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# Travel Daily

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Thursday 23rd April 2015

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## Orion off to Europe

**LINDBLAD** Expeditions has confirmed that its *National Geographic Orion* will cruise in Europe later this year, with an extended 22-week season exploring the region on a wide variety of itineraries.

Guests will be able to take in destinations such as Portugal, Spain, France, England, Ireland, Holland, Belgium, the Baltics and Scandinavia - see the **cover page** as well as our story on **page 3**.

## Passport to Rewards back

**THE** Globus family of brands has relaunched the Passport to Rewards (P2R) travel consultant loyalty program, nine months after the long-running scheme was mothballed (**TD** 25 Jul 14).

Previously P2R offered rewards points for bookings of a range of products, with partners over the years including Scenic Tours and Carnival's World's Leading Cruise

Lines as well as Sunlover Holidays and Globus, but in its new incarnation will be exclusively for Globus brands including Cosmos, Avalon Waterways and Monograms.

The program, which is operated by Synchro Marketing, soft launched last week and is offering one point per dollar booked on the Globus range, with returning P2R members able to log in with their previous details and receive 500 bonus points instantly.

P2R is also offering 500 points for referring a friend to the scheme, with a wide-ranging online reward catalogue of gift vouchers and merchandise available for points redemption.

## Survey goes off

**TRAVEL Daily's** first ever industry salary and employment survey has already seen a huge response, with people from across the country taking the five minute poll which will help give a picture of the Australian industry.

Three Samsung Galaxy tablets and 100 HOYTS movie vouchers are up for grabs for participants - complete the survey by clicking below to be in with a chance.

[Click for salary survey](#)

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## Scenic Jasper's debut

**SCENIC** Tours is celebrating the christening of its newest ship in Vienna, Austria this week.

*Scenic Jasper* was officially named by Australian author Kathy Lette, with Scenic founder and chairman Glen Moroney on hand along with travel industry leaders from Australia, NZ and the US.

*Jasper* is Scenic's 11th 'Space-Ship' and features 85 cabins, a "heated vitality pool" and more.

Scenic will launch its 12th Space-Ship, the *Scenic Opal*, in the coming months, while two more vessels are under construction for launch in 2016.

Full details of the christening in today's **Cruise Weekly**.

### Nine pages of news!

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

- AA Appointments jobs
- Switzerland E-learning
- Travel Trade Recruitment
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## QF service fee up \$5

**QANTAS** is jacking up its Service Fee for Refund processing by \$5 per ticket to \$60 (GST inclusive), effective 04 May.

Refund Service Fees apply if a refund was eligible for a GDS Automated Refund but was submitted manually via BSP as a BSP Link Manual Refund.

It also applies to Residual Value Refunds when a full Refund calculation is not provided by the agent to Qantas.

## Cruiseabout price promise

**FLIGHT** Centre's cruise-focused Cruiseabout retail brand has launched a new "Cruiseabout Essentials" product which "provides added protection to our customers".

Costing \$49 per person for cruises up to 11 nights, and \$99 per person for longer voyages, the exclusive offering includes 'Cruise Price Drop Protection'.

If customers find a cheaper available cruise between the date of their booking and up to 121 days prior to departure they will "get the benefit of an adjusted price" in the form of a Cruiseabout voucher to the value of the difference.

"In order to obtain the cheaper fare your agent may have to rebook your cabin and your cabin number or location on the ship, or dining selection may change," according to the fine print.

Cruise Price Drop Protection is only applicable to ocean cruises, with river and polar expedition voyages excluded.

Other benefits of Cruiseabout Essentials include a \$20 airfare credit, a Cruiseabout Change

Fee waiver, a Cruiseabout Cancellation Fee waiver and 24 hour expedited refund processing.

Cruiseabout gm Jarrod Pask told **Travel Daily** today: "We know that agency fees and finding a cheaper fare after booking are pain points for cruisers.

"We wanted to reduce that as much as possible while offering a set of tangible benefits to customers that outline exactly what their money will get them," Pask said.

## P&O early rewards

**P&O Cruises** is celebrating the launch of its 2016/17 program with a VIP earlybird package for the first 200 bookings.

Including onboard credits of up to \$150 per room, a welcome pack with canapes and a bottle of wine, the package also includes a bathroom amenities pack.

The 2016/17 program features new options & themed cruises.

VIP deals are valid for departures on or after Nov 14 2016.

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## Kuoni has Milan tix

**KUONI** Group Travel Experts has an allocation of tickets for Milan Expo 2015 (**TD** yesterday) which can be purchased in conjunction with Milan accommodation packages.

Tickets can be either for a fixed date or open dated, and Kuoni can also arrange prepaid coupons for meals for groups visiting the Expo at outlets such as Eataly, which has 16 restaurants inside the Italy pavilion at the event.

More details on 02 9493 9993 or [groupsales@au.kuoni.com](mailto:groupsales@au.kuoni.com).



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## New horizons for Lindblad's Orion

**JEREMY** Lindblad will finish his sojourn in Australia shortly, after a 20-month stint during which he has remade the local operations of the former Orion Expedition Cruises which was acquired by Lindblad Expeditions

Now named the *National Geographic Orion*, the company's locally based ship is heading to the other side of the world after many years of cruising in the Kimberley region.

Lindblad told **TD** this week the move aims to give Aussie pax the opportunity to explore Europe in the style to which they have been accustomed on *National Geographic Orion*.

The much-loved vessel has a very high repeat rate, and Lindblad sees big potential for its Australian customers - many of whom are regular travellers to Europe - to experience the continent aboard *Orion*.

"A vast majority of her past

guests have been to the Kimberley and the South Pacific," Lindblad said, with the extended European deployment developed in response to client feedback.

Lindblad operates ten vessels across the globe, but has never cruised in Europe for such a long period.

*Orion's* small size will allow her to operate unique itineraries, visiting ports and destinations larger vessels cannot cruise to.

The program has been designed to allow guests to take back-to-back voyages if they wish to explore different areas of Europe, with a total of 11 itineraries which have been meticulously developed by a dedicated team on the ground in Europe.

*Orion* is currently cruising in the Indian Ocean prior to her final Kimberley season.

The 2016 Europe program kicks off in Apr next year - more from Lindblad in **Cruise Weekly** today.

## VA tops Mar OTP

**VIRGIN** Australia achieved the highest level of on-time performance for both arrivals and departures on domestic services in Australia, according to figures released by the Bureau of Infrastructure and Regional Development today.

Close to 92% of VA flights departed on time, followed by Qantas at 89.3%, Tigerair at 86.5% and then Jetstar at 85.9%.

Among the regional carriers, Regional Express had the best performance at 88.9% of flights departing on time, just edging out Virgin Australia Regional Airlines at 88.8% and QantasLink at 87.9%.

The worst performing route was Hobart-Brisbane, where just 65.5% of flights departed on time.

Cancellations which comprised 1.4% of all flights, and were highest on the Sydney-Canberra route at 4.1%, followed by Karratha-Perth where 3.9% of flights were cancelled.



## Window Seat

**AAT** Kings md Anthony Hayes spoke about the importance of relevant branding at yesterday's Mumbrella Travel Marketing Summit in Sydney.

Speaking of how the AAT Kings brand had been remade into a more genuine representation of its offering in the last couple of years, Hayes harked back to his time as head of Tourism Queensland and some discussions he had about the Gold Coast's "Very GC" brand.

Hayes recalled sitting in a Surfers Paradise office and being pitched Very GC, which depicted the Gold Coast as urbane and sophisticated - while screaming tourists were riding the "Vomitron" just outside.

He said the Gold Coast's current 'Famous for Fun' tagline was much more appropriate.



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## Travel advertising insight

**TRAVEL** companies advertising in mainstream media to consumers in the Australian market spent \$90.4 million on their campaigns during the first quarter of 2015, according to figures released yesterday at the Mumbrella Travel Marketing Summit in Sydney.

Travel was the sixth largest advertising category during the period, coming in behind the automotive, banking/finance, insurance, entertainment/leisure and food/produce/dairy sectors.

The statistics were collated by Tristan Masters from Standard Media Index, which gathers information from ad agencies on what their clients are spending.

The travel category, which includes hotels, airlines, travel agents, cruise lines, rail services, government funded transport and country brand advertising, accounted for 5.3% of total advertising spend during the period, and was up 0.3% on the previous corresponding period.

### SYD LAN 787 launch

LAN Airlines operated its first Boeing 787 Dreamliner service from Sydney to Santiago via AKL on 18 Apr, with the new aircraft flagged late last year (*TD* 11 Nov).

Of that \$90.4 million, 36% was spent on TV advertising, ahead of digital at 30.2% and then newspapers with 13.8% of the pie.

Outdoor comprised 8.2% of the total, followed by radio at 5.9%, magazines and cinema which took 2.9% share each.

That was a higher proportion of digital and newspaper spending than the rest of the advertising agency market.

Interestingly, the statistics also showed a strong correlation between business confidence and advertising spend, with National Australia Bank business confidence index seen as a good leading indicator for "agency demand for media".

### OZ to fly to Venice

ASIANA Airlines is set to resume seasonal services between Seoul and Venice, with the twice weekly route to operate 26 May-26 Jun using 777-200 aircraft.

## Marketing under microscope

**YESTERDAY'S** Travel Marketing Summit run by Mumbrella (see left) saw a host of industry luminaries line up to give their perspective on the fast-paced sector.

**Pictured at right** are the participants in the day's final session, which was an intriguing no-holds-barred Q&A: Bridie Commerford, Accor; Kim Portrate, Helloworld; Flight Centre's Keith Stanley; and Tourism Australia's new chief marketing officer Lisa Ronson.



At left is a panel from earlier in the day on "how to talk to a new demographic": Trafalgar md Matthew Cameron-Smith; Simon Cheng from Carnival Australia; Mantra Resorts' Kent Davidson; and Mirza Juddani from Skiddoo.

## TECH SUMMIT 2015

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Perth | 3:00 – 6:00pm | Thursday 18 June | Fraser Suites  
Brisbane | 3:00 – 6:00pm | Thursday 25 June | The Hilton

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**WHOLESALE** Asia Pacific Marketing Services recently sent a team of staff to traverse their way through Hawaii on a reconnaissance mission of 41 properties marketed under the Aston Hotels & Resorts and Aqua

Hospitality brands.

**Pictured** on a lanai of the Aston Waikiki Beach Tower from left are APTMS' Gaye Wood, managing director Kylee Kay, Tanya Curtis and Kym Berg.

## World Exp 2-for-1

**WORLD** Expeditions 14 Jun departure on its eight-day South Spitsbergen voyage is available on a two-for-the-price-of-one deal.

The Norwegian Arctic adventure is limited to just 20 passengers, with the sale representing a saving of \$3,050.

For full details, [CLICK HERE](#).

## Booking.com changes

**ONLINE** accommodation seller Booking.com has agreed to axe price, availability and booking conditions parity provisions with respect to other OTAs in France, Italy and Sweden.

Booking.com said it was making the move to support the National Competition Authorities of those European countries.

# AA/DL/UA urge Gulf freeze

**ALLEGATIONS** are running rife from US airline chiefs that the 'Big Three' Gulf carriers are flooding the US market with new routes and capacity ahead of potential flight restrictions.

Fresh claims targeted at Etihad Airways, Emirates and Qatar Airways were made by the CEOs of American Airlines, Delta Air Lines and United in a letter on Fri.

The united front are building a case that EK, EY and QR are being handed kick-backs from their respective governments to support expansion into the US.

In a joint letter to the US Dept of Transportation, US Department of Commerce and US Department of State, Doug Parker (AA), Richard Anderson (DL) & Jeff Smisek (UA) urged expeditious consultations to begin with Qatar and the UAE "over the massive subsidization of their airlines".

Their latest spat is focused on "aggressive expansion plans" by Emirates in the 10 weeks since the group approached US officials.

At that time, the group called on the US to request Qatar and the United Arab Emirates to voluntarily freeze air service at then-current levels, pending a resolution to the matter.

However, AA/DL/UA now argue

that delays in responding and the recent establishment of a public forum to discuss the allegations (**TD** 13 Apr), mean the 'Big Three' are going full steam to establish their presence in the USA.

"It is now apparent that the Gulf carriers are taking advantage of this delay to change the facts on the ground, rushing to add new wide-body service in an attempt to gain even more market share before the US government acts to counter their subsidized expansion," the group claimed.

Parker, Anderson and Smisek cited EK's new Orlando service, second daily services to Boston and Seattle and capacity upgauge between Milan & New York using the Airbus A380.

The trio also said they were aware of three additional US airports that are in talks for new flights from the Gulf.

Their argument revolves around an expected substantial loss in passenger traffic for US airlines.

"These aggressive actions make requesting a freeze pending resolution even more urgent, because with every new US flight, the Gulf carriers not only harm US airlines and workers, but also make reaching a negotiated solution more difficult," they said.

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## Contiki AirAsia pact

**CONTIKI** has partnered with AirAsia to promote the fourth season of its *RoadTrip* campaign.

This year, the youth holiday specialist is escorting a group of YouTubers who have a collective audience of over 20 million subscribers to unlock Thailand, Cambodia and Vietnam.

MD Australia Katrina Barry said YouTubers have an “authentic way” to share Contiki’s stories with media savvy consumers.

“Influencers can share the experience of travelling with Contiki in a far more compelling way than traditional advertising,” Barry added.

“Partnering with Contiki to help power the RoadTrip this year is a perfect fit for AirAsia,” AirAsia commercial head Australia & New Zealand Stuart Myerscough.

Previous Contiki *RoadTrips* have ventured through Europe and Australia.

## Go West webinar

**AGENTS** can get up to speed on the latest developments with Go West Tours via a webinar which will be held at 11am tomorrow.

The firm specialises in touring through the USA & Canada.

For further information and to participate in the webinar, being hosted by APTMS, **CLICK HERE**.

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Thursday 23rd Apr 2015

## HotelREZ enters Asia

**UK-BASED** hotel representation firm HotelREZ has partnered with Singapore-based Peak Hospitality Solutions ahead of an expansion into Asian markets.

The company plans to recruit independent hotels and resorts, as well as sign new partnerships with regional booking agents, TMCs and online travel agents.

## Astor Albany o/night

**NEXT** year’s Cruise the Coast six-night voyage from Fremantle aboard Cruise & Maritime Voyages *Astor* will include an overnight stay in Albany on the WA coast.

*Astor* will sail from Fremantle on 27 Jan, stopping overnight in Albany on 31 Jan.

## Hotel Windsor special

**MELBOURNE’S** Hotel Windsor is offering a room upgrade and a \$50 per night in-house dining credit when booking a stay between 01 Jun and 31 Aug.

Prices start at \$229 a night on weekdays and \$299 on weekends.

## Bunnik blast sees Nadine take off

**BUNNIK** Tours has awarded Nadine Taylor from italktravel Hornsby Westfield as the lucky winner of a \$500 Red Balloon voucher as part of a recent incentive.

To win, Nadine simply registered to receive Bunnik Break - a weekly travel agent email update on all matters Bunnik.

Nadine will soon be flying high, as she plans to use the voucher to take a helicopter ride over Sydney with her daughter.

**Pictured** at her office presenting the voucher to Nadine (right) is Bunnik Tours bdm NSW/ACT Margaret Sibraa.



## Tren Ecuador rejig

**POPULAR** Ecuadorian tourist train, Tren Ecuador is bolstering passenger capacity on the Ruta de Los Volcanes (Quite - Machachi - El Boliche) route to handle 195 passengers, effective 01 Jun.

The company is also rolling out a new package which includes a snack service and waiters, priced at \$60 instead of the regular price of \$45.

Further, the three-night Tren Crucero (Cruise Train) from Quito to Durán will this year offer a new one night add-on package.

## EL AL LHR relocation

**PASSENGERS** flying with EL AL Israel Airlines are being advised of a change of terminal at London Heathrow from Terminal 1 to Terminal 4, effective 25 Apr.

The move impacts pax flying from Tel Aviv to LHR on LY315 and LY317 and return services ex Heathrow, LY316 and LY318.

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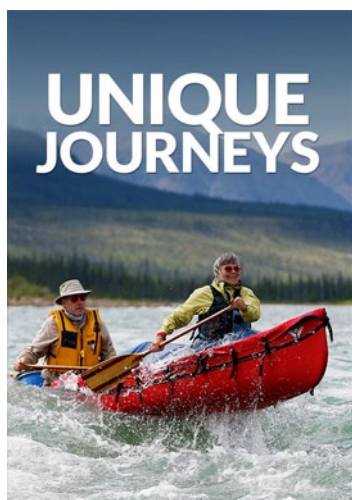




## Busabout reminder

**AGENTS** have just one week to secure discounts on Busabout products departing in 2015.

Savings of up to 20% is available on Busabout's Thai Flexi-Hoppers and Asia adventures, plus there is up to 15% off European Hop-On, Hop-Off coach network, festivals and sailing itineraries, when booked by 30 Apr.



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CANADA

## Sunshine Coast's Aloha spirit



**TOURISM & Events Queensland** is spearheading the development of tourism ties with the United States, recently organising a trip to the Sunshine Coast for a group of Hawaiian Airlines executives.

The touring party included Hawaiian Airlines' director for North America Leimomi Hall and TEQ's Leigh Arredondo.

Sunshine Coast Destination Ltd is seeking to capitalise on the increasing choice of carriers connecting America to the region, be it into Brisbane Airport and the Sunshine Coast Airport.

SCDL ceo Simon Ambrose said the Sunshine Coast has a variety of attractions and events to lure higher numbers of American travellers in future years.

"Events such as the 2016 World Outrigging Championships, as well as our natural attractions are ideal ingredients for attracting the US market," Ambrose said.

"The American market also has the benefit of a significantly higher dollar and an economy that is growing strongly. The conditions are perfect for building inbound business to Australia."

On their trip to the region, the HA group visited Australia Zoo.

**Pictured** from left are Emma Goeldner and Jannette Lau from Hawaiian Airlines, Leigh Arredondo, TEQ; Julie Cullen, SCDL with Shirley Manan and Leimomi Hall from Hawaiian.

**MEANWHILE**, SCDL and TEQ teamed up to produce a new marketing campaign in New Zealand centred on the Sunshine Coast's natural assets.

The 'Naturally Refreshing' brand pitch uses birds-eye-views of natural attractions including Noosa National Park, Glass House Mountains, Pumicestone Passage and Carlo Sandblow.

"We want this campaign to educate and inspire New Zealand visitors to go beyond our superb beaches and explore the region's stunning natural attractions," Ambrose commented.

The campaign was launched in Australia last year and began being screened in New Zealand on TV last weekend.

Digital & print campaigns will also be used to leverage awareness of the Sunshine Coast.

## Seashells stay pay

**WEST** Australian-based Seashells Hospitality Group has released stay pay deals at four properties when booking a minimum of two nights accommodation.

The 'Double your Stay' promo is based on consecutive night stays and means guests can book four nights and only pay two, stay six nights and only pay three or stay eight nights and only pay four.

Seashells Broome, Scarborough, Vallinyup & Mandurah are taking part in the promo for stays until 18 Dec, with Broome extending the offer from 06 Jan-31 Mar.

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**Daniella Tonetto** has been appointed as General Manager of Sales and Marketing for **The St Regis Macao and Sheraton Macao Hotel Cotai Central**. Tonetto has had an extensive career with Starwood Hotels & Resorts and was most recently the group's Regional Director of Sales & Marketing for the Pacific Region, overseeing 21 properties.

**Tjapukai Aboriginal Cultural Park** in Cairns has appointed **Brian Hennessy** to the newly created role of Director of Sales and Marketing, responsible for sales, marketing, MICE and reservations team.

**Pekka Vähähyppä** has been appointed as Chief Financial Officer and member of the Executive Board at **Finnair**, succeeding Erno Hildén.

**Tourism Port Douglas & Daintree** has named **Ben Brearley** as Market Development Executive, replacing Chelsea Mee on maternity leave.

**Maggie Kerrigan** is taking the helm of Public Relations activity for **Marine Tourism Management** while PR Manager Danielle Krista is on maternity leave. The group's brands include Blue Lagoon Cruises, South Sea Cruises, Cruise Whitsundays and Awesome Adventures Fiji.

**Princess Cruises** has appointed **John Chernesky** as Vice President of North America sales. He'll also be responsible for Cunard Line, taking the role vacated by **Brian O'Connor** who is now the group's Vice President of Public Relations.

The **Viceroy Hotel Group** has appointed **Mikael Svensson** as the new General Manager of Viceroy Dubai Palm Jumeirah, in the lead-up to the new property's opening in 2016. He joins Viceroy from his current role as General Manager at the **Park Hyatt Canberra**.

**Norwegian Cruise Line** has unveiled an expanded sales team in Canada, led by former Carnival Cruise Lines Director of International Sales **Dana Gain**. Gain's new team includes six Business Development Managers: **Ian Smyth, Ramon Jacinto, Sabrina Greca, Alexandre Bergeron** and **Ilanit Zimmermann**.

The **International Luxury Hotel Association** has appointed **Peter Shainlin** to its Leadership Board. Shainlin is Chief Operating Officer of the company which operates Hawaii's well-known Halekulani Hotel as well as the Waikiki Park Hotel.

**Stefan Bruns** has joined **Destination Asia** as its new Group Product Director. To be based at the company's Bangkok head office, he joins Destination Asia from his former role as Sales Director for Tourasia.

## TripCase watch app

**SABRE** has confirmed it will roll out an Apple Watch compatible app for its travel management application, TripCase.

The TripCase Apple Watch app provides users with real-time flight alerts, flight status and gate number, hotel addresses, phone numbers & confirmation codes, maps and directions to each activity loaded into TripCase.

Other features will enable users to save details of restaurants, shops or activities they frequent while travelling.

The Apple Watch marks its global launch tomorrow.

## Divina back to Miami

**MSC Cruises** will redeploy *MSC Divina* to Miami from Nov where it will operate year-round cruises to the Caribbean.

*Divina* was scheduled to sail from Miami through to Apr, but will now remain based in Florida through to Mar 2017 with new itineraries rotating between both Eastern & Western Caribbean.

CEO Gianni Onorato said MSC was responding to "significant growth" out of the US market.

## Extra RWC15 tickets

**AN ADDITIONAL** 25,000 tickets to the Rugby World Cup 2015 being played in England later this year go on sale on 28 Apr.

Event organisers have allocated the extra tickets for 12 matches at five venues including a game between Australia and Uruguay on 27 Sep.

The next allocation is in addition to 35,000 tickets already on sale to 16 matches.

The tournament kicks off in 148 days in England running from 18 Sep through until 01 Nov - see [www.tickets.rugbyworldcup.com](http://www.tickets.rugbyworldcup.com).

**Travel Daily**  
First with the news

Thursday 23rd Apr 2015

## Flybe Finland rebrand

**A NEW** corporate identity will see Flybe Finland rebranded as Nordic Regional Airlines from May, the carrier has announced.

CEO Maunu Visuri said the new name "reflects our company's core business - regional flying".

The change is subject to approval by the Finnish Patent office.

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# FBI SQ/Mandarin promotion



**FBI Travel staff & management** welcomed Mandarin Oriental & Singapore Airlines executives to their Melbourne office recently to show off a new front window advertising campaign featuring the brands.

The display showcases SQ's new Business and First class products flying to Australia and Mandarin Oriental's Hong Kong properties.

**Pictured** with FBI Travel's office staff with the signage are

Jennifer Price, Singapore Airlines corporate accounts executive; Jonas Shuermann, general mgr Mandarin Oriental Hong Kong and Peter Hession, Mandarin Oriental Regional director.

## B6 on EK MCO-DXB

**US BUDGET** airline JetBlue Airways has sought authority to place its 'B6' designator code on flights operated by Emirates between Orlando and Dubai, with effect from 01 Sep.

## Westin Jekyll Island

**STARWOOD** Hotels & Resorts Worldwide has opened the 200-room Westin Jekyll Island in the American state of Georgia.

The property is part of Jekyll Island's Beach Project - an oceanfront promenade featuring restaurants, upscale boutiques and a convention centre - located on Georgia's barrier reef.

Westin Jekyll Island is one of six new Westin hotels opening in North America in 2015.

## 4 Seasons Cap-Ferrat

**ICONIC** French property Grand-Hôtel du Cap-Ferrat will join the Four Seasons Hotels & Resorts portfolio, effective 08 May.

Positioned on the French Riviera at Saint-Jean-Cap-Ferrat, the soon-to-be-known Hôtel du Cap-Ferrat, A Four Seasons Hotel is spread across 7 hectares of gardens, offering panoramic vistas of the Mediterranean Sea.

The hotel is 15kms from Nice Côte d'Azur International Airport.

## TA/VA NZ campaign

**NEW** Zealanders are being enticed to sample Australia's food & wine experience in a six-week campaign launched by Tourism Australia and Virgin Australia.

The campaign drives Kiwis to book packages with Flight Centre.

# Travel Daily

First with the news

Thursday 23rd Apr 2015

## Feb satisfactioneers

**QANTAS** has won Roy Morgan's airline satisfaction awards for the 'Domestic Airline of the Month' and 'Domestic Business Travel Airline' categories in Feb, based on the period from Dec to Feb.

Domestically, Qantas outranked (in order) QantasLink, Virgin Australia, Jetstar and Tigerair.

Singapore Airlines continues to hold its top International Airline satisfaction ranking with a top score of 90% in Feb.

Behind SQ was Emirates, Qantas International, Garuda Indonesia and Cathay Pacific.

## Floriade 2015 theme

**THE ACT** Govt will dedicate the theme of this year's Floriade Festival to the 100th anniversary of the Anzac landings at Gallipoli.

'Reflections' will pay tribute to the historic battle, recognise the present and embrace the future, Minister Andrew Barr said.

Garden beds will depict icons such as the poppy, Southern Cross, two-up and the slouch hat.

Florida runs from 12 Sep to 11 Oct, with the popular NightFest event to be held from 23-27 Sep.



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](mailto:APTcomp@traveldaily.com.au)

**Q14.** On APT's 17-day La Dolce Vita luxury Boutique Collection cruise as part of your Freedom of Choice sightseeing, which glamorous destination can you choose to visit from Amalfi?

Hint: [CLICK HERE](#), see p16-17.



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**SALES ANALYST**

**SYDNEY – UP TO \$115K PACKAGE**

A leading global travel company is looking for a sales analyst, an instrumental role in driving change throughout the business and making recommendations to maximize business performance. You will be analytical and be a strong influencer. This unique role will combine your account management skills, analytical skills and your ability to work well in a team environment. For more information about this fantastic role please apply today!

**STAY ON THE STRAIGHT AND NARROW**

**ACCOUNT MANAGER**

**SYDNEY – UP TO \$95K PACKAGE PRO RATA P/T**

This growing technology company is looking for an experienced Account Manager to manage and develop their rail business. You will possess strong account management skills along with the ability to support the team to identify opportunities. If you have a good understanding of the rail industry, strong I.T. skills and a passion for the travel industry then this role is for you! Contact the team today for more information on this unique role.

**THE PCO BUSINESS HOLDS ALL THE CARDS**

**BUSINESS DEVELOPMENT – MICE MARKET**

**SYDNEY – OTE \$100K ++**

People that work in the MICE sector are passionate about their work – it offers so much variety and a fast pace that provides ongoing excitement and new challenges. If you have worked in Sales within the Corporate and/or MICE sectors and know how to get new business over the line, this BDM role will reward you like no other job in the market – amazing incentives and inspirational leadership. For more information please call the Executive team!

**JOIN IN ON THE SUCCESS**

**CORPORATE TRAVEL SUPERVISOR**

**PERTH (CITY CENTRE) - SALARY PACKAGE TO \$80K**

Due to an increase in business, this Global Travel Management Company is seeking a competent travel manager with a proven track record managing a team of consultants. Working with this established team, you will be responsible for developing and driving the team to achieve results and maintain service levels. Management experience in a corporate travel environment is essential together with a hands on consulting approach when required.

**MAJOR PLAYERS IN WHOLESALE TRAVEL**

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**MELBOURNE – SALARY PKG \$70K + 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.

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Looking after the VIC/QLD market, you will be responsible for developing strategies to increase sales, growing sales revenue & building strong ongoing relationships with key clients. Working as part of the business development team you will be on the road frequently & will be required to travel interstate regularly. Strong presentation skills together with extensive travel experience throughout China, Vietnam and/or the USA is req'd. Sales & marketing exp preferred.

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**GENERAL MANAGER**

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

This leading travel company is looking for an experienced general manager to lead this close knit team and join them in this newly created role of General Manager. Previous experience managing a successful travel business & being able to drive performance is a must. Proven ability to build good working relationships, strong negotiation & commercial acumen is essential along with having a can do attitude. Enjoy an executive salary package + bonuses.

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**Wholesale Travel Consultant**  
**Brisbane, \$40-45K OTE, Ref: 1653AW1**

Are you an experienced travel consultant ready to step away from face to face consulting or airline call centre and join Wholesale Travel? Our client, an industry leader will welcome you to their modern offices in heart of Brisbane. You will have experience selling Domestic or International travel product and you will use a GDS. You will be motivated and hard working. In return you will enjoy a range of benefits such as free famils to exotic destinations and career development opportunities.

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

**Ticketing Consultant**  
**Sydney, Competitive, Ref: 1623SJ2**

Do you have a flair for fares? Can you ticket on GDS from start to finish? If you're a Travel Consultant or Ticketing Consultant who wants to progress & step away from sales then read on! I'm seeking an experienced Ticketing Consultant to co-ordinate ticketing & administration requirements in a timely manner, fundamental to the smooth running of the department. This is an excellent opportunity to take a positive step into a role that offers an excellent team environment & career progression.

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

**Travel Advisor/Consultant**  
**Croydon, Excellent \$, Ref: 6589MD1**

We are looking for a Travel Consultant that can hit the ground running to cease this excellent career opportunity that is closer to home! Our client is looking for a part time consultant with potential to go full time!! Great opportunity for those coming back into the travel industry after some leave or looking to stop that daily commute! We need a consultant that is looking for longevity in their career within this lovely agency to build and extend on the already large client base!

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

**Multi-Skilled Travel Consultant**  
**Perth, \$DOE, Ref: 1413LB1**

Travel consultant required for small, boutique travel agency in Perth. Ideally you will have experience dealing with some corporate clients as well as retail enquiry, looking after both international & domestic destinations including cruise. To be considered for this role you will have a recent travel consulting background with proven silver service when it comes to your clients. If you have working Sabre GDS knowledge then this could be the company you have been waiting for!

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

**Ski Specialists**  
**Brisbane, \$Competitive base + Comm. Ref: 1513PS1**

Are you looking for a change from general retail consulting? This independent Ski Specialist is looking for enthusiastic travel consultants to join their team where you will be dealing with both wholesale & retail enquiry. If you're passionate about winter sports & have proven experience of working to & smashing sales targets, annual famils and uncapped commission are a few of the benefits on offer! Ideal candidates will have 2 years+ GDS along with a ski travel profile to rival Tora Bright.

For more information please call Peta 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.

**Corporate Travel Consultant**  
**Melbourne, Competitive Base Salary, Ref: 1277DV4**

I have an opportunity to join a market leading company with their Corporate team. This is a varied and exciting role with a fantastic client and an opportunity not to be missed!! If you are you looking for a brand new opportunity within Corporate travel then this could be your perfect role! Ideally you will have at least two years experience and GDS knowledge. In return for your hard work then you will be rewarded with Monday-Friday working hours and excellent company benefits!!

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

**Wholesale Travel Consultant**  
**Perth, \$45-\$55K OTE, Ref: 1673LB1**

Are you an experienced travel consultant ready to step away from face to face consulting and into the wholesale side of the travel industry? Our client, an industry leader will welcome you to their modern offices in central Perth. You will have experience selling domestic or international travel product and ideally know how to use a GDS. In return for your motivation and sales you will enjoy a range of benefits such as free famils to exotic destinations & career development opportunities.

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



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