley from helloworld with First Travel Group's John Willson. **19** Andrew Bowman from First Travel with Gilpin's Keith Sumner and Andrew Dale from APX. **20** Qantas' Rebecca Slee and Melanie Neish, either side of helloworld's David Libeau. **21** Business World Travel's Grant Bevin and AA's Mario Santander. **22** Kevin Weston from Executive Travel with AA's Simon Dodd, Executive Travel's Nicola Jamieson and Wes Nobelius from Qantas. **23** Qantas' Rebecca Slee with American Airlines' Paul Volcheff, Simon Dodd and Joe Hughes.

Islands A Drawcard For School Groups

Hawaii Tourism has noted a spike in demand from Kiwi school groups planning educational trips to the island group—and reminds agents that it can help with resources and planning.

The islands' geography, particularly Hawaii Island, offers a unique opportunity for young New Zealanders to learn, says Hawaii Tourism New Zealand manager Darragh Walshe. "Hawaii Island has 10 of the world's 14 climate zones, making it ideal for students," he says. "From the produce and agricultural side we've had Kiwi school groups from a rural community heading up—and again the real draw card is again related to the different landscapes and eco systems and there's opportunities for stu-



dents to investigate everything from botany to astrology. Earth, sky and sea sciences are particularly strong in Hawaii."

Walshe says he is getting positive feedback from learning institutions in Hawaii about the increase from New Zealand, particularly high school students.

"We can help agents connect with the right people and help them match experiences which suit their subjects," says Walshe. For more details, see hawaiieducationdirectory.com or gohawaii.com/nz



Surf Film Festival

The Honolulu Museum is this year hosting the ninth annual Honolulu Surf Film Festival, which will spotlight through film a range of top surf athletes, past and present 02-31 Jul. Film highlights include *View From a Blue Moon*, which follows pro surfer John Florence and his friends as they travel the globe to their favourite surf spots; *Headache*, which follows a German crew as they explore the icy northern hemisphere of Europe; as well as *Beauty & Chaos*, where Irish surfer Conor Maguire travels through India and Indonesia, documenting the places and faces he meets along the way, to name a few. Regular screenings are from USD10, or free for kids 17 and under, while the opening-night reception is USD25. See honoluluuseum.org for more.

Turtle Bay Prem Rooms

Turtle Bay Resort has released new deals, with its premier rooms now from USD329 for sales to 15 Jul and travel to 01 Sep. The offer is valid for stays two nights or more. For more, [CLICK HERE](#)

Prince's Free Nights

Prince Resorts Hawaii has new deals at some of its hotels. Clients who stay at Hawaii Prince Hotel Waikiki or Hapuna Beach Prince Hotel will get their fourth night free, plus a daily breakfast buffet for two; while those who stay at Mauna Kea Beach Hotel will get their fifth night free as well as daily breakfast. Select travel dates apply. Wholesalers have details.

Women's Open For Oahu

Hawaii will hold its 'most significant tennis tournament' in decades in Nov, when 32 top-ranked players will head to Oahu for the Hawaii Open, a Women's Tennis Association tournament. The tournament will take place 20-27 Nov at the Patsy T. Mink Central Oahu Regional Park, and will be a 'great opportunity for residents and visitors to see up-close top-flight players from around the world in competition', says the Hawaii Tourism Association. It will also generate 'incredible global exposure' for Hawaii.

Paddleboard Champs

The Molokai 2 Oahu Paddleboard World Championships, a 32 mile race crossing the Ka'iwi Channel, also known as the Moloka'i Channel, is to be held 31 Jul for the 20th year. Men and women from more than 20 countries will compete in the race, which typically takes top athletes less than five hours. It starts at Kaluakoi Beach on the north shore of Moloka'i and finishes at Maunalua Bay on the south shore of O'ahu. See molokai2oahu.com



Kids Arvo Tea Party

The Moana Surfrider, A Westin Resort & Spa has introduced a new Keiki (children's) Afternoon Tea Party. Each party, for a minimum of five people, will feature the likes of grilled sandwiches, focaccia pepperoni toast, desserts, fruits, juice and soda, as well as décor including balloons, teddy bears in large tea cups and candy jars. It will be available every day at noon, except on holidays and special events and is priced at USD40pp, with kids able to take home a teddy bear and sweet treats.



Ritz Carlton Residences Waikiki Opening Deals

The Ritz Carlton Residences Waikiki Beach is opening soon and has released a launch offer of a USD100 at BLT Market and third night free for clients staying in one of the property's studio accommodations. Plus clients who book a one-, two- or three bedroom residence will get the third night free plus a USD 200 dining credit at BLT Market. The offer is for sales to 15 Jul and travel 16 Jul-22 Dec. Conditions apply, for details see ritzcarlton.com/en/hotels/hawaii/waikiki

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