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Wednesday, 31 May 2023

Air Service Development 101 Master Class

Synopsis: For those new to the industry or role that requires understanding air service development, an extended pre-conference program that includes Network Planning & Air Service Development 101 training, including insights into incentives and collaboratively bringing along & engaging stakeholders has been created for your participation.

This intense **Master Class** will cover the entire spectrum of activities required to consider at any airport, marketing board or agency where adding or creating new air service opportunities into a destination/city must be considered. We'll cover:

- ✓ the roles & objectives of the "travel trinity" partners, and how charter, seasonal or year round services differ;
- ✓ policy challenges & opportunities (including bilateral aspects & competition considerations (e.g. Australian ACCC concerns);
- ✓ schedule forecasts, and budgeting;
- ✓ fleet types, orders and gauge variations;
- ✓ code share types, and other airline partnership models;
- ✓ aero-pricing and the nuances of volume on pricing outcomes;
- ✓ incentives, marketing support and what airlines really value in de-risking service;
- ✓ air freight markets, and how to grow added value for airlines & your destinations industry & property investment;
- ✓ business case development, and aspects that are included or not included or needed in making a compelling case for service;
- ✓ board reporting, and stakeholder engagement that informs partners
- ✓ partnership marketing & investment;
- ✓ team structures & roles to support the creation of new air service;
- ✓ post-project review mechanisms.

Morning Tea, Lunch and Afternoon Tea provided: Maximum places 10

Register here: <https://airportroundtable.com/cns-australia/>

09.00am – 4.00pm

Welcome evening event: Wednesday 31 May

Whiskey & Wine Bar

Address: Flynn Crystalbrook Hotel

2 Floor, 85 The Esplanade, Cairns








Website: [Whiskey & Wine Bar Cairns | Cocktail Bars Cairns | Esplanade \(crystalbrookcollection.com\)](#)

HOSTED BY **Cairns Airport**

5.00pm to 8.00pm

DAY 1¹ – Thursday 1 June: Shangri-La Hotel [venue location name]

Experience the warmth of genuine Australian hospitality at Shangri-La The Marina, Cairns. Prominently situated on the marina. Laze by the pool, surrounded by lush tropical gardens or adventure out to Cairns' favourite attractions including local markets, waterfalls and World Heritage listed rainforests and landmarks.

8.30 am to 9.00 am	Welcome, introductions, thought leadership in action: what can participants expect?	
9.00 am to 9:30 am	Keynote Host Presentation – NORTH QUEENSLAND AIRPORTS Mr. Richard Barker, CEO :Going above & beyond: our ambition to connect people & places	
9.30 am to 10:00 am	Industry overview Ailevon Pacific Aviation Consulting & Expedia Group	 
10:00 am to 10:15 am	Morning tea	
10.15 am to 11.00 am	Airline Presentation 1: Fiji Airways Speakers: Dr. Amar Singh, Senior Manager Network Planning & Roneel Prakash, Manager Network Development	
11.00 am to 11.45 pm	Airline Presentation 2: American Airlines Speaker: Mehartaaj Grewal	
11.45 pm to 12.15 pm	Around the Room – Peer Discussion of Industry Issues	
12.15 pm to 1.00 pm	Lunch	
1.00 pm to 2.00 pm	Airline Presentation 3: Bonza Speaker: TBA	
2.00 pm to 3.00 pm	Airline Presentation 4: ACC Aviation (low season leasing!) Speaker: Nimalan Vikneswaran	
3.00 pm to 3.30 pm	Afternoon tea	
3.30 pm to 4.30 pm	Airline Presentation 5: Virgin Australia Speaker: Jane Davies	
4.30 pm to 5.00 pm	Around the Room – Peer Discussion of Industry Issues and CLOSE OF DAY 1	

Showcase Gala Dinner venue: Thursday 1 June – Shangri La – The Backyard









6.00 pm to 9:00 pm

HOSTED BY **CAIRNS AIRPORT**

Contact Numbers:
 David Nye, Cairns Airport 0429 002 870
 Sharyn Brydon, Cairns Airport 0447 869 784
 Matt Findlay, APAC: 0452 519 730

¹ All airline speaker attendees are subject to permitted travel by their respective Company's & Governments
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DAY 2 – Friday, 2 June: Shangri-La Hotel [venue location name]

9.00 am to 9.15 am	Welcome Re-cap on emerging themes from Day 1 & what can we expect on Day 2 Ailevon Pacific Aviation Consulting
09.15 am to 9.45 am	Keynote Presentation: Tourism Tropical North Queensland Mr. Mark Olsen, CEO
9.45 am to 10.30 am	Airline Presentation 6: VietJet Speaker: Jay Lingeswara 
10.30 am to 10.45 am	Morning tea
10.45 am to 11.30 am	Airline Presentation 7: AIR NEW ZEALAND Speaker: Mariano Davi 
11.30 am to 12.15 pm	Airline Presentation 7: AIRTORTH Speaker: Terry White 
12.15 pm to 1.00 pm	Around the Room – Peer Discussion of Industry Issues with colleagues and airlines
1.00 pm FINISH	Close of Day 2 & 2024 HOST & DESTINATION REVEAL ANNOUNCEMENT & Networking Lunch
2.00 pm	Join the Afternoon Experience if you have RSVP'ed TBA Casual dinner – delegate expense
Afternoon Experiences	5.30 – meet in Shangri La Lobby 5.45 - Hemingway's Brewery Cairns 4 Wharf Street, Cairns, QLD, 4870 https://www.hemingwaysbrewery.com

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Registered participants (as at March 2023) for CNS 2023 RoundTable include:

