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Air NZ/CA 'mono' effect

THE Strategic Alliance proposed by Air New Zealand and Air China is expected to sway Chinese travellers from splitting a holiday down under between Australia and New Zealand, the parties have told the NZ authorities.

In a submission to the Ministry of Transport, Air NZ and Air China said through their planned five-year partnership (**TD** 24 Mar), the Star Alliance member carriers would be motivated to promote New Zealand as a destination.

Currently, there is no direct flight between Beijing and Auckland - a route Air China has said it will launch "around Dec", if the pact was to receive a green light.

NZ/CA said at present, Beijing-

based tourists need to fly via Australia or Asia to access New Zealand, and that the alliance will "incentivise Air China to promote New Zealand as a destination".

The carriers said Qantas was the primary competitor on direct or indirect flights between China and New Zealand, with 28% of flight frequencies, followed by Singapore Airlines (21%), China Southern (13%), Cathay Pacific (10%) and then Air NZ at just 8%.

"More particularly, the much greater promotion of NZ as a destination in China is expected to stimulate an increase in 'mono' tourism, ie travellers travelling only to New Zealand.

"The reason this is relevant is because mono tourists tend to stay longer and spend more as a result," the carriers told the MOT.

The applicants also said in their 24-page submission that Chinese travellers are "generally inclined to fly on a Chinese carrier" and that inbound visitor numbers to New Zealand are almost 3.5 times more than that of outbound.

Submissions on the application are sought by the MOT by 01 May.

Nine pages of news!

Travel Daily today has nine pages of news and photos, including a front cover page for **JITO** plus full pages: (**click**)

- AA Appointments jobs
- Rail Plus
- Travel Trade Recruitment

The next issue of **TD** will be published on Tue 07 Apr, due to the Easter long weekend.

Ski New Zealand \$1* Ski Deals



Photo: Tony Harrington



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Wotif price grid phase out

EXPEDIA has wielded the axe on the well-known and unique price grid matrix featured on the website of Wotif, implementing its more conventional list-based search results on all destination queries performed.

The move marks the end of the technology revamp imposed as a result of the buyout last year by the US online travel goliath.

Wotif.com is now effectively a white-label platform of the Expedia website, with the Wotif green colour scheme in place of its parent's traditional yellow.

The home page has also been heavily modified, with the former country-city-town search replaced with a single search bar.

Wotif confirmed to **TD** some of the improvements made to the site following the Expedia acquisition include results only showing properties available for the customer's searched dates.

"The changes we're making are aimed at giving Australian consumers great value travel deals and more travel choices," the website told **Travel Daily**.

Some booking fees have been axed, which Wotif said is "in the best interests of Aussie travellers".

New Buffalo ceo

BUFFALO Tours, the Asia-based ground operator part-owned by Flight Centre, has appointed Matt Masson as its managing director.

Masson has extensive industry experience, moving to Buffalo from his former role as ceo of Trails of Indochina, while he has also previously worked with Footsteps in Asia.

He will assume responsibility for all of Buffalo Tours' operations in Asia as well as sales offices in Europe, the UK, North America and Australia.

More appointments on **page 8**.

World Exp price rise

WORLD Expeditions is advising it will be increasing prices on its worldwide trips due to the falling Australian dollar from 16 Apr.

The firm is offering a price lock on its 2015 branded holidays (excluding trips in Patagonia and Australia) if booked with a non-refundable deposit by 15 Apr.



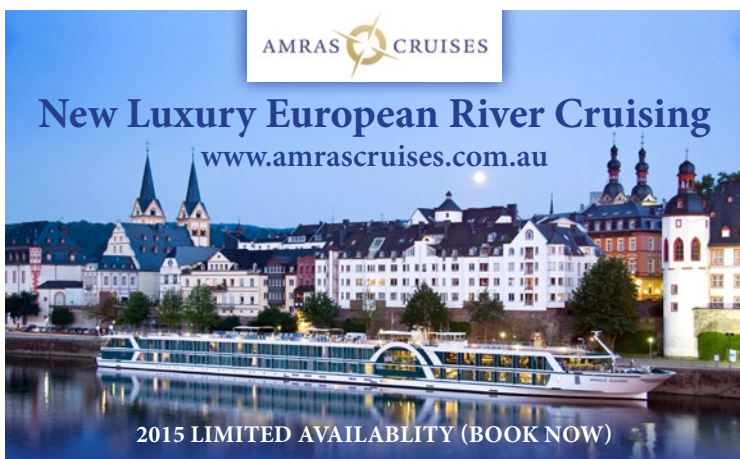
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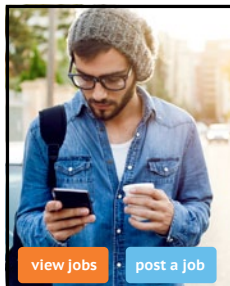
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Cathay PER milestone

CATHAY Pacific is today marking 45 years of operating direct flights between Hong Kong and Perth.

The original three-stop twice weekly service has grown to a twice-daily Airbus A330 operation with five million pax served since.

Koningsdam coming

HOLLAND America has begun ramping up the excitement for the debut of its new 2,650 passenger *MS Koningsdam*, which is currently under construction.

Set to commence operation in late Mar 2016 in the lead-up to a formal christening in just over a year's time, *Koningsdam* marks a new level of product development for HAL.

The ship features the line's first ever purpose-built staterooms for families, which can accommodate up to five people and have two bathrooms.

All have ocean views, with *Koningsdam* featuring 32 of the family cabins along with twelve single-occupancy cabins spread across various decks.

Popular categories such as Neptune, Signature and Vista Suites will also be available in a wider range of sizes and different configurations.

Also new is a completely revamped entertainment experience, with the theatre main stage to be fitted with a 270 degree LED screen surrounding the audience to immerse them in any performance.

Dubbed "The World Stage," this will allow *Koningsdam* to offer a wide range of flexible stagings "to enable us to set new heights for cruise entertainment," according to Holland America Line president Orlando Ashford.

More in today's issue of *Cruise Weekly* - **CLICK HERE** to read.

717 maintenance sees QF drop Business

QANTAS has confirmed a change of operating aircraft type on a few routes flown by its Boeing 717 aircraft as they undergo line maintenance.

Effective 28 Jul, the existing two-class 717 configuration offering both Business and Economy seating will be switched out to an Economy-only format on selected services from Sydney to Hobart, Canberra and Adelaide.

It will only occur on certain days of the week in the periods 28 Jul-24 Aug 15, 29 Oct 15-31 Jan 16, and 15 Mar-11 Apr 16.

Customers booked in Business class on affected services will be progressively reaccommodated in the Economy cabin, with QF issuing a waiver allowing impacted passengers to reroute, rebook or receive a refund on the ticket, without cancellation fees.

AFL bounces tonight

CRICKET season is finally over, which means AFL is raring to go.

The first bounce to start the season takes place tonight, with the first match between Carlton and Richmond at the MCG.

With every new season comes a new *Travel Daily* tipping comp, with more than just office bragging rights up for grabs.

Emirates has provided two return tickets to Dubai to the overall winner - register to tip now at afl.traveldaily.com.au.



Window Seat

FALLING asleep in the lounge prior to a flight is no longer a problem if you are to believe Canadian carrier WestJet and its timely 01 Apr announcement unveiling the new "SmartSeat".

Truly a unique innovation, the concept allows travellers to take their seat before they even board the plane.

Powered by motors, each pair of seats (individuals in Business) remove the need to get up to board, with the seats driving themselves onto the plane and automatically into place - to see them in action - **CLICK HERE**.

ALLIANZ Global Assistance decided not to wait until Easter Sunday to share some chocolate goodness, yesterday visiting STA Travel Erina on the Central Coast.

The bunny (pictured), known as NSW sales rep Robyn Duffy, said the recent rains in Sydney had given her wet bunny feet.





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TT transparency vid

TIGERAIR Australia has debuted a new video aimed at educating pax about the Tigerair experience, featuring players from its NRL Melbourne Storm sponsored team (**TD** 20 Mar).

"We're always keen to be as transparent as possible about our travel rules which enable us to pass on consistently great value fares," the budget carrier said.

The video emphasises the importance of "turning up on time and ensuring you book the right luggage allowance for your travel needs".

Melbourne Storm players highlight the benefit of booking & checking-in online, pre-booking extra checked luggage up to 4 hours prior to flight, Tigerair's 'queue jump' option for boarding and pre-selecting seats, to save time and money.

To view the video, click the **TD TV** icon or go to www.traveldaily.com.au/videos.



ATEC member rejig?

THE Board of the Australian Tourism Export Council is assessing a revised membership structure which could see some "extra categories" re-absorbed into the mainstream, including online operators and professional service providers.

According to ATEC's member update dispatched yesterday, the ATEC Board "will next review a matrix of the membership offering by category before ratifying the new structure in time for renewals in June".

MEANWHILE, the ATEC Board has endorsed the redevelopment of a National 'Export Ready' Framework to elevate business based Export Ready learning that can be accessed nationwide.

The updated program will include product ready, sales ready and service ready training for various markets, as well as a possible tailored 'new product pathway' mentoring program.



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Norfolk poised for huge year!



NORFOLK Island Tourism gm Glen Buffett was in Sydney last week for meetings with Air New Zealand commercial strategy and alliances manager Australia Michael Zorbas and his team.

Buffett recently said that visitor numbers to Norfolk Island are up year-to-date and the island is likely to achieve its best result in arrivals for five years (**TD** 13 Mar).

Pictured among the Sydney

skyscrapers from left are Jonica Paramor, The Unique Tourism Collection; Rachael Menzies, Blair Catton and Michael Zorbas from Air New Zealand; Glen Buffett, Norfolk Island Tourism and Vicki Park from Air New Zealand.

MEANWHILE, Norfolk Island boutique property Ponderosa has rebranded as COAST Norfolk Island to reflect its coastal location, effective yesterday.

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Gold Choice winners awarded



THE Travellers Choice Gold Choice Award winners managed to fit in some cricket on a seven day trip to India from 15 Mar.

Organised by Peregrine Adventures and Peregrine Reserve, the trip took in the Taj Mahal, the Jaipur markets and dinner below Mehrangarh Fort, part of their prize, Travellers Choice said.

The 10 agents stumbled upon a local cricket game while walking in Delhi and were treated like "guests of honour", they said.

Pictured back row from left is Brian Slater, Maria Slater Travel; Roslyn Stock, Bay Travel & Cruise; Christian Hunter, Travellers Choice md; Mark Brady, Ballina Cruise & Travel; James Cracknell, Windsong Travel and Aaron

Hocking from Intrepid Group. Front from left: Rosie Tripodi, Travel House Group; Denise Falsay, Discover Travel & Cruise; Tania Norman, Oliver Travel; Sally Barry-Henderson, Select World Travel and Phil Dalley from Travel Makers.

Tour the World return

NETWORK Ten's travel series *Tour the World* will return to air on Sat at noon from 11 Apr for eight episodes.

The series joins Australian tour groups as they explore locations around the world and at home.

Destinations to be showcased include Peru, Chile, the US East Coast, Vietnam, Thailand and two Australian touring specials.

Alberta specialists

A BRAND new online travel agent training platform for the Canadian province of Alberta has been rolled out, enabling agents to fine tune their knowledge.

The e-course comprises presentations and pre-recorded webinars on tourist hotspots in both summer and winter months.

Content is supplied from RTOs including Banff Lake Louise Tourism, Tourism Jasper, Tourism Calgary, Edmonton Tourism and Tourism Canmore Kananaskis.

A number of tourist partners also have videos on the site, such as Rocky Mountaineer, Calgary Stampede and VIA Rail.

Additional webinars are in the pipeline for Alberta's ski offering in the Rockies.

Travel Alberta Australia market development direct Lizzie Doyle said the platform builds on the success of its Experience Alberta events and provides front-line agents who were unable to attend equal opportunity to learn more about the province.

See travelalberta.com.au/trade.

Sofitel Fiji HACCP tick

SOFITEL Fiji Resort & Spa on Denarau Island says it has become the first resort in Fiji to receive HACCP accreditation and certification for food safety.

Thursday 2nd Apr 2015

Grand Hotel reopen

VANUATU'S Grand Hotel and Casino in Port Vila is advising it has reopened for business, effective today.

"Our reservations department is ready to take bookings," it said.

MEANWHILE, Ratua Private Island off the southeast tip of Espiritu Santo is offering one free night accom when booking three or more nights in an effort to kick-start tourism to the island which escaped Cyclone Pam's fury.

The deal applies to stays before Jun - more at www.ratua.com.

Singapore last drinks

CONSUMPTION of alcohol in public places between 10:30pm and 7:00am has been banned in Singapore, effective 01 Apr.

Smartraveller advises offenders breaking the new law will face a fine of up to \$1,000, while repeat offenders may be fined up to \$2,000 and imprisoned for up to 3 months.

The ban prevents people from buying alcohol for take-away during the same hours.

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Marriott Delta deal

THE purchase of Canada's Delta Hotels & Resorts by Marriott International (**TD** 28 Jan) has been completed, the parties have announced overnight.

Through the sale, Marriott Int'l has added 37 hotels and nearly 10,000 rooms in over 30 cities to its inventory in Canada, along with approx 6,500 new staff.

IHG Business Rewards

A NEW rewards program for businesses has been introduced by InterContinental Hotels Group.

Dubbed IHG Business Rewards, the program is an offshoot of the IHG Rewards Club loyalty scheme and offers benefits to all qualified business bookings for guest rooms, meetings & events booked at over 4,700 properties globally.

The B2B program has been devised for bookers, providing a seamless experience when making reservations.

Based on qualifying rates when booking on behalf of a third party, there is no booking threshold and no minimum qualifying spend.

IHG Business Rewards members will be able to view earned points in one account, enabling the use of the same IHG Rewards Club membership card.

SVP customer loyalty marketing Susanna Freer Epstein said the scheme rewards event bookers for their ongoing loyalty.

"By combining our regional business loyalty programs into one, we are giving our members a smoother, more personal experience by leveraging the existing IHG Rewards Club loyalty platform and infrastructure, points engine and redemption partners," she said.

See ihg.com/businessrewards.

SA open to EY partner

BARRING any major conflict with Star Alliance, South African Airways would be open to joining the Etihad Airways Partners program, chief executive Nico Bezuidenhout has said.

SAA this week launched services from JNB to Abu Dhabi and onward to Mumbai in India, all under codeshare with Etihad.

The EY grouping contains seven members currently.

Islamic culture on show in Doha



Top Gear Fest rejigged

DESTINATION NSW has parted ways with organisers of the *Top Gear Festival* which was planned to go ahead on 18 and 19 Apr.

The event has been now rebranded as *Clarkson, Hammond and May Live*, named after the event's hosts and will take place in Melbourne on 18 & 19 Jul and in Sydney on 25 & 26 Jul.

The format has also switched from a racetrack-based event to an indoor "live arena show featuring stunts, supercars, challenges and irreverent humour", to be staged at Melbourne's Rod Laver Arena and Sydney's Allphones Arena.

Organisers advise that *Top Gear Live* festival ticket holders will be able to exchange tickets for the "new look show" when they go on sale on Fri 10 Apr, or claim a refund if necessary.

Destination NSW told *Travel Daily* yesterday that the tourism organisation "is not a partner in, or sponsor of, the new event".

THIS group of agents have recently returned from a fam to Doha, hosted by Qatar Airways.

The attendees experienced QR's Business class service to Doha, stayed at the W Hotel and visited many of the city's historical sites along with a VIP tour of the new Hamad International Airport.

Pictured outside the Museum of Islamic Art from left are Michelle Nagy, CTM; Wilma Dela Vedova, Directions Travel; Clare Robertson, Traveltree; Marina Le, Voyager/Atpi; Nicola Hulme, FCM; Jaci Casey, Griffin and Chloe De Landgraft, Total Travel.

In front are Craig Webber, Qatar Airways and Bert Heidekamp from The Travel Authority.

Amari Koh Samui shut

ONYX Hospitality Group has temporarily closed the doors to Amari Koh Samui as it undergoes a 12-month renovation which will see new facilities, lounge and refurbished rooms & public spaces.



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To learn more about these exciting opportunities with APT and to apply please check out our careers page: aptouring.appllynow.net.au. Applications close Thu 9 April.



No lying... Lyon is where it's at!



PARIS may be the world's most visited city, but Lyon - situated between Paris and Marseille in the Rhone-Alps region - is fast attracting more international visitors, particularly Australians.

"That's probably because the city has become the French capital of gastronomy," according to Patrick Benhamou, Atout France director for Australia.

He said Aussies are among the first clients on Emirates' flights from Dubai to Lyon since the Gulf carrier started flying there, and they are the seventh highest overseas visitors to the city, the Lyon Tourist office says.

"As a result, Atout France will embark on a huge food campaign to promote Lyon.

"Here at the Rendez-vous en France trade show in Paris today, I met with renowned French chef Alain Ducasse who comes from Lyon, to invite him to Sydney for a lavish dinner at the end of the year," added Benhamou.

He also noted Australia is now the second highest market to Champagne, with only visitors from the USA ahead.

On ANZAC week, Benhamou said Atout France will publish a Remembrance magazine to be inserted in the *Australia Financial Review* and *The Australian*, signed by French President Francois Hollande, while even more Australians are expected to attend commemorations of the Centenary of WW1 in Northern France this year.

Pictured at the Rendez-vous trade show from left are Martyn Paterson, Outdoor Travel; Tali Emdin, Sherpa Expeditions; Patrick Benhamou, Atout France director Australia; Marc Pilcer, France Tourism Sydney & Charline Joly, Atout France Sydney.

Curio into Jamaica

HILTON Worldwide has added to its upper upscale and luxury hotel brand Curio - A Collection by Hilton, with two adults-only properties in Jamaica.

The new additions - and first in the Caribbean - are the Jewel Paradise Cove Beach Resort & Spa Runaway Bay and Jewel Dunn's River Beach & Spa Ocho Rios.

iBeacons for Qld

TOURISM & Events Queensland is rolling out a network of 150 "iBeacons" across the state, set to provide visitors with information about things to do and see.

Paired to the *This is Queensland* app, the location-based digital technology "will enhance the visitor experience and makes discovering Queensland's destinations easy & enjoyable," Tourism Minister Kate Jones said.

iBeacons will be installed at airports, national parks, tourist attractions & visitor info centres.



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Air Astana to Paris

KAZAKH airline Air Astana has commenced new thrice weekly flights between Almaty and Paris CDG, via Astana, seen as a major step in developing the carrier's European network.

KC is operating the route using dual-class Boeing 757 aircraft.

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Vote Erin Hickey in Category 31

Together we shape the future of travel

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Midlands theme park

BRITISH travel giant Thomas Cook has announced its move into theme parks, with its maiden attraction to open in the Midlands region next year.

Thomas Cook World Attraction will be situated near Birmingham and will feature "lands" based on the company's travel experiences.

Mandela's long walk

SOUTH African Tourism has teamed with National Geographic Channel to create a 90-minute recreation of the life of South African hero Nelson Mandela, to debut on the channel this month.

MEANWHILE, SAT has partnered with the Nelson Mandela Foundation to create a new app on "Madiba-inspired" attractions.

Southwest FAA fine

BUDGET US carrier Southwest Airlines is facing fines from the Federal Aviation Administration totalling US\$328,550 for two alleged violations.

The proposed penalties relate to the carrier's failure to inspect an aircraft that experienced a cabin depressurisation incident in May 2013, after which it continued to operate the Boeing 737 for two days with only 2 of the 4 portable oxygen units serviceable, when a minimum of three are required.

The FAA has proposed a fine of US\$265,800 for the incident.

In a separate incident, the FAA allege WN failed to comply with accurately recording repairs in an aircraft's logbook, also in May 2013, with a penalty of US\$62,750 levied.

Lifestyles by Ascott

SERVICED apartment operator The Ascott Limited has launched a new bespoke cultural experiences program available at all Ascott, Somerset & Citadines properties.

Effective yesterday, experiences on offer include gastronomy, wellness and visiting local delights of the city, all curated by the property's Residence Managers.

Activities include yoga lessons, jogging routes, day spas, sites of photographic significance or priority restaurant reservations.

Changi / STA alliance

AWARENESS of Singapore in key inbound markets will aim to be boosted under a S\$35 million alliance signed by Changi Airport and the Singapore Tourism Board.

The pact will see the pair aim to build emotional ties with visitors.

Dubai Airports spend

NEARLY 100 airlines currently occupying Concourse C at Dubai Int'l Airport will move to the new US\$517 million Concourse D upon its opening later this year.

The facility will offer 21 contact stands with space for four A380 or 747 superjumbos at once, as well as open gates allowing pax to board directly from waiting areas.

MEANWHILE, DXB has released its official Yearbook for 2014, showing it handled 15,098 A380 flights over the year, all of which were operated by Emirates and Qantas and making it the world's busiest destination for the aircraft.

Industry Appointments

WELCOME to Industry Appointments, *Travel Daily's* Thursday feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry, send us an email at appointments@traveldaily.com.au.

Tammy Marshall will next month begin at **TFE Hotels** in the newly created role of Chief Operating Officer. Marshall will oversee operations for all hotels across the group & joins from her prior role at P&O Cruises.

Louis Lu has been appointed as the new Managing Director Australia and New Zealand for **China Southern Airlines**. Lu has worked with the carrier for 23 years and will now be based in Sydney overseeing local operations.

Crown Resorts has implemented a new structure to boost efficiencies network-wide. Crown Perth GM of Hotels **Shaun D'Cruz** will relocate to Melbourne to start as GM - Crown Towers Melbourne. The resort's current GM **Andrew Cairns** will in turn shift to Perth to the role of Executive GM - Crown Hotels Perth, in charge of all three properties in the WA capital. Further, COO Hotels, Retail & F&B **Peter Crinis** has been promoted to become Head of the Crown Hotels brand, covering both Melb and Perth.

Corporate Travel Management has promoted Sydney-based CEO **Laura Ruffles** to Global Chief Operating Officer, which will bestow responsibility for the firm's operations across four continents on top of current duties.

Matt Hirst has joined the sales team at New Zealand zipline tour operator **Ziptrek Ecotours**. Hirst will work to develop relationships with the trade, replacing **Will Murphy** who has been promoted to a newly created role to drive the company's digital sales and online presence.

Tracy Greer has been named as the new manager for the Australasian region of **The Association of Corporate Travel Executives**. Greer brings history with Qantas Business Travel and will work to expand its programs.

Holiday rental reseller **Stayz** and **HomeAway** have recruited **Amee Evans** as its new Traveller Marketing Manager.

Shareholder agency group **Travellers Choice** has hired **Nerida O'Brien** as its new Business Development Manager NSW/ACT, replacing recently retired Bruce Russ. O'Brien brings 12 years trade experience to the role.

Samuel Gacos has returned to his former home at the **Sutera Harbour Resort** as the property's new Group Director of Sales & Marketing.

Bringing over a decade in hotel industry sales in Asia, **Nicolas Reschke** has been hired as Group Director of Business Development for **SALA Hospitality Group** to oversee the group's entire sales direction.

Experienced dive instructor **Clayton Purvis** has joined **Captain Cook Cruises Fiji** as water sports manager onboard the *MV Reef Endeavour*.

New Zealand coach holiday operator **Grand Pacific Tours** has welcomed **Karen Lowe** to the role of South Island Operations Manager to oversee departures. Lowe joins in place of Wayne Bowman, who has held the role for the past decade, and will begin in her new role from next week.

WIN TICKETS TO FAST & FURIOUS 7

Win with Travel Daily, United and Universal Studios Hollywood.

This June, high-octane excitement will race onto the scene when Universal Studios Hollywood introduces *Fast & Furious—Supercharged*, a pulse-pounding, adrenaline-fuelled thrill ride as the new grand finale to the world-famous Studio Tour.

To celebrate the new attraction and the launch of daily services from Sydney and Melbourne to Los Angeles, Universal Studios Hollywood and their partner United Airlines are giving away double passes to a special screening of *Fast & Furious 7* on Wednesday 29th April in Sydney.

To win, be the first to answer the following question correctly. Send your answer to furious7@traveldaily.com.au

Which ticket gives visitors one-time priority access to each ride, show and attraction at Universal Studios Hollywood?

For more info [CLICK HERE](#).



Permanent Part-Time or Full-Time Experienced Travel Consultant needed

Fast-growing boutique travel agency in Doncaster East – Rejoice World Travel is looking for an experienced and friendly travel consultant to join the team. Excellent salary package and incentive scheme. Salary is to be negotiated in-line with experience.

If you are passionate about travel, values good customer service and have great knowledge and skills for working in retail travel industry, apply today by emailing: teresa@rejoiceworld.com.au



WIN A SMALL SHIP CRUISE WITH APT

Sail around the world on an **APT** small ship cruise with this month's exciting **Travel Daily** competition, brought to you in partnership with Australia's leading award-winning cruise operator APT.

Every day we'll be taking you on an adventure, showcasing the many highlights and destinations available on an APT Luxury Small Ship cruise. The person with the most correct answers, and who wows us with the most creative answer to the final question, will win the following unforgettable prize: An all-inclusive '17-day Southeast Asia Adventure' Expedition Small Ship cruise for two, departing 14 June 2016. Send your answers to: APTcomp@traveldaily.com.au

Q2. APT's fleet of luxury small ships includes three of its very own 'Sky' ships - name all three.

Hint: [CLICK HERE](#), see p26.



Terms & conditions



25k at Caravan expo

THE 2015 Caravan, Camping and Holiday Supershow at Rosehill Racecourse in Parramatta, NSW will see more than 300 exhibitors, organisers have said.

Held over nine days from 11 Apr, more than 75,000 people are expected to attend the annual show, the Caravan and Camping Industry Association NSW said, with prizes totalling more than \$64,000 up for grabs.

Parklands gets 'appy

CENTENNIAL Parklands has launched a free app for iPhone and Android to help visitors plan trips and search for events.

The app also features social media feeds and a QR code reader, Parklands said.

CLICK HERE to download.

China site for >50s

WEBSITES targeting Chinese consumers for Australian holidays will focus on 30 to 49 year olds, Tourism Australia has said.

As per its annual strategic plan for 2015-16, it would target affluent consumers and mostly couples, as well as experienced travellers, it said in response to a question about its tender for digital services (**TD** 18 Mar).

Race to Hamilton Isl.

THE 2015 Audi Hamilton Island Race Week was announced this week, the 10th year of partnership for Audi and Hamilton Island.

Set to be held from 15 to 22 Aug, the week is expected to see more than 3,000 visitors, organisers said.

CZ confirm AMS A380

CHINA Southern has confirmed on social media it will commence A380 services between Beijing & Amsterdam on 20 Jun, as flagged by **Travel Daily** on 27 Feb.

Travel Daily
First with the news
Thursday 2nd Apr 2015

WA Flighties scope out Mauritius



NINE top novice consultants from Flight Centre WA were hosted by Air Mauritius on a two day famil from 22 to 24 Mar.

Staying at Outrigger Mauritius Resort and Spa in Bel Ombre, the agents took a day trip to Casela Park to walk with lions and took part in wine and cheese tasting overlooking the Indian Ocean at

sunset, Air Mauritius said.

Pictured back left is FC WA nation leader Justin Michael, Renee Milbanke, Emma Yates, Thierry Ng Ping Man (Outrigger Mauritius); middle: Boe Hillhouse, Laura Kennedy, Caitlin Kime, Jacqueline Stutt, front: Rebecca Taylor; Fleur Thornton (Air Mauritius) and Cindy Hasson.



GLOBAL BUSINESS TRAVEL

Multi-skilled Travel Consultants (Melbourne & Perth based)

Global Business Travel is currently seeking highly motivated Multi-skilled Travel Consultants to join our winning Corporate Travel Team. These opportunities will be based on site (Melbourne & Perth offices) and some roles have the flexibility to work from home.

Skills needed:

- Previous Corporate Travel Consultant experience
- Strong Travel product understanding
- Experience using Sabre
- Strong communication skills
- Self-motivated

In return for your hard work you will be rewarded with:

- Excellent career opportunities
- Training and ongoing development
- Monday – Sunday shift work between 8am – 9pm
- Paid parental leave
- 10% superannuation

This is a brilliant opportunity for someone who wants career development and the opportunity to be part of a high performing team.

Please click on the link to apply -

<http://americanexpress.ongig.com/jobs/view/Multi-skilled-Travel-Consultant-Melbourne-Victoria-Australia6597?lang=en>

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 at www.traveldaily.com.au.

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WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

MIX IT UP IN THE MICE MARKET

**CORPORATE SALES MANAGER
SYDNEY - SALARY PACKAGE \$95K**

This leading travel company is looking for a sales expert who is passionate about MICE along with the ability to source and secure new business. You will have a real drive, passion and understanding of the MICE market along with the ability to establish relationships and conduct presentations to secure wins for the business. Be rewarded with a supportive team and be proud to walk through the doors with this product under your arm.

HIT THE ROAD WITH A UNIQUE BRAND

**BUSINESS DEVELOPMENT MANAGER
SYDNEY – POTENTIAL \$90K PACKAGE**

This unique high end wholesale company is looking for a talented Business Development Manager to join the team. This is a fantastic opportunity to bring your passion to a growing team and demonstrate your proven track record in business development. If you're hungry for success, recognition and career progression this company will offer you all that and more. If you have industry sales experience apply today without delay.

UNIQUE PRODUCT ROLE

**PRODUCT MANAGER
CENTRAL SYD LOCATION – UP TO \$82K PACKAGE**

This is your chance to join a successful growing technology company. You will have a passion for sales and product expertise, with good GDS knowledge and business analysis skills. You will interact with various areas of the business and work closely with customers to drive and recommend solution offerings. Are you tech savvy? Are you a product expert looking for something different?
This role is for you!

BE A NURTURER

**CLIENT RELATIONSHIP MANAGER
SYDNEY - SALARY PACKAGE UP TO \$85K**

Due to expansion this award winning TMC is looking for an experienced CRM, an exciting time to join a dynamic team. You will be managing a portfolio of high profile accounts and be responsible for identifying growth opportunities and travel trends in the industry. Essentially you will have experience from a TMC or similar, with outstanding knowledge of managing multiple accounts and reporting requirements. Claim your spot and apply today!

ACCOUNT MANAGEMENT / SALES

**CORPORATE SALES EXECUTIVE
MELBOURNE – LUCRATIVE SALARY PACKAGE**

Bring your corporate hunting skills to a global travel company and be rewarded accordingly. In this well recognised organisation, you will be responsible for researching and identifying sales opportunities, generating leads and building solid relationships with new clients in the SME market. Use your negotiation skills, to secure new business, together with your strong ability to communicate. Senior salary will be on offer to the successful applicant.

GLOBAL WHOLESALE

**RESERVATIONS SALES SUPERVISOR
MELBOURNE - SALARY PACKAGE TO \$57K + BONUSES**

Are you confident leading by example and being able to provide back up support for your team? This superb company is looking for a highly skilled travel manager / team leader who is looking to join a travel company that is undergoing positive changes! If you have a min. 2yrs experience managing a travel team (wholesale or retail travel) & would like to make the move to a global wholesaler, enquire today. Amazing staff benefits on offer.

* NEW ROLE *

**MARKETING MANAGER
MELBOURNE – SALARY PKG \$68K + BENEFITS**

This reputable and growing wholesale travel operator are implementing some positive changes that will see this company undergo further growth! Through your proven experience developing and implementing strong strategic marketing plans, you will build awareness of all brands this company represent. Experience working in a similar role is essential, together with a creative flair. Do not miss the opportunity to become a part of this growing company.

LEAD THE TEAM TO SUCCESS!

**GENERAL MANAGER
BRISBANE CBD – UP TO \$110K PKG + BONUSES**

This prominent travel company is looking for an experienced General Manager to join their close knit team. You'll be responsible for the operational performance of the business & delivery of financial results along with managing and inspiring a team to perform. Extensive travel industry general management experience is essential along with strong negotiation & commercial acumen plus a track record of leading a team to success.

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We are delighted to be nominated again for the NTIA Awards 2015. If you enjoy working with us we would greatly appreciate your support



www.afta.com.au/events/ntia/nominations-and-voting

**VOTE FOR TRAVEL
TRADE RECRUITMENT**



General Manager

Brisbane, \$100K + super, Ref: 1655AW1

Our client is an established Wholesale business looking for an exceptional Travel Executive to take their team to the next level! You will be well networked and an established travel professional who is solutions focused. Responsible for day to day operational performance of this wholesale travel company including managing financial and non-financial functions. Having successfully delivered 360° management of teams, business plans & budgets you will have proven experience within a similar role.

For more information please call Anna on
(07) 3023 5023 or click [APPLY](#) now.

Ski Travel Consultant

Sydney, OTE \$65-70K + Super, REF: 1324SZ2

Love ski and want to sell a specialised product? Ever been to the Perisher, Thredbo or spent quality time overseas in the snow fields? This role could be your dream position! Office based environment selling ski holiday packages to some of the most exotic destinations. You will start within the domestic team where you will be dealing with the NSW and Australian ski season, with an ability to progress into the international fields too. Great base + fortnightly bonus seeing you earn top salary!

For more information please call Serena on
(02) 9113 7272 or click [APPLY](#) now.

Travel & Event Manager

Melbourne, \$Competitive, Ref: 1656KF1

My client, a leading group travel and event management company are looking for an experienced Travel & Event Manager to join their groups & events team in East Melbourne. If you are a creative thinker, have strong communication skills, thrive working in a busy environment, have GDS experience and have an exceptional eye for detail, then this opportunity is for you! Coordinate and manage extensive travel logistics, nationally and internationally and provide end to end event management.

For more information please call Kate on
(02) 9113 7272 or click [APPLY](#) now.

Hotel Duty Manager

Perth, \$53k+ Super, Ref: 1643MD1

Career stagnated? Looking to work for a global company that can offer you so much more than just a job? This is a fantastic opportunity for someone that is after career progression within a global brand! We need a "can do" Duty Manager for a luxury hotel in the CBD. If you are able to work under pressure, have a great personality, professionally groomed, are adaptable to change and are looking for a career within a fantastic 5* luxury hotel brand, then this is the role is calling your name!

For more information please call Megan on
(02) 9113 7272 or click [APPLY](#) now.

Senior Retail Travel consultant

Brisbane Northern Suburbs, \$DOE. Ref: 1087PS1

Experience Travel Consultant who is looking for a better work life balance? Do you have solid worldwide product knowledge? This well known brand is expanding their team based in the Northern suburbs. Working to set sales targets you will be rewarded with a competitive base + uncapped commission & a fantastic friendly team environment. If you are a team player with solid GDS & product knowledge and are available Thurs evenings and Saturdays on a rota this is a great opportunity to work locally!

For more information please call Peta on
(07) 3023 5023 or click [APPLY](#) now.

Airline BDM

New South Wales, D.O.E + Super, Ref: 1373MB1

A growing International Airline is looking for an experienced BDM to promote their products across the NSW travel market. This role is perfect if you have Airline Sales experience. Predominantly on the road you will Account Manage existing clients while also target new business across all Networks in the Travel Industry and Corporate Market. This is a golden opportunity that has arisen for a candidate looking for a more diverse role with a change and to progress in your travel career.

For more information please call Marissa on
(02) 9113 7272 or click [APPLY](#) now.

Business Development Manager

Melbourne, Competitive Base salary, Ref: 1164DV1

Are you an experienced Business Development Manager on the lookout for a new and rewarding challenge? Do you have a passion for sales and Lead Generation? My client has an opening for an enthusiastic sales focused Business Development Manager to join their successful team! The successful candidate will be acquiring new corporate travel business in accordance to set targets and will be a savvy individual who creates successful business by their ability to identify and win new accounts!

For more information please call Dave on
(02) 9113 7272 or click [APPLY](#) now.

Business Development Executive SA & NT

Adelaide, \$50K, Ref: 1634LB2

This destination specialist is currently looking for a highly experienced sales representative, to promote their brand on the road to travel agents around Adelaide. Do you have sales experience within the travel industry? Are you often described as a very proactive person? YES? Then this could be the role you have been waiting for!! Excellent benefits are on offer for a travel sales superstar that can effectively foster business relationships. Interviewing now so don't delay!

For more information please call Lauren on
(02) 9113 7272 or click [APPLY](#) now.

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