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## Capacity Growth Hits Bottom Lines

**Flight Centre, Air New Zealand and Qantas were pragmatic today as they posted first-half results showing a fall in profits compared to last year's record levels.**

While Air NZ and Qantas both posted profits which they maintained were impressive given the challenging environment, increased capacity, lower yields and rising fuel costs meant they fell compared to last year.

“As travellers are very much aware, cheaper oil has led to strong capacity growth on international routes—pushing fares down and impacting all major airlines,” says QF boss Alan Joyce, who said it’s not surprising that profits are down on last year.

NZ chairman Tony Carter meanwhile described the carrier’s interim profit as impressive in the face of unprecedented competitive capac-

ity into the New Zealand market. The lower fares aren’t just impacting airlines, they’re hitting the bottom line for Flight Centre too, said managing director Graham Turner.

“Widespread airfare discounting, particularly on Australian outbound routes and in the USA, New Zealand, Singapore and India have also impacted short-term results,” he said.

### ... Heads And Tails

Looking ahead, airlines are warning that increased fuel costs are likely to have an impact in the second half of the financial year.

While lower costs are being described as a tail wind aiding NZ’s first half results, the carrier is warning that increased costs are likely to become a headwind in the second half. For more on the results, see pages 2, 3 and 4.

### NZ: No Manila Just Yet

Air New Zealand is still watching Manila, and the route is still in the frame, but NZ chief executive Christopher Luxon told analysts this morning that the carrier had no intention to move forward with the service in the short-term.

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### More Breaks For Kiwis?

Flight Centre says Kiwis are moving from taking one holiday every two years, to taking two or three holidays a year. It’s also reporting an increase of more than 10% in bookings so far in 2017—which it says is evidence of a buoyant market with Kiwis travelling further and more frequently.

### QF/AA Optimism

Qantas boss Alan Joyce said both QF and American Airlines are confident of a positive outcome when they refile for antitrust immunity with the US DoT. Joyce said they ‘didn’t do a good enough job of showing the customer benefits’ with their first application, and they’ll be making a better case with their second application.

### Fiji Roadshows

Agents are urged to get in quick to register for Tourism Fiji’s upcoming Bula Marau roadshows. Tourism Fiji will host 13 agent functions across the country, its largest roadshow yet—and everyone who attends will be in to win one of two Fiji holidays for two. “The roadshows are a great opportunity for agents to upskill themselves with the latest details about exciting new products and resorts and we’re very keen to entice Kiwi travellers out of their holiday comfort boxes a little and explore other parts of Fiji,” says Tourism Fiji’s regional director New Zealand Sonya Lawson. See industry diary for details and to register e-mail [cameron@tourismfiji.com.fj](mailto:cameron@tourismfiji.com.fj)

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\*Sale ends 11:59pm 6 March 2017, unless sold out prior.  
Selected destinations, departure dates, days and conditions apply.

**QANTAS**

### KE Gets A Dreamliner

Korean Air has received its first 787-9 Dreamliner, which will operate on domestic flights from Seoul to Jeju for a month before launching on long-haul flights to Toronto, Madrid and Zurich. KE is scheduled to introduce five 787-9s this year, with another five joining the fleet by 2019.

### New Site For Munich

Munich Airport has redesigned and relaunched its website, which now features more information, new features and is optimised for all devices. Used by 13 million visitors annually, the website has more than 1000 pages providing travellers with all they need to know about flights, check-in, directions, parking, things to do at the airport, and the range of services, shopping and dining options available. Users can also take a 3D tour of the terminals. See [munich-airport.com](http://munich-airport.com)

### Avis App Roll-out

Avis Car Rental is expanding its mobile app's offerings, with clients renting cars at airports across Australia now able to use their smartphones to experience 'complete and unprecedented control' when renting a vehicle. The roll-out in Australia will allow clients to exchange or upgrade a vehicle before arriving, or at the lot, bypass the counter by receiving notifications which will direct them to where their car is parked, extend rentals in real-time, return the vehicle without assistance, and more. It is available at Avis' Sydney, Melbourne, Brisbane and Adelaide airport locations. See [avis.com](http://avis.com) for more.

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# NZ Optimistic; H1 Result 'Impressive'

Jetstar's entrance into regional New Zealand combined with a flood of new international air capacity was always going to impact Air New Zealand's first half results—and the carrier described its interim pre-tax profit of \$349 million, for the six months to 31 Dec, as impressive in the face of unprecedented competitive capacity into the Kiwi market.

The interim result is down 24% on the previous corresponding period but is still the airline's second-best interim result on record.

Increased competition in the region's impacted the company's domestic performance, yet the airline says the market played out exactly as it had expected and that it was 'very, very confident' of its position in the New Zealand domestic market, with the addition of more ATRs, increased frequency and buoyed by strong in-bound growth.

The carrier remains optimistic about its long-haul routes saying that diversifying its network across the Pa-

cific Rim was paying dividends, with strong performances on its Houston and Buenos Aires routes in their first year of operation, combined with its US routes performing better than expected due to strong passenger demand.

On the flipside, NZ's Asia performance had been weaker than hoped—with extra air capacity from Hong Kong and China proving too much for the market to absorb; and the Kaikoura earthquake impacting bookings from Japan.

Fuel, which had been a tailwind for the carrier in the first half of the financial year was set to become a head wind in the second half the carrier cautioned this morning. Fuel costs are expected to rise to USD65 a barrel moving forward.

### ... Tribute To Staff

On announcing the results NZ chief executive Christopher Luxon paid tribute to the hard work and significant contribution that NZ staff had made to the carrier's second best first-half result. He said the airline's strong culture was linked to its performance.

### Tasman Market Tough

The Tasman sector was the toughest market for Air New Zealand across its network for the first half of the financial year, chief executive Christopher Luxon said this morning. Middle East carriers operating direct from New Zealand but maintaining Tasman capacity were said to have had a negative impact on demand. However Luxon said there were some really bright sparks such as the better than expected result of its push to connect Australia via New Zealand to North and South America.

### ... South Pacific Strong

Conversely, the carrier says it recorded 'really, really strong' strong Pacific Island demand fuelled by strong outbound demand from New Zealand.

### Dubai's Latest Plan

Because having the world's tallest building isn't enough, Dubai is planning to launch a rotating skyscraper on which each floor will spin independently. Reports say the hotel skyscraper will be 419m tall and comprise 80 storeys, with apartments to be built on separate floors—and each floor will be able to rotate using voice-activated technology. And, of course, each floor will have floor-to-ceiling windows to maximise the view.



### Vanuatu Airport Upgrade

Vanuatu's Bauerfield Airport's international and domestic terminals are set to get a facelift, in the lead up to the Dec Pacific Mini Games, reports the *Vanuatu Daily Post*.

At an expected cost of VUV30 million, the planned expansion and refurbishment will see an enlargement of space in the arrival concourse and an increase in the number of immigration counters by an addition two to four. In addition, toilets will be removed from inside the essential areas and relocated to the periphery of the building, while new tiling will be laid throughout, more duty free shops will be added and air conditioning and ventilations will be improved, among other initiatives. The *Daily Post* reports that work will begin in Mar.

### Tigerair MEL-TSV

Tigerair Australia will launch a new route between Melbourne and Townsville from 22 Jun, providing four weekly return services between the two cities. The flights will operate on Tue, Thu, Fri and Sun.



**FLT On-line Growth**

While Flight Centre Group managing director Graham Turner last week said that bricks and mortar stores remain the key focus for the group, locally the chain says it has seen strong growth in its on-line TTV as more customers use its on-line offering. “[On-line sales are] up more than 50% on the previous year, we have put a lot of investment into our on-line offering during FY17, notably in Dec 2016 when we launched a chat function which has been received very positively from our customers,” says Flight Centre New Zealand boss Dave Coombes.

**EK Fare Increases**

Emirates advises agents that fare increases will apply to economy, business and first class market and wholesale fares for sales and ticketing from 01 Mar. Europe economy will increase \$160 and business, mixed class and first will increase \$700. Gulf/Middle East economy will increase \$200, business \$500 and first \$700. South Africa economy will increase \$175 and business and first \$500. The rest of Africa will increase \$250 for economy and \$700 for business and first. South Asian Subcontinent economy will increase \$150 and business \$500; while North America economy will increase \$100; and Australia first will increase \$200. One-way fare increase will be 50% of return, adds EK. Some exceptions and T&Cs apply. Tariffs will be available on the agent website soon.



**FLT Profit Down, But Record H1 Sales**

Flight Centre’s net profit after tax for the six months to 31 Dec (H1) was down 36% year-on-year to AUD74 million—but the group is pragmatic, citing record H1 sales. The company expressed disappointment that its record H1 sales for the period under review didn’t translate to record H1 profits, but chief executive Graham Turner says the underlying profit before tax was a ‘decent outcome given the conditions.’ “The results have been achieved in a challenging global trading cycle and against a backdrop of widespread airfare discounting, economic uncertainty and exchange rate volatility,” says the company in a market update.

These cyclical factors, it adds, have affected short-term [profit before tax] comparisons at a time when Flight Centre’s longer term strategic evolution has started to gain momentum.

**... Locally**

This side of the Tasman the company’s Kiwi operation says it has achieved solid results in the 2017 financial year ‘delivering record TTV and a healthy profit’.

“These results have been achieved

even within a market that has seen increased retail competition and a notable decrease in airfare pricing, which although challenging our bottom line is great for our customers,” says Flight Centre New Zealand managing director Dave Coombes.

**... 40% More Brokers**

Flight Centre New Zealand has also reported a 40% growth in the number of brokers in its local network over the past 12 months ‘and we have plans for similar growth over the next 12 months,’ it adds.

**Card Sales Update**

Flight Centre says its co-branded Mastercard launched before last Christmas has exceeded its expectations. The chain says many thousands of the cards are now in Kiwi wallets around the country.

**Formula 1 Packages**

Global Sports & Events has two package options for clients wishing to attend the Formula 1 Grand Prix in Singapore 14-18 Sep. The packages include accommodation, three-day event tickets, entry to concerts, sight-seeing, transfers, a welcome function and more. Clients can also add flights from Auckland, Wellington or Christchurch with Singapore Airlines. Global Sports & Events has full details.

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## QF: We're Managing Better Than Peers

**Qantas International is managing the current difficult operating environment better than its competitors in the region, said QF boss Alan Joyce today as the carrier announced its first-half results.**

The carrier posted an underlying profit before tax of AUD852 million and a statutory profit before tax of AUD715 million for the six months to Dec. The underlying result was 7.5% down on H1 2016, but above the guidance range provided last year and reflects a 'strong performance in a mixed global aviation market'.

All parts of the Qantas Group were profitable in the half. Both the Jetstar Group and Loyalty businesses posted record results.

Qantas Domestic reported underly-

ing EBIT of AUD371 million, down AUD16 million on 2016; and the International business reported underlying EBIT of AUD208 million, down AUD62 million.

The international business's operating margin was 7.3%, down 1.8 points on last year but significantly higher than the industry average, says QF.

"The international market is tough because of capacity growth and lower fares, and Qantas International is not immune from those pressures. But the work we've done on removing costs and making the business more efficient means Qantas International is outperforming its peers in the region."

### ... Looking Ahead

Looking ahead, the carrier's focus is to stay disciplined on capacity, keep downward pressure on costs, and introduce 'game-changing improvements' like the 787-9 and new Wi-Fi, says Joyce.

He added that while the resources sector is declining, there's a 'tourism boom' as more Chinese visitors head to Australia, and the carrier is 'generally optimistic' about both its domestic and international businesses.

### JQ Record Result

The Jetstar Group posted a record result for the first half of the 2017 financial year, with underlying EBIT of AUD275 million, up AUD13 million on the year before. The strong performance was driven by a record result for JQ's international operations to and from Australia, while the Jetstar Group in Asia continued to improve its profitability. Jetstar Domestic also remained strongly profitable, says Qantas.

### ... A320s Deferred

Qantas announced today that it would be deferring delivery of JQ's first Airbus A320neo aircraft until financial year 2019. QF boss Alan Joyce said the move was about the airline looking at what its priorities are, which at this stage have been on investing in product like high-speed Wi-Fi, new lounges and the 787-9 product. He also noted that JQ's main competitors aren't set to operate the next-generation aircraft any time soon either.

### SYD Walking Tours

Dharawal National Park in the south of Sydney will double the number of indigenous walking tours it offers this year, as well as adding new tours for young children, and those in wheelchairs and mobility scooters. The easy 90-minute walks cost \$10 per person and will run on every second Sat of the month. For more [CLICK HERE](#)

### Cruise Pax In Bus Crash

Six American cruise tourists sustained injuries in a bus crash in Akaroa yesterday, and were sent to the local hospital in Christchurch for treatment. The bus, which was transporting 31 guests from Celebrity Solstice, reportedly collided with a car before plunging down a steep bank. Celebrity Cruises says it dispatched members of its Care Team to Christchurch to offer support and assistance to those in hospital, while all other guests returned to the ship. Four of the six guests have since been discharged from hospital, while two other remain in hospital in a stable condition. The cruise line says its 'thoughts are with all those involved and we are praying for their speedy recovery'.



### Disneyland Paris Celebrates 25 Years

Disneyland Paris will celebrate its 25th birthday with new shows, parades, costumes and decorations taking over the park from 26 Mar—as well as the launch of two new *Star Wars* experiences.

The park's official birthday is 12 Apr but the celebrations will continue throughout 2017 and into early 2018. They include a new Disney Illuminations night-time show, featuring fireworks, light projections and special effects bringing Disney tales to life, including *Star Wars*, *Frozen* and *Pirates of the Caribbean*. A new Disney Stars on Parade will feature new floats including a fire-breathing dragon; and there will be special anniversary decorations and costumes worn by characters. Star Tours: The Adventures Continue will open in Discoveryland, featuring more than 70 different mission combinations; and Space Mountain will become *Star Wars* Hyperspace Mountain. For details see [25th-anniversary.disneylandparis.com](http://25th-anniversary.disneylandparis.com)



**THE WORLD'S CUTEST ANIMAL COLOURING BOOK**

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Lonely Planet Kids has launched a new World's Cutest Animal colouring book, and Travel Today has a copy to give away. The book is illustrated by Lulu Mayo and while it's aimed at kids, stressed-out agents might find also some light relief in colouring the animals on its pages.

E-mail your details by 1700 on Fri 24 Feb, to [giveaways@traveltoday.co.nz](mailto:giveaways@traveltoday.co.nz) with 'Colouring Book' in the subject line

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## Voyages MD Talks Cuba, Agents

It's been a busy start to the year for Voyages to Antiquity, with the cruise company launching both new destinations and an agent training program—while the launch of a river cruise product may even be in the works.

Talking to *Travel Today* over the phone this week during a visit to Sydney, managing director Jos Dewing says it's all-go for Voyages, with the company set to launch sales of its new Caribbean and Cuba cruises next week—and

he encourages clients to book in early. Departing from either Havana or Montego Bay, the eight-day cruises will basically circumnavigate Cuba, says Dewing, calling at the likes of Cien Fuegos and Santiago de Cuba. Also on offer will be a series of longer cruises which take in the wider Caribbean and Mexico, and with 'so much interest' in the region, Dewing expects plenty of Kiwis will be looking to make a booking.

### ... Trade Focus

Also on the cards for the company this year is to develop further relationships with those in the industry, says Dewing—and this is why the company has recently launched VTA Expert, a training platform for agents.

"We are investing and have invested quite a significant amount in both developing technology and training programs... Really to help the agents," he says. "We are very keen to develop trade relationships... We are excited about the market down here, it's time for a visit," he adds.

Dewing encourages agents to register for the training program to upskill, adding that once the training modules are complete, agents will become a Luminary Agent, gaining access to famils, bonus commissions and more.

### ... River Cruising

While the Aegean Odyssey already sails some rivers, such as Spain's Guadalquivir River and Gironde River in Bordeaux, Dewing says the company is looking to further develop its river offering. "We are looking at taking her up more rivers. We have had a lot of interest from past passengers into traditional river cruising," he says. "We are certainly looking into delivering a Voyages river product and will announce more information as and when."

## Australasia Specials

Earlybird passengers booking a cruise aboard the Norwegian Jewel during her inaugural Australasian 2017/18 season will be able to snap up three offers at once—a reduced deposit, free onboard spend and a package of five Free at Sea additional offers.

Available on select five- to 13-night cruises, clients will receive up to USD100 onboard spend per stateroom for sailings departing 12 Nov, 12 and 23 Dec this year and 31 Jan and 10 Feb in 2018.

The USD50 deposit reduction is pp for accommodation categories up to and including mini-suites and is available for bookings made before 05 Mar.

The Free at Sea packages allows clients to choose up to five free offers, including a free beverage package, a specialty dining package, 250 mins of free Wi-F, USD50 per port shore excursions credit, and the option to bring a third and fourth guests at a reduced rate. This is available on bookings made up to and including 05 Mar.

Refurbished in 2014, Norwegian Jewel can host up to 2376 guests. E-mail [resoffice@ncl.com](mailto:resoffice@ncl.com)

## New CLIA Appt

CLIA Australasia has appointed Marita Nasic as its new membership and events manager. With almost 20 years' experience in the cruise industry, Nasic will be responsible for trade membership growth and engagement as well as event development and CLIA's Executive Partner program.

The new dedicated position, designed to support CLIA members as the cruise industry continues to expand, forms part of a series of organisation changes at the peak body. Nasic joins CLIA from Cruisecco.



## Uniworld 2018

Uniworld's 2018 Worldwide Boutique River Cruise Collection, complete with a new look and feel, is now with agents. The new collection now features each of Uniworld's 2018 itineraries from around the globe— Europe, Russia, Egypt, India, China, Vietnam and Cambodia—with more than 30 adventures in all.

There's plenty of new itineraries for 2018 too, including the Enchanting Danube & Prague, Remarkable Rhine and Enchanting Danube & Munich itineraries which sail the Rhine and Danube rivers and offer coinciding multigenerational departure dates. Other highlights include that the all-new SS Joie de Vivre, launching in Paris next month, features heavily throughout the brochure; while the brand is introducing a pricing structure for 2018 which will contain no fixed pricing grids, replaced instead by a pricing guide insert. It adds that the most up to date pricing will always be available at [Uniworld.com](http://Uniworld.com) and through the trade reservations team.

Clients are encouraged to book early to make the most of savings.

## Seychelles And Maldives

GO Holidays has a 20-night Azamara Seychelles & Maldives cruise from \$6859pp t/s for sales to 28 Feb. Sailing roundtrip from Mumbai, clients will visit Cochin, Victoria, Praslin, La Passe, Kuda Bandos, Colombo and Mormugao. GO has full details.



## Pacific Dawn Refurb

P&O Cruises' Pacific Dawn has begun a multi-million dollar transformation in Singapore. Over the coming days, the ship will be fitted with a range of new features, including two waterslides on her top decks, the addition of The Pantry, a market place of fresh food outlets, a new Mediterranean-inspired offering called Nic and Toni's and a new seafood restaurant, Shell & Bones. In addition, several of the ship's public spaces—including the atrium, Charlie's café, The Orient and the Promenade Bar—will also be redesigned.

The ship will set sail from Singapore on 02 Mar, arriving in Brisbane with her new features 16 Mar. Fares on the refurbished ship include a seven-night Pacific Island Hopper departing Brisbane 01 Apr starting from AUD749pp q/s.

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## QF Premium Economy A 'Quantum Leap'

Qantas has today unveiled the new Premium Economy seat which will debut on its fleet of Boeing 787-9 Dreamliners from Oct, and QF boss Alan Joyce has described the new product as a 'quantum leap forward'.

The new Prem. Y features seats that are 10% wider than QF's existing premium economy seats, and featuring a unique recline motion which sees several sections shift as the rear of the seat reclines.

The 787-9 will feature a separate Prem. Y cabin of 28 seats, configured in a two-three-two layout. The seats will offer ergonomically designed headrests that can be fitted with a specially designed pillow; a re-engineered footrest; high-definition in-flight entertainment seatback screens that are 25% larger; and five individual storage compartments and two USB charging points per seat.

"The Qantas Dreamliner will be flying some of the longest routes in the world, including non-stop from Perth to London, so we've focused on making each cabin the most comfortable



in its class," says QF boss Alan Joyce.

"This new Premium Economy seat has serious wow factor. You have to experience how well it supports you when you recline to realise it's completely different from anything else in its class."

QF's first international 787 services will take flight in Dec between Melbourne and Los Angeles. The new product will also be rolled out over the rest of the QF fleet 'over time'.

### Record SYD Occupancy

Sydney hotels saw record occupancy for any Jan on record last month, according to STR Global. Hotel supply increased 3.6% in Jan compared to Jan 2016, and demand was up 4.8%. Occupancy increased 1.1% to 82.1%, which STR analysts note was particularly impressive given that Sydney has experienced significant supply growth. Average daily rate increased 7.8% to AUD219.31.

### ADL Airport Hotel

A new seven-storey, 165-room design hotel is to be developed within the Adelaide Airport precinct. A walkway will directly link the hotel with the airport's domestic and international check-in area. Construction is expected to start in Apr 2017, with an anticipated opening in 2018.



### Meetings With Balance At Novotel

Novotel is launching a new InBalance Meetings programme which sees conference and event guests offered work-out sessions, fitness equipment and nutritional menus.

The InBalance Meeting concept consists of five signature elements, including creating an arrival and meeting room experience which inspires participants to contribute, and offering comfortable and flexible work spaces. There's a Nurture Yourself food menu featuring clean, whole food ingredients with minimal sugar; and a virtual 30-minute work-out session can be worked into any event. Fitballs and yoga mats are available for delegates, and InBalance maps are provided for those who want to go for a walk or run.

The programme has been implemented at Novotel's Brisbane, Canberra, Glen Waverley, St Kilda, Newcastle, Olympic Park and Darling Harbour properties, with more hotels to come on board throughout 2017.



### CX's In-Flight Brew

Cathay Pacific has launched what it's calling the world's first hand-crafted bottled beer specially brewed to be enjoyed at 35,000 feet. With cabin pressure and altitude affecting passengers' taste buds, CX says its new Betsy Beer has the 'ingredients, aroma, and carbonation to taste great both in the air and on the ground'. Named after CX's first aircraft, a Douglas DC-3, the beer includes dragon eye fruit, honey and 'fuggle' hops. It will be first served to First and Business Class passengers on flights from Hong Kong to the UK from 01 Mar-30 Apr, and will also be available at the airline's lounges in HKG and LHR.

### VS Wi-Fi Roll-out

World Aviation Systems advises agents that Virgin Atlantic's Flight Pass Light in-flight Wi-Fi is now available on all its 787 aircraft and will be rolled out to the rest of the fleet this year. The Wi-Fi offering costs GBP4.99 and includes 40MB of data. There's also the choice of Flight Pass Max, which offers up to 150MB of data for GBP14.99.

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### HKG Rail Link

A new MTR South Island Line has opened in Hong Kong, connecting the central city to Ocean Park, Wong Chuk Hang, Lei Tung and South Horizons, says the Hong Kong Tourism Board. Wong Chuk Hang in particular is an emerging neighbourhood worth a visit for its art precinct, says the HKTB. Fares on the new rail link, which departs from the expanded Admiralty station, range from HKD5.30 to Ocean Park to HKD6.70 to South Horizons.

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## More Inca Permits With New System

**A new permit system has been introduced for the Inca Trail trek to Machu Picchu, meaning there are now more permits available for those looking to do the trail this year, advises Viva Expeditions.**

The short Inca Trail (two days) now has a different permit from the classic Inca Trail (four days)—meaning that while the classic trail is now sold out from Apr until late Aug, there are

### Ramada Rotorua Appt

Wyndham has appointed Salen Rattan as the new resort manager for Ramada Rotorua. Rattan will lead day-to-day operations at the resort. He joins the team from Wyndham Resort Denerau Island.



permits available for the short Inca Trail on most dates.

“This is wonderful news as previously both treks operated under the same system meaning both option were sold out until late 2017—but now there is an alternative,” says Viva’s Rachel Williams.

“Of course there are alternative trekking routes available in the region of Machu Picchu however the Inca Trail is the only one allowing people to arrive to Machu Picchu via the famous sun gate.”

On the two-day trail, guests hike to Winayhuayna, the most important archaeological site besides Machu Picchu, says Viva. After that the trail continues towards the sun gate Inti Punku to watch nightfall on Machu Picchu; then guests walk to the hotel in Aguas Calientes, before returning the following morning for an in-depth tour of Machu Picchu.

### Alamo Earlybirds

Alamo is offering a free car class upgrade on selected US rentals in its earlybird deal, available until 31 Mar, advises Asia Pacific Travel Marketing Services. Wholesalers have details.

### Bordeaux Wine Tour



World Expeditions has launched a new wine tour in Bordeaux which will be hosted by renowned New Zealand wine expert Yvonne Lorkin. The tour will see attendees learn about various grape varieties, sample local cuisine and experience the history and culture of the wine region. Departing 04 May, the tour costs \$6490pp. Spaces are limited. For further details, [CLICK HERE](#)

## Industry Diary

### FEBRUARY

#### Wendy Wu Tours Movie Night

Wellington: Thu 23, Embassy Cinemas, 1800.

#### Canada Roadshow 2016: Adventure World, Rocky Mountaineer, Air New Zealand & Francis Travel Marketing

Palmerston North: Thu 23, Joe’s Garage, 1800.

#### Brand USA’s Discover America Trade Expos

Wellington: Mon 27, Shed 6, Queens Wharf, 1700-2130.

Auckland: Tue 28, ANZ Viaduct Events Centre, 1700-2130.

### MARCH

#### Innovative Travel WWI Travel & Information Evening

Christchurch: Thu 02, Papanui RSA, 1730-1900.

Auckland: Wed 01, Point Chevalier RSA, 1730-1900.

#### 2017 Adventure World Roadshow

Auckland: Mon 06, Heritage Hotel, 1800.

Bay of Plenty: Tue 07, Mills Reef Winery Tauranga, 1800.

Wellington: Wed 08, Mac’s Brewbar & Restaurant, 1800.

Christchurch: Thu 09, Novotel Christchurch, 1800.

#### JAWS Roadshow 2017

Dunedin: Mon 06, Kingsgate Hotel, 1700-2000.

Christchurch: Tue 07, Rydges Latimer Hotel, 1700-2000.

Nelson: Wed 08, Rutherford Hotel, 1700-2000.

Whangarei: Tue 14, Forum North, 1700-2000.

Auckland North: Wed 15, Spencer on Byron, Takapuna, 1700-2000.

Napier: Mon 20, Napier Sailing Club, 1700-2000.

Wellington: Tue 21, Rydges Wellington, 1700-2000.

Palmerston North: Wed 22, Distinction Hotel, 1700-2000.

New Plymouth: Thu 23, Novotel Hotel, 1700-2000.

Tauranga: Tue 28, Tauranga Yacht Club, 1700-2000.

Hamilton: Wed 29, Novotel Tainui, 1700-2000.

#### Lufthansa Agent Training Days

Auckland East: Wed 08, Waipuna Conference Suites Highbrook, 0830.

Hamilton: Tue 14, Distinction Hotel & Conference Centre, 0830.

Tauranga: Wed 15, Trinity Wharf, 0830.

Auckland Central: Tue 21, Wintergarden Pavillion, Auckland Domain, 0830.

Auckland North: Thu 23, The Spencer on Byron Hotel, 0830.

#### 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.

### APRIL

#### Tourism Fiji Roadshow

Tauranga: Mon 03, Club Mt Maunganui, 1730-1930.

Rotorua: Tue 04, Novotel Rotorua, 0700-0845.

Taupo: Tue 04, Lonestar Taupo, anytime between 1200-1400.

Napier: Tue 04, Crowne Hotel, 1730-1930.

Palmerston North: Wed 05, Distinction Hotel, 1730-1930.

Wanganui: Thu 06, Stellar Restaurant and Bar, anytime between 1200-1400.

New Plymouth: Thu 06, Novotel New Plymouth, 1730-1930.

#### Avalon Waterways 2018 Launch

Lower Hutt: Tue 04, The Dowse Art Museum, 1745.

Wellington: Tue 04, Lone Star, 1745.

Pukekohe: Tue 04, Townmouse Cafe, 1745.

Blenheim: Wed 05, Watery Mouth Cafe, 1730.

Whangarei: Wed 05, Dickens Inn, 1730.

Palmerston North: Thu 06, Distinction Palmerston North, 1745.

Nelson: Thu 06, Bacco Restaurant, 1730.

Hamilton: Mon 10, Hamilton Gardens Cafe, 1745.

Christchurch: Mon 10, Dux Central, 1745.

Auckland East: Mon 10, Pakuranga Golf Club, 1745.

Tauranga: Tue 11, Macau, 1745.

Auckland North: Tue 11, Takapuna Boating Club, 1745.

Timaru: Tue 11, Mocca Cafe, 1730.

Napier: Wed 12, East Pier Hotel, 1745.

Dunedin: Wed 12, Luna Bar, 1745.

Auckland West: Wed 12, The Falls, Henderson, 1745.

New Plymouth: Wed 19, Waterfront Hotel, 1745.

Queenstown: Wed 19, Mercure Hotel, 1745.

### MAY

#### Lufthansa Agent Training Days

Wellington: Wed 03, Intercontinental Wellington, 0830.

Nelson: Thu 04, Rutherford Hotel, 0830.

Christchurch: Tue 23, Ilex Botanic Gardens, 0830.

Dunedin: Wed 24, Dunedin Public Art Gallery, 0830.

#### 2017 Amazing Thailand Roadshow

Auckland: Mon 08, Sky City Convention Centre.

#### Asia Now Roadshow

Wellington: Wed 10.

Christchurch: Thu 11.

Tauranga: Mon 15.

Hamilton: Tue 16.

Auckland Central: Wed 17.

Auckland North Shore: Thu 18. Venues, times tba.

### JUNE

#### Lufthansa Agent Training Days

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





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