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Travel Daily
First with the news

Monday 24th February 2014

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Pinpoint rebrand

CELEBRATING its 20th birthday in 2014, the Pinpoint Travel Group has today launched a rebranded travel agent portal to mark the milestone for the company.

Featured on the new agent site are details on famils, incentives, airfare deals and online brochures, with some agent-only sections accessible only via an agent login.

The rebrand is in line with a shift in the group's strategy to better service its travel agent partners.

In addition, 20 exclusive special offers - one for each year of operation - have been sourced, including free upgrades, transfers, meals, in-room features & more.

"We've reviewed our business accordingly with a restructure at the call centre to improve service levels, a keener approach to pricing, and a fresh new look that arms agents with attractive, engaging communications material for their clients," Pinpoint Travel Group general manager Alison Powers said.

Qantas pulls SA codeshare

SOUTH African Airways has confirmed its long-standing codeshare partnership with Qantas will wind up effective 01 Jun (**TD** breaking news), six months earlier than anticipated, with sales closed off on 21 Feb.

Earlier, Qantas announced it was ending the 14-year pact with SAA, as the International Air Services Commission had previously said it was unlikely the QF/SA codeshare alliance would be extended beyond the end of this year.

The split has seen SAA gm of commercial (acting) Kendy Phohleli emphasise the region is key to the Star Alliance member.

"Australia and NZ remain important markets for SAA and its customers, and although we no

longer operate flights ourselves to Sydney, we will maintain our presence in the country through our own operations to Perth and all our well established partnerships," he commented.

SAA country manager Tim Clyde-Smith said Aussies would still be able to continue to travel to Johannesburg via SAA's daily Perth service.

SAA has confirmed a new arrangement with Virgin Australia (**TD** 07 Feb) enabling the South African carrier to place its code on VA metal from Perth to Brisbane, Melbourne & Adelaide, which is understood to have expedited the split with Qantas.

A VA spokesman told **TD** this morning there are "no current plans to code onto [SAA] services".

Official AFL hotel deal

ACCOR has signed on as the exclusive official hotel partner of the AFL, its clubs and subsidiaries for the next two seasons.

Accor's Simon McGrath said the group would also seek to work with the AFL on Indigenous programs including job creation and social media campaigns.

QF hotels bonus

QANTAS Hotels today launched a 72-hour offer of six QF frequent flyer points per dollar for bookings on over 13,000 international hotels.

The site is powered by Hooroo, with spokesman Bruce Fair telling **TD** "all OTAs compete on hotel range and rates, but only Qantas Hotels offers the direct benefit of earning (or burning) points against a hotel booking".

Today's issue of TD
Travel Daily today has nine pages of news & photos, plus a full page from:
• AA Appointments jobs

CELEBRATING 20 YEARS!

This year marks our 20th anniversary of providing travel services and expertise. To celebrate, we're giving away a \$1,000 Red Balloon gift voucher, and we have sourced 20 exclusive offers just for you!


Each month you'll find prizes, special offers, giveaways and more! Details can be found in our weekly email newsletter or on our new website www.pinpointtravelgroup.com.au

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NEW MEL-NOU
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PNG visa stoush escalates

THE move by the Papua New Guinea govt to remove its "Visa on Arrival" facility for Australian travellers (**TD Fri**) follows a demand from PNG authorities for reciprocal arrangements for its citizens visiting Australia.

According to a public notice issued by Papua New Guinea's Chief Migration Officer, PNG's National Executive Council made the decision last Dec, but didn't implement it due to a "desire to give ample time to the Government of Australia to reconsider its response".

However following a recent visit by Foreign Minister Julie Bishop, where she said Australia would maintain the status quo, "the Government's decision to ban the Visa on Arrival Facility to Australian passport holders will now be enforced," the notice said.

Effective from this Sat 01 Mar, Australian passport holders will no longer be able to obtain visitor visas (in any class) at any point of entry in PNG.

All airlines operating flights to PNG have been ordered to deny boarding of Australians without a visa, and the carriers

will be forced to pay for their repatriation on the next available flight, which may not necessarily be to the point of origin.

"For instance, an Australian uplifted without a visa from Cairns could be repatriated to Singapore if that was the next available flight, at the cost of the uplifting airline," the PNG government warned.

PNG Tourism's office in Sydney downplayed the impact of the changes, saying the tourist visa would still be free of charge.

Australians can apply for a visa at the Papua New Guinea consulate offices in Sydney, Brisbane or Canberra, with a Cairns office to open "in the near future".

The changes won't affect Australians visiting the country on cruise ships, and passengers transiting in PNG for less than 8 hours do not require visas if they stay in the airport transit lounge.

According to the PNG Tourism website, tourist visa applications must be lodged at least two months prior to departure date, with Visa on Arrival still available for travellers from the US, western Europe, Pacific and NZ.

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Dubai visitation soars in 2013

DUBAI Tourism's Australasian office has reported results for 2013, with a 39% year-on-year increase in Aussie arrivals.

Last year saw the debut of the Qantas-Emirates alliance and the shift of the QF hub to Dubai, with the figures hailed as a "very encouraging first step" towards achieving Dubai's target of 20 million visitors by 2020, according to Helal Saeed Almarri, head of the Dubai Department of Tourism and Commerce Marketing.

Arrivals into Dubai from NZ were also up 21%, with key

achievements last year also including the successful bid to host the 2020 World Expo.

The Australian/NZ figures were released ahead of Dubai's global results in the next few weeks.

AA social warning

TRAVEL industry recruitment firm AA Appointments is urging companies to validate the work history of job applicants after finding a number of candidates over-inflating their experience on B2B social network site LinkedIn.

AA managing director Adriana D'Angelis advised there are no consequences from LinkedIn for people who deliberately mislead by advising false work histories.

"Therefore whenever you are using the site, AA suggests always verify the information with HR departments to ensure the information on the profile is accurate," D'Angelis said.

Free Tadrai chopper

LUXURY Fiji property Tadrai Island Resort has extended its FOC Return Helicopter Transfers offer for sales until 31 Mar 2015.

A minimum five-night stay before 15 Jun 2014 and between 20 Oct-31 Mar is required to avail the offer - book via wholesalers.

QF bullying denial

FORMER Qantas NSW corporate and industry sales manager Emma Brodie has launched a lawsuit against the carrier, claiming she was bullied by one of the airline's executives.

Brodie has had her employment with Qantas recently terminated, after a long career at the airline including roles in the UK and NZ as well as having responsibility for the QF-Flight Centre relationship.

According to today's *Australian* she's claiming unfair dismissal, saying she was terminated from her role after lodging complaints about the bullying with Qantas' human resources department.

However in a response today QF said the dismissal was due to other issues, with the company confident of its position and set to vigorously defend any claim.

A spokesperson said the carrier "makes no apologies for requiring all employees to comply with high standards of conduct".



Window Seat

RUSSIA has shown signs at the Winter Olympic Games that it has a sense of humour, even if it was pinched from the British.

A British snowboard athlete noticed a familiar sign in the bathrooms (**below**) at Sochi and recognised it from those aboard Virgin Trains from the UK.

The sign is another example of the tongue-in-cheek humour for which Virgin's brands are known.

It reads: "Please don't flush ...nappies, sanitary towels, paper towels, gum, old phones, unpaid bills, junk mail, your ex's sweater, hopes, dreams or goldfish...down this toilet".



Помните бумаге добрый к сортинам!
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Agents give back to community



MCHAPPY Day came early for a group of TravelEdge agents who recently gave a day of their time to assist in a working bee for Ronald McDonald House Charities.

TravelEdge encourages its team to take one day off work each year to volunteer their time for a charitable cause, which this year saw the team get involved with the charity's house at Randwick. The team dug in and got their

hands dirty in the morning, completing a list of tasks from general maintenance through to a number of odd-jobs that had been eternally on the "to-do" list.

Once cleaned up, the team then provided a hearty BBQ lunch for many of the families currently residing at the centre.

Pictured above from left are TravelEdge's Anna, Mike, Lance and Catriona, with Kathy in front.



DFAT caution on Kiev

ONGOING clashes between protestors and police in Ukraine's capital of Kiev has seen DFAT raise its warning level for the city to "Reconsider your need to travel".

Despite the potential for rallies and violence to flare up in other parts of the Ukraine, the official warning level for the country as a whole remains at "Exercise a high degree of caution".

Italy's Leading show

ELITE hotel collection Leading Hotels of the World has recently concluded an Australian roadshow in which it met with Aussie agents & celebrated its upcoming season.

Representatives from more than 60 Italian hotels introduced their newest features over three shows in Sydney, Brisbane and Melbourne under the theme of "Italy - One of a Kind".

Italy is the top global destination for Australians booking stays at Leading Hotels properties.

Strong Jan for Air NZ

AIR New Zealand has reported its passenger statistics for the month of Jan, posting a network-wide climb of 2.8% year-on-year in total passenger numbers.

The strongest performing route for the carrier were its USA/UK services, with demand climbing 8.7% and loads remaining above 90% despite 10.2% more capacity.

Trans-Tasman demand and capacity both jumped 7.3%, with loads unchanged at 86.6%.

Jan saw the carrier withdraw its Hong Kong-London and Auckland-Osaka services, subsequently sending passenger demand and capacity figures down nearly 30%.

Westin Egypt debut

STARWOOD Hotels & Resorts Worldwide will launch its Westin brand into Egypt next year.

The Westin Cairo Golf Resort & Spa Katameya Dunes will offer 128 rooms, pool, fitness centre & Nick-Faldo designed golf course.

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Normandy cider trails

ACTIVE tours operator Utracks has launched a new self-guided cycling adventure along the Calvados and Cider Trails in the Normandy region of France.

The seven-day itinerary is priced from \$1,490ppts and includes many meals, six nights accom, bike rental and luggage transfers.

Commencing from Hornfleury, the itinerary guides riders to cider cellars and historic WWII battle grounds including Omaha Beach.

Deal flying off shelves

TRAVEL Indochina has reported exceptional sales from its 30%-off promotion on Small Group Journeys of 10 days or more, valid for sales until the end of Feb, for departures to the end of Jun.

Japan has proven particularly popular, TI managing director Paul Hole said, with many tour dates to the country sold out.

Highlighted tours still available include the 12-day Three Gorges Discovery which takes in a variety of Chinese highlights, priced from \$2,579.50ppts in the sale period.

OTP gap closes for QF

QANTAS has started 2014 well in terms of on-time performance, maintaining its place as Australia's most punctual domestic carrier for the month of Jan, according to official government statistics.

The national carrier closed the month with 91.4% of services leaving on time, however Virgin Australia was only 0.4% behind, followed by Jetstar and Tigerair.

Virgin's result was a huge jump on its 74.2% performance from the same month last year.

Cancellations among airlines participating in the monthly stats made up 1.5% of all scheduled services, higher than the long-term average of 1.3%.

MEANWHILE, the release of the more comprehensive full year report on domestic activity for the financial year ending Jun 2013 has shown just short of 60 million pax were carried on scheduled domestic services in the financial year, up 4.6% year-on-year.

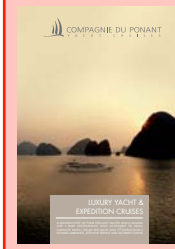
Unsurprisingly, the MEL-SYD city pair was again the dominant leader as the most populated air route in Australia, with more than 8.2m pax travelling the route.

Regional aviation saw a 3.1% jump in pax numbers for the year, with 24.59 million tallied, led by Roma in central Qld, which saw a massive 64.7% jump in patronage.

Brochures of the Week



WELCOME to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



Compagnie du Ponant - Yacht & Expedition Cruises
Next in Ponant's new trio of brochures in the Australian market details the line's range of expedition sailings, allowing passengers to access and explore some of the world's most remote and isolated shores. Much of this focuses on the world's great northern regions, from the top of Canada, along the Arctic Circle & over Russia. Asia, the Mediterranean, Africa and Oceania are also covered, all of which, when coupled with butler service, fine dining and off-ship adventures, make for an elite experience.



Oceania Cruises - Explore Your World 2014
The latest guide from the luxury Oceania Cruises line details 38 itineraries available across the world, sailing from Mar to Oct 2014. As the cover suggests, Asia is a focus in the guide, although it is packed with voyages in many other parts of the world. These include the South Pacific, Caribbean, Alaska and more. A range of special limited fares are on sale, with shipboard credits of up to US\$800 per stateroom on top of free wi-fi.



Infinity Holidays - Japan and South Korea 2014
Both destinations featured in this new guide from Infinity Holidays are rapidly growing in popularity, reflecting a gradual increase in the amount of product now available through the wholesaler. Seven new hotels have been added for the latest season, boosting the range of available accom with new options for both budget and luxury seeking travellers. The guide also details the range of airport transfer, day tours and experiences available, from cultural activities through to city adventures.

Extraordinary fares to Western Australia on sale now.

Visit qantas.com/agents or speak to your Qantas Account Manager. Sale ends 23.59 (AEDT) 27 February 2014, unless sold out prior. Selected travel dates apply.



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LAN/TAM wholesaler events



LAN and TAM Airlines wrapped up a roadshow for wholesalers on Fri with 20 suppliers from Chile, Peru and further afield showcasing their wares at events in Melbourne and Sydney.

Joining the carriers to promote the destinations were PromPeru & Turismo Chile, supported by 20 tour operators, hoteliers and reps from a range of suppliers.

The events aimed to arm travel wholesalers with more in-depth product & destination awareness.

Operators represented included Condor Travel, Lima Tours, RUTAS, and Aqua Expeditions, as well as Crillon Tours from Bolivia and Georeisen from Ecuador.

Pictured at the event from left are Sarah Anderson, GTI Tourism

(rep for LATAM Airlines Group); Manuela Nielsen, PromPeru; Juan Lopez, long-haul market manager, Turismo Chile; Catherine De Giorgio, bdm LATAM Airlines Group and Fernanda Machado, gm Georeisen Ecuador.

QF World Cup boost

QANTAS is adding two extra services between Sydney and Santiago plus four extensions to and from Rio de Janeiro to cater for 2014 FIFA World Cup travel demand (**TD** breaking news Fri).

The supplementary flights from Sydney to Santiago will operate on 10 and 30 Jun, with the Rio add-ons continuing on 10, 11, 27 and 30 Jun 2014.

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Strikes at Frankfurt

CHAOS ensued at Germany's Frankfurt Airport late last week as security staff walked off the job for the day as part of a wage parity dispute.

The trade union representing the pax and baggage security screening workers is calling for pay to be brought in line with counterparts at other airports.

As many as 150,000 passengers were delayed due to the action, with approx 90 flights cancelled, 40 of which were by Lufthansa.

New Macau project

CONSTRUCTION has begun on a huge new integrated casino and resort complex in Macau which will comprise three hotels and nearly 2000 hotel rooms.

Spread over seven hectares of land, the Lisboa Palace at Cotai will also include expansive retail, gaming, dining & entertainment.

No tentative date has been set for opening as yet.

Book comp winner

CONGRATS to Nicole Blake from Spencer Travel who was the winner of last week's Swagman Tours mini-competition.

Nicole has won a copy of Tom Park's book, *The Prey*.



Rd 2 Winner

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CONGRATULATIONS

Dao Tran

from *Tourism Technology*

Dao is the top point scorer for Round 2 of Travel Daily's Super 15 Rugby industry footy tipping competition, and has won an **Emirates** backpack.

Major Prize:

Two return Economy Class airfares to Dubai with **Emirates**

Back-Roads bargains

FLIGHT Centre owned company Back-Roads Touring has trimmed prices by 10% on a range of summer tours when booked and deposited by the end of Feb.

Its 13-day Wild & Wonderful Scandinavia itinerary is now \$7,196ppts, a reduction of \$799 and the 8-day Croatian Wilderness Sailing luxury yacht tour is \$2,813ppts, a saving of \$313.

Other discounts are also offered - phone 1300 100 410.

Book a Hurtigruten 2014 Norway Classic Coastal Voyage with Discover the World Cruising and receive a \$50 Visa Gift Card and your clients receive GBP200 per cabin onboard credit.

Bookings must be made by 28 February and only the first 40 agents to book receive the Visa Gift Card!

Click here for details on this, and other great offers!

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Tas walking earlybird

LIFE'S An Adventure is offering earlybird discounts of up to \$400 per couple across its all-inclusive walking tours in Tasmania for departures between Sep 2014 and Apr 2015.

Options include the three-day Bay of Fires, Freycinet and Maria Island classic walking experiences, with prices starting from \$899 when paid in full by 15 Apr.

Tours are fully supported with luggage transported, camps set up and meals cooked.

For more details on the walks, see lifesanadventure.com.au.

Allure agent incentive

TRAVEL agents have until Fri to sell as many cruises aboard Royal Caribbean International's *Allure of the Seas*, *Oasis of the Seas* or *Freedom of the Seas* for a chance to win a Caribbean cruise.

CLICK HERE for full details.

2nd China Waldorf

HILTON Worldwide has opened its second luxurious Waldorf Astoria Hotel & Resort in China.

Located 30kms from Beijing Int'l Airport in the Dongcheng District of the Chinese capital, the Waldorf Astoria Beijing features 176 guest rooms and suites.

It joins Waldorf Astoria Shanghai on the Bund as Hilton's only other property within the upmarket brand's portfolio in China.

DC-10 exits service

THE final scheduled commercial service of a McDonnell Douglas DC-10 has been operated by Biman Bangladesh Airlines.

Distinctive by its tailed mounted engine, the DC-10 was launched by American Airlines in Aug 1971.

Biman's last DC-10 service flew from Dhaka to Birmingham via Kuwait, with a series of scenic tours operating over UK skies concluding today.

Tourism satisfaction

QANTAS has been named as Roy Morgan Research Customer Satisfaction Award winner for 2013 Domestic Airline of the Year.

Virgin Australia scored Roy Morgan's top Domestic Business Airline of the Year, while the gong for Int'l Airline of the Year went to Singapore Airlines (**TD** Fri).

On the accommodation front, Accor's Sofitel brand was awarded Hotel & Resort of the Year.

CIT Brissie breakfast

ITALIAN specialist CIT Holidays is inviting Brisbane agents to attend a product update this Fri.

The breakfast will give participants details on what is new in CIT's program for 2014 and an overview of the firm's improved online system.

It is being held at The Shores Restaurant, Southbank Parklands. To attend, email your RSVP to lorena@cit.com.au by COB today.

Choice hotel reviews

GUESTS staying at Choice Hotel International properties are now able to review their stay on the firm's choicehotels.com website.

The site allows guests to post a "verified review" (based on a past confirmation number) using a scale of one to five stars.

Bench International - the Africa Experts Africa Reservations Consultant

Bench International, the founder of African holidays in Australia, has a unique opportunity for a highly experienced and enthusiastic Africa Reservations Consultant.

First-hand travel experience of Africa, specifically Kenya, Tanzania and South Africa is essential. Successful candidates require a thorough understanding of luxury properties in East Africa including the ability to personally design bespoke luxury holidays to Africa. A minimum of two years experience with an Africa specialist wholesaler is required.

Participation at travel shows and overseas travel are some of the aspects of the role.

To apply to join the pride, email your CV to jobs@benchinternational.com.au with the position title in the subject header by 28 February 2014.



PLEASE NOTE: Applications will not be accepted via recruitment agencies.

UK Aussie visits up 9%

OVER 1.08 million Australians visited Britain last year - an increase of 9% on the year prior, according to data released by the UK's tourism agency VisitBritain.

Overall international visitor numbers surged 6% to 32.89 million, spending a record £21 billion (AU\$39 billion), up 13%.

The spending result was the first time the figure had passed the £20 billion mark.

VisitBritain marketing manager Mark Haynes said the figures were a result of the 2012 London Olympic legacy.

"These figures show how VisitBritain has successfully leveraged the London Olympics into real tourism benefits."

Haynes added 2014 was set for a strong year with more air capacity between Australia and London.

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OTA mobile bookings explode

ONLINE hotel booking website Booking.com is seeing immense year-on-year success from global mobile booking figures, announcing a 160% growth in revenue made via the medium.

The company cited a major part of its success through its suite of mobile programs including main app Booking.com as well as last minute deals app Booking Tonight.

Total Transaction Value continued its mega rise, rising to \$8 billion for 2013 - more than double its \$3b result in 2012 and

a huge climb on the \$1b in 2011. Booking.com chief marketing officer Paul Hennessy said the company was seeing a shift from consumers, who were now using mobiles to plan and research a trip instead of merely transacting.

Guns to rock Vegas

TICKETS have gone on sale for nine Guns N' Roses' concerts in Las Vegas as part of the group's new two-week residency at the city's Hard Rock Hotel & Casino.

A&K Saffire stay pay

ABERCROMBIE & Kent has a Stay 3/Pay 2 offer at Tasmania's Saffire Freycinet for stays from 01 Apr & 30 Sep, with prices leading in at \$3,600 all-inclusive.

Brand USA, Visit USA unite



BRAND USA and Visit USA held their first business networking event of 2014 yesterday with a full day of B2B sessions at Sydney's Centennial Park.

Sixty-plus suppliers participated in the six-minute 'speed dating' session with more than 20 key local product buyers & marketers. The emphasis was on mixing business with fun, so work attire was swapped for casual dress and buyers & sellers enjoyed activities like bocce, American football and tug-o-war, while enjoying a live Jazz band and a BBQ lunch.

Brand USA Australia's strategic director Joe Ponte said the first joint major event with Visit USA had given suppliers a chance to experience more of Australia.

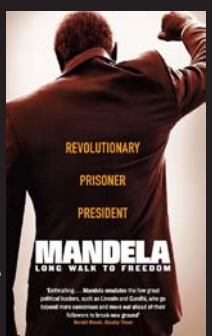
Pictured from left are Tahnee Dobson, Brand USA; Joe Ponte, Australia Manager; Devon Dow, Brand USA; Alfredo Gonzales, Brand USA; Jo Palmer, Gate 7 and Wayne Mitcham, Brand USA NZ.

Design site redesign

DESIGN Hotels has unveiled a new website offering enhanced search and booking features, new layouts and photo/video content.

WIN TICKETS TO 'MANDELA - LONG WALK TO FREEDOM'

This week **TD** and **The Africa Safari Co** want to inspire you with the beauty & history of South Africa. We are giving away 2 x double passes each day to view the magnificent movie - 'Mandela - Long Walk to Freedom'.



A film based on Nelson Mandela's autobiography, which chronicles his early life, coming of age, education and 27 years in prison before becoming South African President and working to rebuild the country's once segregated society. An inspiring and moving story - a must see for all.

To win, be one of the first 2 people to email the correct answer to: Mandela@traveldaily.com.au.

What is The Africa Safari Co motto?



Sales Manager USA/Canada & South America

Join Iconic Brands with Iconic Destinations & Experiences

SeaLink Travel Group comprising Captain Cook Cruises, Australia's leading Cruise Company is seeking an energetic, highly motivated Sales Manager USA /Canada & South America. This is an exciting role for those who enjoy a busy, challenging environment and are eager to use their proven B2B skills within their own and existing networks to build relationships and sales revenues across a broad range of culturally unique markets.

The successful candidate is responsible for increasing and maintaining sales revenue for Captain Cook Cruises for Sydney, Murray River and Sealink for Kangaroo Island, Adelaide, Darwin and Queensland in the markets of USA, Canada & South America as well as maintaining key sales relationships with Australian based Inbound Tour Operators and key Distribution Partners.

Experience in dealing in the international market and a keen understanding of digital marketing are essential. You will possess strong networks with travel distribution partners across these markets as well as an understanding of all distribution channels and working with our reservations and hospitality departments to deliver world class customer service. You will be sales driven and have the ability to work within a budget framework as well as identifying new sales opportunities to grow the business.

The successful applicant will have:

- Demonstrated Business and Sales Development skills
- A minimum of 3 – 5 years in the tourism industry or related industry
- Ability to write and execute a sales development plan
- Excellent organisational skills and communication skills (written and verbal)
- Proficiency in all aspects of Microsoft Office is essential
- Understanding of a CRM system
- Understanding of international distributions partners and systems
- Experience in understanding the growing importance of digital platforms and adapting it to grow business opportunities
- Able to work with minimal supervision and a team player
- Experience in making presentations to individuals and groups
- Ability to travel internationally and domestically
- Previous experience in the USA/Canadian market will be a strong advantage

Apply by email to Richard Doyle – Head of International Sales & Marketing at sales@captaincook.com.au by Friday 21 March 2014. Please include CV and a cover letter.

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[Click here for more info and terms & conditions](#)

This month **Travel Daily** is giving one reader and their friend the chance to win a 10 day Thailand tour, courtesy of **On The Go Tours**.

The prize consists of:

- Return economy flights from BNE, PER, SYD or MEL
- Airport arrival transfer on day 1 and departure transfer on day 10
- Breakfast daily and one dinner
- 8 nights accommodation in a 4 star hotel and 1 night accommodation on a floating jungle lodge
- Escorted by English speaking local guides.

Throughout February **Travel Daily** will ask 20 questions. The subscriber with the most correct entries and the most creative response to the final question will win this amazing Thailand holiday.

Email all your answers by COB Fri 28 Feb to:
Onthegotours@traveldaily.com.au

What is OTG's blogs called?

VX new Reagan slots

VIRGIN America has won approval for the last four slot pairs at Reagan National Airport in Washington DC which were divested as part of the American Airlines/US Airways merger.

The move will enable the Virgin Australia sister-carrier to crank up capacity to Reagan National to three flights daily, but a decision on the origin/destination is still yet to be confirmed.

In Nov, VX was also awarded six slot pairs at New York La Guardia.

Canton Trade Fair

A GUARANTEED saving of \$100 on flights to the Canton Trade Fair is being offered to Australian delegates as part of a tighter alliance between show organisers and China Southern Airlines

The offer and other special deals are available on CZ flights to Guangzhou from Sydney, Melbourne, Brisbane and Perth, (as well as from Auckland) for delegates registering by 31 Mar.

To avail the offer, delegates must also phone CZ's call centres.

Tigerair BNE crew graduates



TIGERAIR Australia will fill 50 cabin crew/cabin crew manager positions required for its new Queensland base as of tomorrow when the second batch of new recruits graduate following an intensive 4-1/2 weeks of training.

Head of inflight services Amanda Craig said the response to the recruitment drive for its

new Brisbane operation "has been fantastic."

The newest domestic den for the budget carrier will launch operation on 11 Mar, with routes to Adelaide, Darwin and Cairns over coming weeks.

Pictured are the first group of new Brisbane-based cabin crew after their graduation on Fri.

SINGAPORE AIRLINES



SERVICES AND OPERATIONS EXECUTIVE

Singapore Airlines is seeking a suitable candidate to join our HR/Admin team in the position of Services and Operations Executive. This diverse role provides strategic and administrative support to Manager HR/Admin South West Pacific in the areas of commercial technology, regulatory compliance and airport operations related to WHS.

Applicants for the role should have:

- A strong degree in Business, Commerce or similar.
- A strong understanding of IT processes, and the ability to perform basic troubleshooting tasks and liaise confidently with technical vendors.
- Working experience in airline or airport operations, preferably with some people management responsibility.
- Sound commercial judgement, problem solving and communication skills.
- A high level of self reliance, adaptability and motivation.

The position is based in Sydney and involves travel to other Australian cities where Singapore Airlines operates. The position attracts a package including free and concessional travel, and subsidised medical benefits.

Applications will be treated in strict confidence and should be forwarded by 28 February to Mr Kieran O'Toole via:

Katrina_Malanzo@singaporeair.com.sg

Candidates who are looking for an aviation career with the world's most awarded airline are encouraged to apply.

Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at www.traveldaily.com.au.

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WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

JOB OF THE WEEK

INDUSTRY BUSINESS DEVELOPMENT MANAGER MLEBOURNE – EXCELLENT SALARY PACKAGE

Get the equation that's right for you! These superb products and well known brand name are looking for a Sales Executive who will have the ability to deliver and exceed expectations. With a professional brand name behind you and your strong presentation skills you will have the ability to influence others and increase sales for these companies while managing your time effectively in this sensational role. Don't wait apply today.

SHORT TERM APPOINTMENT

PROJECT MANAGER – IMPLEMENTATION SPECIALIST SYDNEY – SALARY PACKAGE \$\$\$

Do you understand client needs within the online space and have the ability to determine what solutions will provide value while helping achieve the proposed solution accordingly? Are you able to manage multiple responsibilities and deliver detailed and high level product demonstrations, training and coaching tailored to specifically capabilities to solve the prospect's critical business issues? Call today for a confidential chat.

A LEADERSHIP BRAND WITH A LEADING BRAND

GENERAL MANAGER - WHOLESALE SYDNEY – EXECUTIVE SALARY PACKAGE

This growing company are looking to expand in 2014 and to do that a new role is being introduced. As GM you will be leading a team to achieve and drive sales within the team. This company prides itself on creating tailor made experiences and believe that the real Australian experience goes well beyond traditional Icons! You will ensure delivery of high quality, value itineraries to clients and agents to ensure maximum loyalty.

BE THE LEADER OF THE PACK!

INVENTORY TEAM LEADER SYDNEY – SALARY PACKAGE \$75K ++

Are you tired of working within a hostile team environment? Move your career to the next level and see you career go further. Coming on board as the Team Leader you will be driven, motivated and have a maturity to be able to handle this role running the operational requirements of the Inventory team. Strong inventory experience is essential for this role along with previous supervisory knowledge.

WORK FOR THE BEST!

CLIENT RELATIONSHIP MANAGER SYDNEY - SALARY PACKAGE UP TO \$90K

As Client Relationship Manager you will be responsible for managing a portfolio of high profile clients. Key objectives include growing revenues, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with managers at all levels up to executives.

YOU'RE GREAT AT SALES, NOW SHARE THE LOVE

SALES DEVELOPMENT TRAINING MANAGER SYDNEY – SALARY PACKAGE \$85K +

Fancy yourself a mentor with B2B sales experience and a proven ability to increase sales? This global travel company is seeking your talent to inspire and mentor their business development teams and enhance customer service delivery. Along with your strong sales ability, you will also be relationship driven, have a track record of exceeding targets and a team player. If this is the change you are seeking, apply today!

ARE YOU DIGITAL?

CREATIVE MARKETING GURU WANTED SYDNEY – SALARY PACKAGE \$\$

Are you an experienced, innovative and highly motivated Marketer within the Travel Industry? This rare new opportunity will allow you to create and grow the business stream within a large organization. You must be proficient within the digital space, and be adaptable to growth & change. If you thrive with a challenge this is a brilliant chance for you to shine.

HIT THE ROAD WITH A LEADING BRAND

CORPORATE BDM – GLOBAL MARKET SYDNEY – SALARY PACKAGE OTE \$120K+

Do you prefer doing business face to face? Like schmoozing with company MD's instead of pitching travel procurement managers or board of directors? Then it's time to take your strong sales and client relationship skills to this award winning TMC where you will be rewarded for your efforts. Effective leads, supporting co-ordinators and a premium brand name will set you on the road to success.

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