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## Air Malta looking at profits in 2017

### Luqa

■ It made a pre-tax loss of €16.4mn in the financial year ending in March 2015, it's expecting another loss of "just" €4mn by March 2016.

▶ However, short of any major cock-ups, Air Malta expects to be profitable again by March 2017.

▶ Meantime, in financial '15 the carrier's revenue dropped 15.9% to €211.9mn from €227.7mn the previous year.

▶ Reasons for the decrease include the continued closure of the lucrative Libya route; a 65% drop in traffic from Russia and an even more dramatic fall in revenue from KM's Turkish route.

▶ Overall passenger revenue up to March 2015 was €187mn, down from €200mn in 2014 – a drop of €13mn

▶ Income from cargo and "other revenue" was also down, from €27.8mn to €24.9mn.



*Micallef: still seeing red*

- ▶ The good news was that overall operating costs dropped €4.7mn to €235.8mn from €240.6mn in 2014.
- ▶ Specifically, the airline's fuel bill was down €2.2mn to 63.2mn and it saved a whopping €7.7mn on "other costs" – down to €28.5mn.

### Highlights of 2015

- KM sells Selmun Hotels Company to its main shareholder, the Maltese government, for €10.9mn
- New fleet rationalisation and renewal programme saves €9mn a year
- Renegotiates catering contract with Sky Gourmet, and saves €4.1mn a year. The infamous *baguette* replaces inflight meals
- Osprey Insurance Brokers sold to Valletta-based Tangiers Group for €1.36mn
- Renegotiates IT and telecoms contract, saving €1.25mn annually
- Renegotiates all GSA agreements

▶ On the other hand, aircraft maintenance, flight related costs and payroll rose €7.1mn. Maintenance shot up to €25.7mn in 2015 from €20.9mn – "because it's paid for in dollars", explains Air Malta CFO Klaus Gossler during the airline's [annual general meeting](#).

▶ Flight related expenses rose a minimal €200,000 to €52mn whilst employee costs increased to €41.1mn from €39mn in 2014.

▶ Meanwhile, KM chairman Maria Micallef tells the press "results for the first six months of the current financial year confirm

that the company is €8.7mn better off, from a profitability point of view, when compared to the first six months of last year.

▶ "If these positive trends continue", she adds, "and if we do not experience any major setbacks such as natural disasters or industrial action in the next six months, we will exit the restructuring programme period with a loss of around €4mn for the year ending March 2016".

▶ She warns that Air Malta, "like all other small airlines" is "still vulnerable", and will remain so well past next March.

▶ Air Malta must overcome "hurdles" and become competitive, "we must now start to tackle productivity and growth", says Micallef.

▶ "Every expert we speak to is adamant: our workforce productivity in certain sectors must increase by at least 25%, if we are to grow to be competitive against other airlines", she emphasizes and adds: "this will not be easy, but it is not impossible". And to ensure the point was made, she repeated the comment on *Twitter*.

▶ However, when asked to be specific, Micallef was cagey and said "across the board".

*Continued on column 1, page 2*

### KM performance indicators

Revenue	2015	2014	% change
Revenue pax carried	1,772,599	1,820,141	-2.68
Average fare per pax (€)	99.49	105.25	-5.79
Pax load factor %	75.50	75.70	-0.26
Available seat kms	3,585,936	3,666,785	-2.25
<b>Operations</b>			
Block hours	36,037	36,641	1.68
Fuel uplift (USG)	27,563,291	28,245,469	2.47
Freight (kgs)	1,968,508	2,078,615	-5.59

## KM seeking US partner

*Continued from page 1*

► Because of its size, Air Malta will always have an economy of scale disadvantage. “No matter how much we address our costs, we shall never be able to negotiate with the same clout of airlines that have fleets of hundreds of aircraft. We will not be able to negotiate the same costs for fuel, for maintenance, for IT systems and for everything else”.



*Tweeting news*

► Maria Micallef explains: “In an industry driven first and foremost by cost and pricing... we shall never be able to compete effectively”.

► Then comes the ‘however’. “A strategic alliance could change all this”, the

chairman notes. “Air Malta has the potential to become part of a wider network with the clout to command prices. Such an alliance would feed our network and ensure the much-required increase in passengers and revenue”.

► Speaking to *Travel Pulse* in March this year KM’s deputy chief commercial officer Joseph Galea says: “we are looking to create an alliance with an American carrier that serves key US cities. For us, the US is all about potential. It means a market that isn’t so focused in July and August. “Seasonality spread is a tough challenge,” Galea tells *Travel Pulse*.

► An alliance with a US carrier makes sense. Europe will always remain Air Malta’s core market, but an American partner would also create a more seamless journey from the United States, and help improve the number of arrivals from that country beyond the current 22,400 a year.

## Tourists to pay eco tax

*Valletta*

► An “environmental contribution” of €0.50 per night will be levied from tourists as of 1 April 2016, Finance Minister Edward Scicluna announc-

es during his budget speech.

► The tax will be payable by all tourists aged 18 and over for every night spent on the islands, capped at a maximum of €5 per person per visit.

► It is expected to generate some €6mn a year and will be used to smarten up the environment.

► How this environmental contribution is to be collected has yet to be announced.

► The Malta Hotels and Restaurants Association was non-committal about it, saying the tax should not damage arrivals figures “if managed well”.

► However, seeing that the MHRA has been appointed by the government to administer the environmental fund, it cannot be overly critical.

► FELTOM, the federation of English language schools, meanwhile, says it has no problems with any “form of eco-contribution”, but is

concerned with the timing of the tax’s introduction.

► English language schools, it argues, published their 2016 price lists in early 2015 “and since this industry is nearly entirely based on group bookings or bookings through agents, taking into account that average length of stay for a language student is 22 days, and that 60% of students are over 18, this...will translate into an unbudgeted cost of some €250,000 for 2016; impacting directly on profit lines, since schools will be absorbing this contribution”.

► The federation proposes that the eco tax be imposed on individuals and “exempts prepaid travellers for 2016”. It also wants the government to acknowledge that language schools are responsible for attracting 13% of all tourist bed nights to the islands and “should also be consulted on the administration of this fund”.



*Turkish delight, as GPH takes operational control of Valletta Cruise Port*

## Turkey's Global Ports to own 31% of Valletta Cruise Port

*Floriana*

► Malta International Airport, together with Bank of Valletta and FSG Limited are selling their shares in Valletta Cruise Port (VCP) to Turkey’s Global Liman İşletmeleri (Global Ports Holding). The stake being sold totals 30.97% of the issued share capital of VCP.

► The deal includes operational rights of Valletta Cruise Port, along with 48,000sqm of associated land and buildings.

► “The successful completion of the transaction is subject to legal and regulatory approvals and the waiver of the pre-emption rights by the remaining shareholders of the Company. The total consideration for the shares will be announced following the successful completion of the conditions precedent”, says a spokesperson for Global Yatirim Holding – owners of GPH.

► The other shareholders in VCP

*Continued on column 1, page 3*

## Strategic shareholders

*Continued from page 2*

are AX Port Investment Company, AX Port Holding Company, Perquisite Holdings, M Demajo

### Cruise Fair 2015

*Floriana*

■ The annual Cruise Fair is scheduled to be held from 5 to 8 November at the Magazino Sea Passenger Terminal at the Valletta Waterfront. ▶ The fair – the eighth edition – will be opened to the public from 18:30 to 21:00 from Thursday to Saturday and from 10:00 to 18:00 on Sunday. ▶ Cruise lines that operate to Malta will be featured along with products that “cover virtually all the world”. ▶ The Cruise Fair is organised by smsmondial, part of the Orange Travel Group.

▶ “For VCP”, Borg adds, “the addition of a strategic shareholder with an important presence in the cruise market will certainly add immense value to Valletta Cruise Port’s business in the cruise industry”.

## €15mn upgrade for Phoenicia

*Floriana*

■ The iconic Phoenicia Hotel will be closed from 14 November to 31 March 2016 for a €15mn refurbishment programme.

▶ The five month-long programme will include the refurbishment and upgrading of all 136 rooms and bathrooms.

(Port Ventures) and Hong Kong’s Infrastructure World International.

▶ GPH, meanwhile, is the world’s largest cruise port operator with a presence in the Mediterranean and Asia-Pacific regions, including extensive commercial port operations in Turkey and Montenegro.

▶ Established in 2004, it operates several western Mediterranean cruise ports including Barcelona, Lisbon and Malaga.

▶ Commenting on the sale, MIA CEO Alan Borg says this is a “strategic sale, which allows us to shed non-core investments to focus on our core activities of running our airport.

▶ Sprucing up and embellishment of all of the property’s public areas.

▶ The addition of a health club and spa with eight treatment rooms, a state-of-the art gym and an indoor swimming pool. The opening of the spa is scheduled for next October.

▶ The addition of a new outdoor infinity pool with sweeping views of the harbour, expected to be completed by 30 April 2016.

▶ Additionally, the Phoenicia’s façade will be restored, balconies will be added to rooms on the fourth floor and its three hectares of gardens will be re-landscaped.



*Phoenicia: facelift for 76 year-old*

▶ The Phoenicia has been owned by the Edinburgh-based Hazledene Group since 2012, when it bought the property for a reported €19mn from Ireland’s National Asset Management Agency – set up by the Irish government to manage distressed property loans. NAMA had acquired the hotel from Paddy Kelly, who had debts of €1.5bn.

▶ The Phoenicia’s upgrade is being undertaken by CampbellGray Hotels, who will also manage it on behalf of Hazledene when it reopens on 1 April 2016. However, sources tell *Island Travel Trader* that Hazledene has still to confirm whether CampbellGray will manage the five star Phoenicia.

▶ London-based CampbellGray Hotels operate Le Gray in Beirut; will manage the Machrie Hotel and Golf Links in Islay, Scotland, when its renovation is complete and will manage Le Gray in Amman “soon”.

▶ During the Phoenicia’s closure its entire staff will be retained.

## Ryanair adds nine routes for summer 2016

*Dublin*

■ Ryanair will be operating nine new routes next summer from Malta – to Baden, Berlin, Cologne and Düsseldorf in Germany. The Irish carrier plans to fly to these destinations twice a week from MIA.

▶ Gdansk and Poznan, in Poland, will be serviced by two flights a week.



*Ryanair: 35% growth planned for S16*

▶ Three flights a week will be operated to Manchester.

▶ Rome will be linked to MIA by daily services.

▶ Ryanair will also increase frequencies to Birmingham to three a week, Edinburgh to five a week and London will be linked on a daily basis.

▶ The airline will also base a third aircraft in Malta for summer 2016.

▶ Ryanair calculates that it will “deliver over 1.5mn customers” a year with this route network.

▶ It’s customers, Ryanair says, “can look forward to further improvements in the coming months, including our...personalised website, with exciting new digital features such as ‘hold the fare’, and improved menus, new cabin crew uniforms and new cabin interiors on board”.

## New hotel for Marsalforn

*Marsalforn*

■ An 87-room, four star hotel is to be built in Marsalforn, Gozo.

▶ Located some distance from the sea, Victor Bigeni’s Pristina Properties will own the proposed hotel.

▶ The property, still to be named, will have a restaurant, outdoor and indoor pools, a gym, spa, conference facilities and three levels of underground parking for 45 cars.

## Carnival Cruises plans Valletta calls in 2016

### London

■ Carnival Cruise Lines is planning a season of 18 sailings ranging from eight to 10-day cruises from Athens and Barcelona from spring 2016, these will include stops in Malta.

▶ Ports of call will include Athens, Barcelona, Civitavecchia, Corfu, Dubrovnik, Izmir, Livorno, Marseilles, Messina, Naples, Trieste and Valletta.

▶ Cruises will be operated from 1 May with its new 3,954-passenger liner the *Carnival Vista*.

▶ The lead-in price for a 10-day western Mediterranean cruise is €844 per person.



*Carnival: vista in the making*

▶ The 133,500tn *Carnival Vista* will offer a number of unique features including a suspended cycling experience called SkyRide and the first IMAX theatre aboard a cruise liner. The RedFrog Pub will house the line's first on-board brewery.

## MTA's Rome office relocated, London gets new boss

### Rome

■ The Malta Tourism Authority's Rome office has moved.

▶ It is now located at via Leone XIII, 95, 00165 Rome. Its new telephone number is +39 06 39870450. The fax number remains unchanged — +39 06 65004446.

▶ The office is run by Claude Zammit Trevisan, 38, who was appointed the MTA's director for Italy in April. He was previously based in Paris.

▶ The authority's London office, meantime, also has a new director, replacing Alex Incorvaja. Peter Vella took over in September.

▶ Before joining the MTA, Vella was chief executive of charity Interserve Academies Trust. He was also executive director of business development at Birmingham International Airport from 1997 to 2009.

▶ Incorvaja is back in Malta and is now director of operations at the five star Le Méridien St Julian's.

## Luggage market to top €38 billion in 2020

### New York

■ A suitcase is a suitcase is a suitcase, right? Yes, until you realize the size of the global market.

▶ According to a new market report published by New York-based Persistence Market Research, the global luggage market is expected to grow at a compound rate of 5.8% between 2014 and 2020 and to reach an estimated value of €38.3bn in 2020.

▶ Increasing urbanization and changing lifestyles are the key drivers for the global luggage market. Technological

advancements are further creating opportunities for luggage sales among high net-worth individuals (aka rich people), for whom safety is

## MIA first European airport to provide baggage self-tagging

### Luqa

■ MIA has been chosen by BA to launch a baggage self-tagging system for all its passengers for the first time in Europe. British Airways passengers can now print their baggage tags using the self-check-in kiosks available in the departures terminal, allowing them to decrease their check-in time.

▶ "With this new state-of-the-art technology, travellers will have more time to get ready for their flight while also reducing time spent in queues. We believe this will enhance fliers' experience at the airport and we are looking into extending this service to other airlines in the future", says MIA CEO Alan Borg.

▶ This new service will give BA passengers more control over their journey – once the tags are printed and safely attached to their bags, passengers only need to deposit their suitcase at the designated baggage drop in the same terminal.

▶ The common use self-service kiosks were installed in July 2014 to allow Lufthansa passengers to check-in without waiting in line – a service which was especially convenient for passengers carrying only cabin-luggage. Since then the service was extended to other airlines including British Airways, who took the service one step further by offering their passengers the option to self-tag their hold baggage.

▶ "Our customers appreciate the opportunity to do more for themselves – like self-service check-in, choosing seats and printing their own boarding cards. Now for the first time they will be able to print their own baggage," a spokesperson from BA says.

markets, hypermarkets and Internet sales. Owing to the boom in online commerce, luggage sales through the Internet have been growing at a significant pace.

▶ Increasing urbanization is escalating demand for lifestyle products. To some extent, luggage is also considered as a lifestyle product, especially in developing countries.

▶ People in developing countries used one suitcase for all purposes such as travel, tour and business. However, owing to growing urbanization and rising disposable income, their lifestyles have changed, which is also reflected in their usage of purpose-based luggage.

*Continued on column 1, page 5*

## Luggage demand rises

*Continued from page 4*

- ▶ Asian and African countries are expected to experience highest urban growth in the future. According to the China Development Research Foundation, urban population in China is expected to increase from 52.6% in 2012 to 70% by 2030.
- ▶ Urbanization is growing at a swift pace across Asia-Pacific. Pacific countries such as Australia and New Zealand are already highly urbanized.
- ▶ Increasing the inclination of the global population towards travel and adventure has been beneficial for industries such as travel and tourism and, in turn, for industries involved in the manufacture of related travel gear such as luggage.
- ▶ Luggage is an integral part of travel and tourism. The rising disposable income and changing recreation patterns of the global population is one of the key reasons for the growth of the travel and tourism industry. Europe was the largest tourism destination from 2010 to 2013, followed by Asia-Pacific. People across countries such as the US, Finland and Sweden are the most frequent international and domestic travellers.

## Britannia launch winter tours

*Valletta*

- Britannia Tours have launched their [winter 2015 brochure](#) with a raft of packages to a number of European destinations.
- ▶ A lead-in price of €369 buys you a three nights break for one to Como, Italy, or four nights in Budapest for the new year.
- ▶ Oddly, details for tours to pilgrimage sites Lourdes and San Giovanni Rotondo plus Berlin and Piedmont are only available in Maltese.

## KM and KLM formalise codeshare pact

*Luqa*

- Code sharing began in July with KLM placing its code and flight numbers on flights operated by Air Malta on the Malta/Amsterdam route.
- ▶ However, the agreement was



*Galea: eyeing the cake*

officially inaugurated at the end of October at KM's head office.

- ▶ Commenting on this agreement, Joseph Galea, Air Malta's deputy chief commercial officer said: "Since July, when we started operating this codeshare, we have had a very good response from our mutual customers....This agreement was a natu-

## Malta International Airport handles 1.6mn pax in summer

*Luqa*

- September was the third month in a row this year to have seen more than 500,000 passengers pass through Malta International Airport, "creating a three-month record streak that has never been seen before".
- ▶ For the first time, more than 1.6 million passengers travelled through the airport in just three months: July, August and September.
- ▶ With 502,823 passengers travelling through the airport in September, this marks an 8.6% rise over the number of passengers at MIA when compared to September 2014.
- ▶ The average seat load factor for the month rose marginally to 85.8% in September.
- ▶ The top five markets remain the UK, Italy, Germany, France and Spain. Significant growth was registered on British and Italian routes with an increase of 7.4% and 12.9% respectively.
- ▶ The number of German passengers dropped 4.4%, due to fewer aircraft movements to Frankfurt and

ral step for us after launching the codeshare with Air France last year. This codeshare comes at a particularly significant time for Air Malta when we are celebrating 40 years of operations to Amsterdam Schiphol."

- ▶ Bruce Dönszelmann, KLM's vice president alliances said: "This new codeshare agreement makes it easier for our KLM customers to visit the stunning Maltese islands. Also, Maltese customers can now benefit from easy access to KLM's network offering 139 destinations all over the world."
- ▶ This winter KM will be operating four flights a week to Schiphol – on Mondays, Thursdays, Saturday and Sunday. KM394/KL3398 will leave Malta at 07:30 and arrive in Amsterdam at 10:40. The return leg, KM395/KL3399, will take off at 11:30 for an ETA at MIA of 14:30.
- ▶ Besides Air France, Air Malta already has codeshare accords with: Aeroflot, Austrian Airlines, Brussels Airlines, Emirates, Etihad Airways, Lufthansa, Meridiana, Swiss International Air Lines and Turkish Airlines.

Munich while the French market showed a marginal decrease of 1.5%.

- ▶ Traffic to and from Spain was reduced by 10% because of a reduction in seats on the Barcelona and Girona routes.
- ▶ Meantime, traffic to and from Turkey has more than doubled over September 2014, while new traffic from Switzerland and Poland have generated 26% and 33% growth respectively.
- ▶ Up until 30 September, Malta International Airport hosted 3,623,663 passengers, a growth of 7% over last year.
- ▶ Aircraft movements grew by 5.7% while seat capacity increased by 4.7%. The seat load factor also rose to 81.3% compared to 79.6% last year.

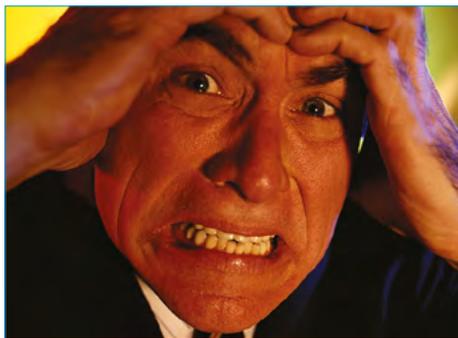
## Expats love working in Malta

*Munich*

- In its latest global survey about expatriate living, Munich-based InterNations presents Malta, Norway
- Continued on column 1, page 6*

## Greece for bad work-life balance

Continued from page 5



Expats: over 50 are happiest

and Luxembourg as ideal destinations for those who are looking for a job abroad.

▶ Expats in Italy, Portugal and Greece, on the other hand, are lacking promising career choices and job security. Moreover, expatriates in Greece are suffering from a bad work-life balance.

▶ From a global perspective, it is expatriates over 50 who are happiest with their work life, closely followed by workers in their early 30s.

▶ Malta ranks first in the *Expatriate*

*Insider 2015* survey for overall job satisfaction, with seven in 10 expats generally satisfied and 27% even completely satisfied, compared to a global average of only 16%.

▶ In terms of career prospects, only the US and the UK rank higher.

▶ Other popular destinations for those in search of an interesting job and good career opportunities are China, Mozambique, Luxembourg and Poland. The lower end of the job and career ranking is dominated by European countries: out of 64 countries overall, Italy, Portugal and Greece — all of them suffering economically — offer the least favourable job opportunities for foreign residents.

▶ Sweden, Norway and Malta occupy the top ranks when it comes to work-life balance, while Saudi Arabia, India and Kuwait are at the bottom.

▶ Expatriates in Sweden, Norway and Denmark, as well as Malta, are also the most satisfied with their working hours, whilst those in Turkey, Greece and Chile are the least happy with this aspect.

▶ Founder and co-CEO of InterNations Malte Zeeck explains: “Finding the perfect balance between work and life can prove to be an ordeal for many expats. Countries such as Norway, Finland or Denmark provide ideal conditions for expats with the world’s shortest working weeks of about 40 hours. At the other end of our rankings, foreign residents in Uganda, Nigeria, the Philippines and Panama are working up to 10 more hours per week than their counterparts in Scandinavia.”

▶ According to InterNations, the average expatriate works a 42-hour week, with 86% in full-time and 14% in part-time positions. While the global average of 31-year-old to 35-year-old expats working full-time remains as high as 91%, there is a huge dip in the number of those above the age of 50, with 79% of them working full-time.

▶ “We see a shift towards part-time work in this age group, and therefore a slight reduction in the number of weekly working hours to 41 among the respondents who are aged 51 or older”, says Zeeck.

## 1.4mn arrivals in first nine months of 2015

■ The National Statistics Office estimates that there were 194,189 arrivals in September — of which 169,108 were holidaymakers, 11,867 were business travellers and 11,574 came to the islands for other purposes (see *Data bank*).

▶ The NSO’s statistics include the 1,639 who overnights on board cruise ships.

▶ Arrivals in September from the EU, meanwhile, went up by 2.4% to 162,429 when compared to the corresponding month in 2014.

▶ The largest number of tourists were aged between 25 and 44, closely followed by those in the 45 to 64 age bracket.

▶ Total nights spent on the islands went up by 4% compared to last September, reaching 1.6 million nights. The largest share of guest nights (57.9%) was spent in hotels.

▶ Total tourist expenditure was estimated at €195.9mn, an increase of 5.2% over September 2014.

▶ Tourist traffic for the first nine

months of 2015 amounted to 1,409,119, an increase of 4.9% over the same period in 2014.

▶ The British market retains its number one slot with 29.07% of arrivals, with Italy in the number two position with 16.9% of tourist arrivals.

▶ Total nights spent by tourists went up by 4.4%, reaching 11.3 million nights.

▶ In the January to September period, total tourism expenditure was estimated at €1,318.0 million, 6.6% higher than last year.

▶ Per capita expenditure rose to €935, an increase of 1.5% over 2014.

## Air Malta Airbus to return to lessor

*Luqa*

■ The Airbus A320 leased to Monarch Airlines last year will not be re-joining Air Malta’s fleet, when the 19 months lease ends this month. It will be returned to its owners, Amsterdam’s AerCap.

▶ The aircraft, 9H-AEF, was originally leased by Air Malta from the International Lease Finance Corporation on 8 January 2004, (ILFC was sold to AerCap in December 2013).

▶ Since then this aircraft has been leased to Chile’s Sky Airline (four times), OLT Express of Poland and lastly, on 22 April 2014, to Monarch Airlines.

▶ Air Malta CEO Philip Micallef tells *Island Travel Trader*: “the KM lease from our lessor also comes to an end at the same time. The A320 in question is being delivered back to the lessor and will not form part anymore of our fleet. The lessor is then free to lease it out. This is in line with our fleet rationalization plan”.

▶ Air Malta now operates a fleet of eight aircraft – Airbus A319s and the larger A320.



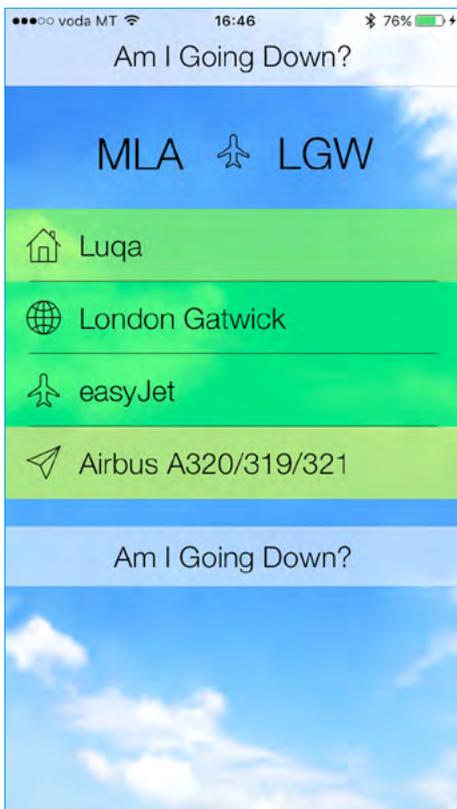
9H-AEF: in OLT livery

## Net works

### Am I Going Down?

■ British software developer Vanilla Pixel has launched an iPhone app to reassure those who have a fear of flying. *Am I Going Down?* is a flight safety calculator.

- ▶ Using publicly available statistics, *Am I Going Down?* is designed to calculate the likelihood of a plane crash. The app takes safety statistics for every airline (except Air Malta), aircraft model and airport, and uses this information to calculate the odds of any given flight “going down”.
- ▶ Users simply input the details of their planned journey, leaving the app to calculate just how likely it is that the plane will crash.



- ▶ As an example, those travelling from Malta's MIA to London Gatwick on an easyJet Airbus A319 will find that they have a 1 in 4,748,147 chance of a crash, with a crash only likely should they take the same flight every day for 13,008 years.
- ▶ *Am I Going Down?* was created primarily for those who have a fear of flying, with the statistics showing that while air crashes may make the headlines, the likelihood of problems occurring on any given flight is actually very low.



- ▶ Says Nic Johns of Vanilla Pixel: “Our inspiration for this new app was personal, and stemmed from a fear of flying. Our aim is to help to reassure those who are worried about the safety risks involved when flying, proving — through the use of statistics — that airline travel is actually very safe.”

▶ *Am I Going Down?* is available from the US and UK App Store for \$0.99/£0.79, it is not available from the Malta App Store.

### Malta info, must try harder

■ *Malta Info* is a useful app, produced by the Arrigo Group, which describes itself as “a micro repository full of informative, comprehensive and up to date information about our beautiful Maltese Islands”. Tested was version 3.1.1 on an iPhone 6. The app is also available for Android devices.

- ▶ Accuracy (or diplomacy) is not one of *Malta Info*'s strong points. For instance, Australia has a high commission in Malta and not a consulate, the Austrian embassy is in Ta' Xbiex but it has no consulate in Valletta and, best of all, New Zealand's diplomatic representation is referred to as ‘Kiwi consulate’.

▶ Additionally, one suspects that entries are listed at a cost. Although there are three casinos on the islands only the one at Portomaso is mentioned.

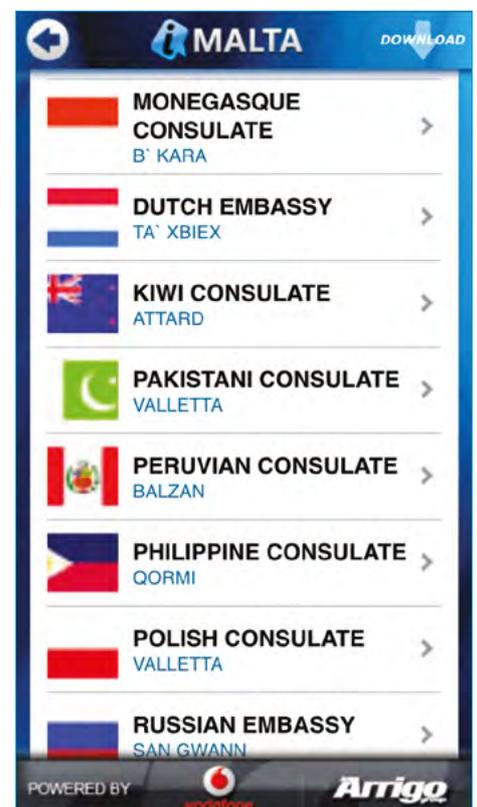
▶ In the Attractions module, which, admittedly, offers a comprehensive list of things to see on the islands, all four of Super Gold Jewellers' outlets are highlighted, as are the five Mdina Glass shops. If it's shopping you want, there's a shopping section.

▶ The listing for hotels is also outdated and incorrect. The Milano Due Hotel and Gorgiani's closed a while ago; the Radisson Blu St Julian's is (mostly) correctly named, but its counterpart at Golden Bay is still referred to as the Radisson SAS.

▶ The Transfers module, which is very handy if you have an older model iPhone — it does not work on a 6 — calculates taxi, mini bus and shuttle services costs from various points on the islands.

▶ Although its scope is commendable, this app's usefulness is negated by inaccuracies, even though it claims “the information provided... has been compiled scrupulously and attentively...”

▶ Then again, it's a free app; so why complain?



## Data bank

### Comments on tables

■ All raw data in *Data bank*, and elsewhere in *Island Travel Trader*, are sourced from the Central Bank of Malta (CBM), the International Air Transport Association (IATA), the Malta Hotels and Restaurants Association (MHRA), Malta International Airport (MIA), the Malta Stock Exchange (MSE), the Malta Tourism Authority (MTA), the Ministry for Finance and the National Statistics Office (NSO) - unless otherwise credited.

■ NSO data may differ for some months due to rounding, see *Tourist profile by gender*.

■ All statistics are based on tourist arrivals; that is, they exclude cruise passengers that overnights in Malta, see *Aggregate tourist arrivals*.

### Tourist arrivals 2015

Country	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals % Share
Austria	1,305		1,962	3,332	4,032	2,653	2,753	3,911	3,646				23,594 1.67
Belgium	1,167		1,915	3,843	4,255	4,062	4,436	4,483	3,464				27,625 1.96
France	5,074	4,983	6,908	11,944	18,606	12,983	13,561	20,331	10,412				104,802 7.44
Germany	7,456	7,120	10,037	14,920	12,222	12,409	10,151	15,892	14,368				104,575 7.42
Ireland	1,782		1,902	3,189	3,480	4,995	3,479	4,034	3,767				26,628 1.89
Italy	13,695	13,547	19,492	23,755	25,814	28,712	32,998	51,171	28,984				238,168 16.90
Libya			474	766	290	962	680	764	440				4,376 0.31
Netherlands	1,427		1,665	3,212	6,627	4,522	5,821	7,300	4,472				35,046 2.49
Nordic countries*	2,464	2,918	3,567	9,400	13,738	12,733	18,223	14,153	12,114				89,310 6.34
Russia			543	982	1,776	2,872	4,077	3,762	1,913				15,925 1.13
Spain			1,423	4,862	4,124	4,557	6,486	9,391	5,536				36,379 2.58
Switzerland	1,422		1,774	3,134	3,517	2,689	5,796	3,820	3,746				25,898 1.84
UK	21,306	24,161	31,950	44,619	49,666	56,456	55,790	65,680	59,997				409,625 29.07
US	1,203		1,371	1,616	2,109	2,739	2,871	2,507	3,204				17,620 1.25
Others	15,979	21,787	16,788	22,348	26,948	30,420	39,505	39,286	36,485				249,546 17.71
<b>Totals</b>	<b>74,280</b>	<b>74,516</b>	<b>101,771</b>	<b>151,922</b>	<b>177,204</b>	<b>183,764</b>	<b>206,627</b>	<b>246,485</b>	<b>192,550</b>	na	na	na	<b>1,409,119 100.00</b>
<b>2014</b>	<b>69,525</b>	<b>65,299</b>	<b>97,800</b>	<b>148,188</b>	<b>166,497</b>	<b>177,446</b>	<b>197,389</b>	<b>235,094</b>	<b>185,438</b>	<b>177,961</b>	<b>102,940</b>	<b>66,232</b>	<b>1,689,809</b>
<b>2015 Difference</b>	<b>4,755</b>	<b>9,217</b>	<b>3,971</b>	<b>3,734</b>	<b>10,707</b>	<b>6,318</b>	<b>9,238</b>	<b>11,391</b>	<b>7,112</b>				<b>-280,690</b>

\* Denmark, Finland, Norway, Sweden

### Aggregate tourist arrivals 2015

Arrivals	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals % Share
Tourist arrivals	74,280	74,516	101,771	151,922	177,204	183,764	206,627	246,485	192,550				1,409,119 99.26
Cruise pax overnights	0	0	0	1,642	692	3,852	915	1,799	1,639				10,539 0.74
<b>Totals</b>	<b>74,280</b>	<b>74,516</b>	<b>101,771</b>	<b>153,564</b>	<b>177,896</b>	<b>187,616</b>	<b>207,542</b>	<b>248,284</b>	<b>194,189</b>	na	na	na	<b>1,419,658 100.00</b>

### Mode of travel 2015

Mode	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals % Share
Air	73,326	72,143	98,435	146,422	170,003	176,127	201,895	240,775	186,871				1,365,997 96.94
Sea*	954	2,373	3,334	5,502	7,200	7,638	4,731	5,710	5,679				43,121 3.06
<b>Totals</b>	<b>74,280</b>	<b>74,516</b>	<b>101,769</b>	<b>151,924</b>	<b>177,203</b>	<b>183,765</b>	<b>206,626</b>	<b>246,485</b>	<b>192,550</b>	na	na	na	<b>1,409,118 100.00</b>

\* Data on arrivals by sea is provisional

## Data bank

## Seasonal arrivals pattern

Season	2014	2015
Winter Arrivals	303,996	148,796
% (Jan, Feb, Nov, Dec)	17.99	10.56
Shoulder Arrivals	767,892	614,661
% (Mar, Apr, May, Jun, Oct)	45.44	43.62
Summer Arrivals	617,920	645,662
% (Jul, Aug, Sep)	36.57	45.82
<b>Totals</b>	1,689,808	1,409,119
	100.00	100.00

## Arrivals by gender 2015

	Official tourist arrivals	Females	% females	Males	% males	Calculated tourist arrivals
Jan	74,280	32,867	44.25	41,414	55.75	74,281
Feb	74,516	34,778	46.67	39,738	53.33	74,516
Mar	101,769	48,287	47.45	53,482	52.55	101,769
Apr	151,924	71,855	47.30	80,069	52.70	151,924
May	177,203	87,557	49.41	89,646	50.59	177,203
Jun	183,765	90,645	49.33	93,120	50.67	183,765
Jul	206,626	101,856	49.29	104,770	50.71	206,626
Aug	246,485	120,519	48.90	125,966	51.10	246,485
Sep	192,550	94,262	48.95	98,288	51.05	192,550
Oct	na	na		na		
Nov						
Dec						
<b>Totals</b>	1,409,118	682,626		726,493		1,409,119

## Socio-demographic profile 2015

<i>Tourists by age</i>	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals	% Share
0-24	7,527	11,858	16,196	31,057	24,113	28,140	64,443	82,169	32,041				297,546	21.12
25-44	24,995	22,170	28,218	49,761	57,511	66,738	69,826	94,119	67,175				480,513	34.10
45-64	27,910	27,030	36,115	47,536	63,737	62,991	57,797	60,407	66,041				449,565	31.90
65+	13,848	13,457	21,240	23,569	31,842	25,895	14,559	9,790	27,292				181,493	12.88
<b>totals</b>	74,280	74,515	101,769	151,924	177,203	183,765	206,626	246,485	192,550	na	na		1,409,118	100.00
<i>Purpose of visit</i>	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals	% Share
Business	8,437	8,282	11,757	11,805	11,160	13,446	9,173	5,682	11,867				91,609	6.50
Holiday	63,093	57,603	75,736	125,704	153,104	158,198	176,807	220,776	169,108				1,200,129	85.17
Other	2,751	8,630	14,277	14,416	12,939	12,122	20,647	20,027	11,574				117,383	8.33
<b>Totals</b>	74,281	74,515	101,770	151,925	177,203	183,766	206,627	246,485	192,549	na	na		01,409,121	100.00
<i>Travel organisation</i>	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals	% Share
FIT	41,355	39,553	49,243	85,176	96,266	100,770	121,597	143,393	112,042				789,395	56.02
Package	32,925	34,963	52,526	66,749	80,937	82,995	85,029	103,092	80,508				619,724	43.98
<b>Totals</b>	74,280	74,516	101,769	151,925	177,203	183,765	206,626	246,485	192,550	na	na		01,409,119	100.00
<i>Expenditure</i>	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals	
FIT	18,082	14,722	21,056	33,931	41,241	46,874	67,310	83,533	57,931				384,680	
of which														
Accommodation	7,643	6,843	10,005	15,916	20,909	24,661	33,821	44,676	29,535				194,009	
Air/sea fares	10,439	7,880	11,051	18,015	20,332	22,212	33,489	38,858	28,396				190,672	
Package	19,271	17,762	29,054	40,552	52,485	56,810	69,629	88,603	61,388				435,554	
Other expenditure	23,615	20,500	28,006	44,656	55,461	61,538	83,285	104,091	76,599				497,751	
<b>Totals (€000)</b>	60,968	52,984	78,116	119,139	149,187	165,222	220,224	276,228	195,918	na	na		1,317,985	

## Data bank

### Socio-demographic profile 2015 (continued)

Length of stay (nights)	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals	% Share
1-3	15,642	16,491	21,085	29,762	32,611	31,447	19,097	15,045	23,821				205,001	14.55
4-6	20,849	20,228	29,049	47,103	47,933	44,884	41,023	45,131	41,639				337,839	23.98
7+	37,789	37,797	51,635	75,059	96,660	107,434	146,506	186,310	127,089				866,279	61.48
<b>Average LoS</b>	8.10	7.10	7.10	6.70	6.90	7.40	9.00	9.60	8.40	na	na		7.74	100.00
Visit frequency	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec		
First visit	47,079	48,144	70,194	106,363	127,351	128,722	150,653	183,559	133,816					
Repeat visit	27,202	26,372	31,575	45,562	49,852	55,043	55,973	62,926	58,734					
Once a year	16,755	17,883	22,392	30,223	36,895	42,314	43,158	48,651	44,994					
More than once a year	10,446	8,488	9,183	15,338	12,957	12,729	12,815	14,274	13,740					

### Cruise ship traffic 2015

	Q1	Q2	Q3	Q4	Totals	% share
<b>Cruise ship calls</b>	9	108	102		219	

#### Pax traffic

	Q1	Q2	Q3	Q4	Totals	% share
Landed pax	71	26,635	34,360		61,066	14.41
Transit pax	20,582	178,589	163,624		362,795	85.59
<b>Totals</b>	20,653	205,224	197,984	na	423,861	100.00

#### Nationality

	Q1	Q2	Q3	Q4	Totals	% share
Australia	189	6,716	6,192		13,097	3.09
Canada	310	3,357	5,002		8,669	2.05
France	2,783	24,447	24,285		51,515	12.15
Germany	3,697	49,746	38,292		91,735	21.64
Italy	5,091	33,526	32,109		70,726	16.69
Japan	187	1,390	684		2,261	0.53
Malta	1	2,119	5,414		7,534	1.78
Spain	743	9,133	9,926		19,802	4.67
UK	1,502	19,488	25,656		46,646	11.01
US	561	13,590	13,927		28,078	6.62
Others	5,589	41,712	36,497		83,798	19.77
<b>Totals</b>	20,653	205,224	197,984	na	423,861	100.00



Cruising: greater appeal to seniors

Pax by gender	Q1	Q2	Q3	Q4	Totals	% share
Females	10,661	107,794	102,977		221,432	52.24
Males	9,992	97,430	95,007		202,429	47.76
<b>Totals</b>	20,653	205,224	197,984	na	423,861	100.00

Pax by age	Q1	Q2	Q3	Q4	Totals	% share
0-19	2,838	23,154	28,856		54,848	12.94
20-39	2,722	26,736	31,049		60,507	14.28
40-59	5,742	64,829	69,891		140,462	33.14
60-79	8,639	82,225	62,992		153,856	36.30
80+	712	8,280	5,196		14,188	3.35
<b>Totals</b>	20,653	205,224	197,984	na	423,861	100.00

Notes: Landed pax arrive in Malta on a cruise ship and leave the island by other means. Transit pax arrive and leave Malta on the same cruise ship.

### Outbound travel by Malta residents 2015

Country	S1	S2	Totals	% Share
Austria	3,064		3,064	1.75
Belgium	5,013		5,013	2.87
France	7,200		7,200	4.12
Germany	9,130		9,130	5.22
Ireland	2,237		2,237	1.28
Italy	56,099		56,099	32.08
Libya	517		517	0.30
Netherlands	6,299		6,299	3.60
Nordic countries*	3,874		3,874	2.22
Russia	682		682	0.39
Spain	6,989		6,989	4.00
Switzerland	2,389		2,389	1.37
UK	42,923		42,923	24.54
US	1,773		1,773	1.01
Others	26,692		26,692	15.26
<b>Totals</b>	174,882	na	174,882	100.00

## Data bank

## Nights spent at destination by Malta residents 2015

Country	S1	S2	Totals	% Share
Austria	19,204		19,204	1.49
Belgium	24,280		24,280	1.88
France	41,003		41,003	3.18
Germany	62,064		62,064	4.81
Ireland	15,154		15,154	1.17
Italy	284,814		284,814	22.07
Libya	7,209u		7,209	0.56
Netherlands	36,945		36,945	2.86
Nordic countries*	46,727		46,727	3.62
Russia	9,496u		9,496	0.74
Spain	48,418		48,418	3.75
Switzerland	16,725		16,725	1.30
UK	314,934		314,934	24.41
US	29,413		29,413	2.28
Others	334,009		334,009	25.88
<b>Totals</b>	<b>1,290,394</b>	<b>na</b>	<b>1,290,394</b>	<b>100.00</b>

S1 = Semester 1 (January to June), S2 = Semester 2 (July to December)

\* Denmark, Finland, Norway, Sweden

## Departures and socio-demographic profile of Malta residents 2015

Departures	Q1	Q2	Q3	Q4	Totals	
Malta residents	78,955	95,927			174,882	
Mode of travel	Q1	Q2	Q3	Q4	Totals	% Share
Air	74,082	89,678			163,760	93.64
Sea*	4,873	6,249			11,122	6.36
<b>Totals</b>	<b>78,955</b>	<b>95,927</b>			<b>174,882</b>	<b>100.00</b>
Gender	Q1	Q2	Q3	Q4	Totals	% Share
Females	33,020	40,254			73,274	41.90
Males	45,934	55,673			101,607	58.10
<b>Totals</b>	<b>78,954</b>	<b>95,927</b>			<b>174,881</b>	<b>100.00</b>
Age	Q1	Q2	Q3	Q4	Totals	% Share
0-24	15,642	16,737			32,379	18.51
25-44	35,626	44,284			79,910	45.69
45-64	23,262	26,368			49,630	28.38
65+	4,424	8,538			12,962	7.41
<b>Totals</b>	<b>78,954</b>	<b>95,927</b>			<b>174,881</b>	<b>100.00</b>

## Departures and socio-demographic profile of Malta residents 2015 (continued)

Purpose of visit	Q1	Q2	Q3	Q4	Totals	% Share
Business	17,898	18,511			36,409	20.82
Holiday	36,967	46,851			83,818	47.93
VFR	18,499	21,873			40,372	23.09
Other	5,590	8,692			14,282	8.17
<b>Totals</b>	<b>78,954</b>	<b>95,927</b>			<b>174,881</b>	<b>100.00</b>
Travel organisation	Q1	Q2	Q3	Q4	Totals	% Share
FIT	67,725	83,018			150,743	86.20
Package	11,230	12,909			24,139	13.80
<b>Totals</b>	<b>78,955</b>	<b>95,927</b>			<b>174,882</b>	<b>100.00</b>
Trip length (nights)	Q1	Q2	Q3	Q4	Totals	% Share
1-3	24,675	29,830			54,505	31.17
4-6	25,498	31,455			56,953	32.57
7+	28,782	34,642			63,424	36.27
<b>Average LoS</b>	<b>7.00</b>	<b>7.70</b>			<b>7.35</b>	<b>100.00</b>
Expenditure	Q1	Q2	Q3	Q4	Totals	% Share
Per capita (€)	1,000	933				
Total (€000)	71,073	89,502				

\* Data on departures by sea is provisional

## Jet fuel prices - 3 November

	Share in world index	cts/gal	\$/bbl	\$/mt	Index value 2000=100%
Platts Global Index	100%	147.36	61.89	487.75	169.19%
Platts Regional Indices					
Asia & Oceania	22%	143.39	60.23	475.78	172.07%
Europe & CIS	28%	145.26	61.01	480.75	164.38%
Africa & Middle East	7%	139.35	58.53	461.77	174.78%
North America	39%	151.5	63.63	502.02	169.16%
Central & Latin America	4%	157.89	66.31	510.61	183.70%

This price index is the latest price data from the leading energy information provider Platts. The index and price data shows the global average price paid at the refinery for aviation jet fuel on the reported date

Photo credits. P1 - Air Malta. P2 - Valletta Cruise Port. P3 - Phoenicia Hotel, Ryanair. P4 - Carnival Cruise Lines. P5 - Air Malta. P6 - Photo Disc, Air Malta. P10 Costa Crociere.

## Data bank

## Malta International Airport traffic 2015

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals
<b>International pax</b>													
Arrivals	104,941	106,882	141,405	201,908	225,271	232,752	282,628	282,289	249,467				1,827,543
Departures	103,935	102,014	133,929	191,284	216,648	226,546	265,479	302,929	253,429				1,796,193
<b>Totals</b>	<b>208,876</b>	<b>208,896</b>	<b>275,334</b>	<b>393,192</b>	<b>441,919</b>	<b>459,298</b>	<b>548,107</b>	<b>585,218</b>	<b>502,896</b>	na	na		<b>3,623,736</b>
<b>International aircraft movements</b>													
Arrivals	915	844	1,038	1,527	1,680	1,707	1,942	2,014	1,774				13,441
Departures	916	843	1,038	1,527	1,681	1,707	1,942	2,009	1,772				13,435
<b>Totals</b>	<b>1,831</b>	<b>1,687</b>	<b>2,076</b>	<b>3,054</b>	<b>3,361</b>	<b>3,414</b>	<b>3,884</b>	<b>4,023</b>	<b>3,546</b>	na	na		<b>26,876</b>
<b>Cargo*</b>													
Import	611	660	643	661	642	752	794	666	775				6,204
Export	406	394	502	519	494	561	464	401	537				4,278
<b>Totals</b>	<b>1,017</b>	<b>1,054</b>	<b>1,145</b>	<b>1,180</b>	<b>1,136</b>	<b>1,313</b>	<b>1,258</b>	<b>1,067</b>	<b>1,312</b>	na	na		<b>10,482</b>

\*To the nearest metric tonne



■ They say 'live and learn', and so I did when I picked up [Wildlife Park Malta's](#) brochure.

▶ The park's colourful gatefold informs me that it is home to a number of wild animals unique to Malta.

▶ "Lions, tigers and pumas apart from numerous monkeys and birds", are apparently unique to these islands. Well, I never!

▶ What's more, you can enjoy a meal "under the gaze of Malta's very own lions and tigers". How appetising, but for whom?

▶ The park is located in Wied il-Buzbiez, limits of Rabat at weekends and public holidays.

▶ Entrance fee is €15 for adults, children aged five to nine and the 'old' pay €10.

▶ I must confess to not having heard of the place until recently, but according to 52 reviews on *TripAdvisor*, 40 say it's excellent so perhaps it's worth checking out. ■

■ The MTA made a bit of a booboo with the flyer emailed by *TTG* on 29 October.

▶ The flyer in question invites *TTG* readers to "celebrate Christmas in beautiful Malta and Gozo" – a splendid idea, the weather will be better than in the UK or any point north of Sicily.

▶ The flyer explains how the festive season is celebrated, highlighting the annual pantomime at the Manoel Theatre, nativity scenes and "for a unique taste of the islands culture and local produce, the Malta Artisan Christmas Market at the Phoenicia Hotel is something not to be missed. Here you can buy locally produced fresh food and authentic Maltese art and hand crafted Christmas gifts."

▶ May I suggest reading page 3 of this newsletter? Specifically the item about the Phoenicia and its refurbishment plans.

▶ Essentially, it says the Phoenicia is closing for six months from 14

November.

▶ There will be no Christmas market at the Phoenicia this year — we checked.

▶ Moreover, the flyer lists the airlines that fly direct to Malta from the UK (presumably over the Christmas period). Of the five carriers, Jet2.com doesn't operate to Malta in winter.

## In the pipeline

■ Eden Leisure's Casino Malta is scheduled to open in December. Olympic Entertainment Group will manage it.

■ A Holiday Inn Express is due to open in early 2016. The 100-room property will be located in St Julian's, adjacent to the InterContinental.



*Shameless self-promotion: the questions will be coming*

## We're back!

■ We're back! After a rather lengthy hiatus, *Island Travel Trader* is back in a totally new format.

▶ *Island Travel Trader* has been redesigned as a monthly newsletter that will be distributed as a pdf file by email. ▶ You can read it on your desktop PC, laptop and tablet or, in the traditional way, by printing a hard copy for yourself.

▶ You will lose the functionality of hyperlinks if you print *Island Travel Trader*, however. The hyperlinks are easily recognisable – clicking on the underlined blue text will open a relevant web page for added information. “Enriching your reading experience”, as techno-geeks would say nowadays.

▶ *Island Travel Trader* will also be available for download from our website – [Travelmalta.com](http://Travelmalta.com).

▶ First published in November 1988 to fill the information vacuum that existed about the islands' travel industry, *Island Travel Trader* soon became the



must-read magazine if you wanted to know what's going on in Malta's travel and tourism industry. Twenty-seven years later, it still remains the only travel trade journal published in Malta.

▶ Until 2002 the magazine was printed monthly; and from 1996 it was also available on [Travelmalta.com](http://Travelmalta.com) – the first travel related website in Malta.

▶ The online magazine was on our site until the end of 2013 when, due to health 'issues', publication took a break.

▶ Now *Island Travel Trader* is back and, in a way, has returned to its roots as a printed-style title, albeit, in portable document format (pdf).

▶ This provides us with the best of both worlds, the satisfaction and traditionalism of paper – if you choose to print your copy – coupled with the wizardry of computers and the web.

▶ Because this marks a new beginning, I have chosen to identify this relaunch issue as number 1.

▶ What has not changed in 27 years is my dedication to report and inform on developments in this country's all-important travel and tourism industry.

▶ *Island Travel Trader* is also a tool to assist you inform, on a regular basis, your counterparts in Europe and beyond of your services and facilities.

▶ Conversely, tour operators, travel agents, conference and exhibition organisers, incentive travel houses and other recipients of *Island Travel Trader* will be kept constantly in touch and be better informed on national developments in the tourism sector, and on products they are selling or the services they are buying from you.

▶ Coverage that will assist, inform and – hopefully – entertain is my aim. Coverage will also be more incisive and questioning.

▶ Welcome to the new *Island Travel Trader* newsletter.

*Terence Mirabelli*  
Editor and Publisher

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